

DEDICATED TO THE LIQUID WASTE INDUSTRY

Pumper

April 2020 pumper.com

Gotta
GO NOW
202-747-8105

Gotta
GO NOW
202-747-8105

Hustling inside the Washington, D.C., Beltway, Fred Hill hits it big through diversification and cleanliness

CAPITOL HILL

PAGE 16

CLEAN-WATER CHAMPIONS

Ohio's Action Septic brings awareness about the need for better septic system maintenance in Appalachia **PAGE 36**

in • no • va • tion

a new method, idea, or product; the action or process of innovating.



Shown: Millennium Ultra | 25' | 10 Station



Torsion Suspension Coupler



Splash Free Sink



Auto-Leveling Jacks

Satellite Suites has spent the off season innovating new features and floor plans to bring to market in 2020. With the season gearing up we have two exciting additions to share with you.

First we want to introduce the perfect mid-size restroom trailer, the new 17' 6-station. This trailer is ideal for events between 400-450 guests. The spacious and open floor plan allows for traffic to move quickly in and out, reducing long wait lines. It's unique size makes it easy to pull and easy to maneuver into place.



17' 6-station

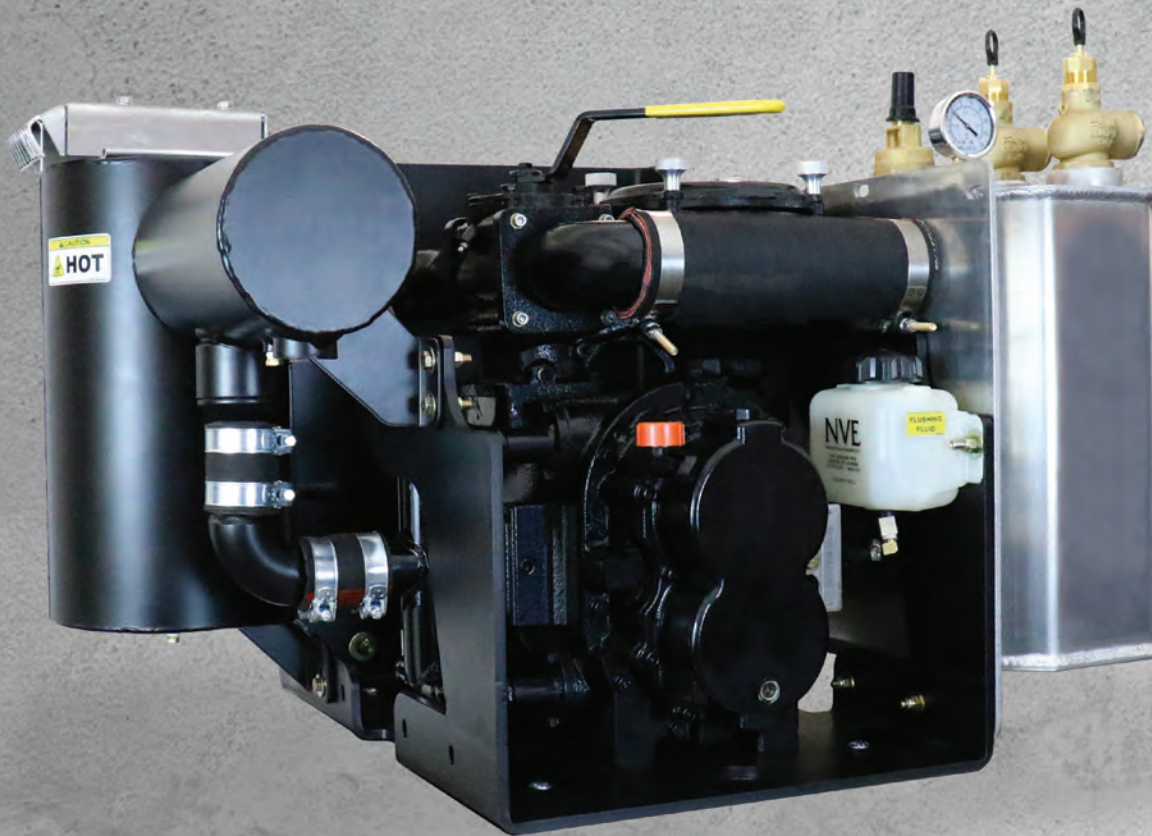
Available in all interior packages Satellite Suites has to offer.

The second is the stylish new Millennium Ultra. It will elevate the mood of any occasion. With its beautiful smooth light gray walls, contemporary splash free sink, Dyson air faucet / dryer and deluxe entertainment package you might think we traded styling for durability. Not so. Every item, from the solid vanity top and transit grade textured floor to the seamless white fiberglass ceiling, will maintain its beauty and charm year after year.



Millennium Ultra

THE VANE PUMP REPLACEMENT IS HERE.



THE B500 TRI-LOBE HIGH VACUUM BLOWER

Great replacement for your fatigued rotary vane vacuum pump or for placing on a new build. Oil-less operation and no smoke provide all the benefits of a blower at a fraction of the cost.

Designed, built, and supported in the USA.





HOSE & EQUIPMENT SPECIALISTS



Kanaflex
Hose Distributor

Fast Shipping!



www.MilwaukeeRubber.com 800-325-3730



27th TRUCKS INC.
PH: 305.835.9030 • EMAIL: ALAN@27TH-TRUCKS.COM



www.27TH-TRUCKS.com

Contact Alan @ 786-908-5436



'18 Hino 338

45,000 Miles, Automatic, 220 HP,
New 2500 Gallon Carbon Steel Tank
New Masport Viper Pump 350 CFM
New Tires and Aluminum Rims
Call for Pricing

1 AVAILABLE



'13 Freightliner Cascadia

Cummins ISX 15, 425 HP,
10 Speed, Jake Brake,
New 4000 Gallon Steel Tank,
New Pump Masport Hydra
Plug and Play
New Tires All Around
253,000 Miles **\$85,000**

UNDER CDL



'14 Peterbilt 337

260 HP, Automatic,
New 2000 Gallon Carbon Steel Tank,
New Masport Viper 350 CFM,
New Tires, **New** Aluminum Rims,
Automatic PTO
\$65,000

EVER FAITHFUL.



You can trust our custom-built vacuum trucks — they're reliable & faithful — just like us. Our principles never waiver. We believe all trucks should be built with the utmost care, devotion, and attention to detail. Trucks, like their manufacturers, should be dependable & trustworthy. We think you deserve dependability. Don't you? Come and discover the **Transway** difference.



CUSTOM BUILT. DRIVEN BY YOU.



16 Capitol Hill

- Ken Wysocky

Hustling his services inside the Beltway in Washington, D.C., PRO Fred Hill III hits it big through diversification and a focus on cleanliness.

ON THE COVER: Fred Hill III started Gotta Go Now with a handful of restrooms in 2006. The Washington, D.C., company has grown to employ 28 people handling an inventory of 2,500 restrooms. Hill is shown in the company yard with a Hino truck in the background built out by Amthor International and carrying a Conde (Westmorr) pump and a restroom from Satellite I PolyPortables. (Photo by David Sinclair)

10 Between the Lines: Septic System Bad Ideas Ripped From the Headlines

Fabric softener in the toilet tank? Dangerous DIY septic repairs? Septic-to-sewer conversion facts? It's all in a day's work in the wastewater industry.
- Jim Kneiszal

14 @pumper.com

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

26 Rules & Regulations

Study finding fecal contamination in southwest Wisconsin water wells.
- David Steinkraus

30 VIP Trailer Directory

36 Clean-Water Champions

Action Septic promotes better septic system maintenance as a way for homeowners and businesses to help the environment in Ohio's Appalachian region.
- David Steinkraus

44 Money Manager: Top Tips for Equipment Purchasing in a New Taxing Environment

The federal Tax Cuts and Jobs Act of 2017 may change how you look at paying for trucks and machines needed to run your pumping company.
- Chris Fowler

48 Special Section: Portable Sanitation & Special Events

Coordinating portable sanitation at special events requires organization and equipment to provide service to a large number of attendees over a brief period of time. Check out these equipment and accessory options geared toward serving large gatherings.

72 Septic System Answer Man: Rainfall Records Threaten Onsite Systems on Low Ground

Designers must consider forecasts of high precipitation and intense storms when siting septic systems on low ground near lakes and rivers.
- Jim Anderson

74 Classy Truck

Jerry's Sewer Cleaning Service, Big Rock, Illinois

76 Pumper Interview: Downtown Minneapolis Utilizes Portable Sanitation to Expand Restroom Access

The 100 Restrooms Project adopts a multiprong approach to provide relief for visitors in search of a bathroom.
- Ken Wysocky

80 States Snapshot: The Missouri Smallflows Organization Promotes Onsite Regulation Updates

While the industry advances, inspector Rick Wilcockson says the state is playing catch-up with wastewater rules that haven't changed since 1996.

84 Building the Business: Oh No, Not Another Staff Meeting!?!

You've all heard the groans when announcing everyone needs to gather in the conference room. But well-planned staff meetings will make your business better.
- Kate Zabrickie

86 Product News

Product Spotlight: National Vacuum Equipment offers smaller blower package.
- Craig Mandli

90 Associations List

100 Industry News

Coming in MAY 2020

SPECIAL ISSUE: VACUUM TRUCKS/TRUCK BUILDER

- **CONTRACTOR PROFILE:** Coping with wild Wisconsin weather
- **STATES SNAPSHOT:** Kansas Small Flows Association update

Pumper®

DEDICATED TO THE LIQUID WASTE INDUSTRY

www.pumper.com

Published monthly by



COLE publishing

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

© Copyright 2020 COLE Publishing Inc.

No part may be reproduced without permission of the publisher. In U.S. or Canada call toll-free 800-257-7222. Elsewhere call 715-546-3346.

Email: info@pumper.com • Website: www.pumper.com
Fax: 715-546-3786

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

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

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

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



Jim Flory



Winnie May

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

CIRCULATION: 2019 circulation averaged 23,077 copies per month. This figure includes all circulation regions (nationwide) and international distribution.

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



Live demonstrations and operational equipment for the water and wastewater industries!

weqfair.com | 866-933-2653

40+ TRUCKS READY TO BUILD!



▶ **2010 International 866**

200k Miles, 400 HP, 10 Spd., 4,000 Gal., 200 Gal. Water Compartment, NVE 607 Pump, Hoist System, Jetter System



▶ **2012 Peterbilt 365**

32k Original Miles, 450 HP, Cummins ISX, 8LL// 5,000 Gal., NVE 866 Pump, Hoist System, Jetter System, 20k Steerable Lift Axle

Available Options:

- Hydraulic Hoist System
- Rear Opening Door
- Multiple Compartments
- Heated Valves
- Electronic Gallon Indicator
- Interior Plumbing
- Fluid Level Indicator
- Pump & Blowers
- Interior Epoxy Coated Tank
- Lift Axles
- Jetter Box
- Heavy Duty Jetter System
- 20K Front Axles



▶ **2008 Peterbilt 335**

100k Miles, 290 HP, Cummins ISM, Auto, 2,500 Gal., 500 Gal., Water Compartment, NVE 607 Pump, Aluminum Wheels (opt)



▶ **2012 Peterbilt 365**

72k Original Miles, 450 HP, Cummins ISX, 8LL, 4,000 Gallon Tank, NVE 607 Pump, Jake Brake



▶ **2013 Peterbilt 388**

300k Miles, 450 HP, Cummins ISX, 13 Spd., 4,500 Gal., 500 Gal. Water Compartment, NVE 866-538 CFM Pump, Hoist System, Jetter System, 20K Steerable Lift Axle



▶ **2012 Peterbilt 365**

27k Original Miles, 450 HP, Cummins ISX, 8LL, 5,000 Gal., 500 Gal. Water Compartment, NVE Blower 4310-950 CFM Pump, Hoist System, Full Rear Door, Jetter System, 20K Steerable Lift Axle



NEW & USED IN STOCK



MADE IN THE U.S.A.

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

THE RTX SERIES

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

THE FUTURE OF INDUSTRIAL PUMPS BROUGHT TO YOU BY



RTX 30	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP
	8.0	30.3	4350	300	1450	24.3

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 Contact

Thom Calvin
(763) 398-7564
thomasc@arnorthamerica.com

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



ADVERTISER index..... April 2020

27th Trucks 4
A Restroom Trailer Co. 27
A.R. North America, Inc. 8

ABBOTT RUBBER COMPANY INC.
Abbott Rubber Co., Inc. 89
ABC Leasing & Financing.... 88
Ameri-Can Engineering 77

AMT PUMP COMPANY
AMT Pump Company 87
AP Equipment Financing 47

AQUA-ZYME DISPOSAL SYS.
AQUA-Zyme Disposal Sys. . 28

ARCAN ENTERPRISES, INC.
Arcan Enterprises, Inc. 89
BEST ENTERPRISES
Best Enterprises, Inc. 73

BRENLIN
Brenlin Company, Inc. 46

CAM SPRAY
Cam Spray..... 83

CAPE COD BIOCHEMICAL CO.
Cape Cod Biochemical Co. . 99

COMFORTS OF HOME SERVICE
Comforts of Home Service..... 87

CRO SOFTWARE SOLUTIONS
Cro Software Solutions 35

CRUST BUSTERS
Crust Busters 74

DEAL ASSOC., INC.
Deal Assoc..... 86

ECOLOGICAL LABORATORIES
Ecological Laboratories 24

ELMIRA MACHINE INDUSTRIES/WALLENSTEIN VACUUM
Elmira Machine Industries/
Wallenstein Vacuum 45

ENGINE & ACCESSORY, INC.
Engine & Accessory, Inc. 63

FLOWMARK VACUUM TRUCKS
FlowMark Vacuum Trucks ... 57

FRUITLAND MANUFACTURING
Fruitland Manufacturing..... 21

GAPVAX, INC.
GapVax, Inc. 29

HOUSE OF IMPORTS
House of Imports 7

IMPERIAL INDUSTRIES, INC.
Imperial Industries, Inc. 53
In the Round Dewatering

IRONVAC TRUCK SALES
IronVac Truck Sales..... 99
ITI Trailers & Truck Bodies .. 39

J&J PORTABLE SANITATION PROD.
J&J Portable Sanitation Prod.59
Jates Co., Inc..... 12

KEEVAC INDUSTRIES, INC.
KeeVac Industries, Inc. 68

Key Commercial Corp. 78
Kuriyama of America, Inc. 41

LANE'S VACUUM TANK, INC.
Lane's Vacuum Tank, Inc. 75
Lang Specialty Trailers 71
Linco-Precision, LLC 88

LMT, INC.
LMT, Inc. 91

MARSH INDUSTRIAL
Marsh Industrial 24

MASPORT, INC.
Masport, Inc. 67

EXPLORER
McKee Tech 45
MHC Kenworth 87
Mid-State Truck Service 11

MILWAUKEE RUBBER PRODUCTS
Milwaukee Rubber Products. 4

MORO USA INC.
Moro USA, Inc. 17

NAWT
N.A.W.T..... 88

NATIONAL TRUCK CENTER
National Truck Center 9

NORWECO, INC.
Norweco, Inc. 25

NUCONCEPTS
NUCONCEPTS 69
Optimus Industries..... 71
Phoenix Truck Center 34

PIKRITE, INC.
Pik Rite, Inc. 12
Plastiflex 34

POLYJOHN ENTERPRISES
PolyJohn Enterprises..... 103
Portable Trailer Products 46

PORTALOGIX
PortaLogix 70
Premier Truck Sales 15

PRESVAC SYSTEMS
Pressure Lift Corporation.... 73
Presvac Systems..... 104

RITAM TECHNOLOGIES LLC
Ritam Technologies LLC..... 89

ROBINSON VACUUM TANKS
Robinson Vacuum Tanks 61

ROTH NORTH AMERICA
Roth North America 78
Sansom Industries LLC 65

SATELLITE POLYPORTABLES
Satellite I PolyPortables... 2, 51

SCREENCO SYSTEMS, LLC
ScreenCO Systems, LLC 85

SLIDE-IN WAREHOUSE
Slide-In Warehouse 68

SPECIALTY B SALES
Specialty B Sales..... 81
SubSurface Locators, Inc. 83

T&T TOOLS, INC.
T&T Tools, Inc. 81

T.S.F. COMPANY, INC.
T.S.F. Company, Inc. 43

TANK WORLD CORP.
Tank World Corp. 82

TANKTEC
TankTec 102

TRANSPORT TRUCK SALES, INC.
Transport Truck Sales, Inc. ... 23

TRANSWAY SYSTEMS, INC.
Transway Systems, Inc. 5
Truck Country 78

TSI TANK SERVICES, INC.
TSI Tank Services, Inc. 47

TUF-TITE
TUF-TITE, Inc. 13, 73

ULTRA SHORE PRODUCTS
Ultra Shore 91
UltraLav 66

VAC-CON, INC.
Vac-Con, Inc. 19

VACUTRUX LIMITED
Vacutrux Limited 45

VACUUM SALES, INC.
Vacuum Sales, Inc. 83

VARCO
VARCo 37

VECTOR TECHNOLOGIES, LTD.
Vector Technologies, Ltd. 91

WALEX PRODUCTS COMPANY
Walex Products Company .. 55

WE ENGINEER, INC.
Wee Engineer, Inc. 28

WESTMOOR LTD.
Westmoor Ltd. 79

Classifieds..... 92-98
Marketplace..... 100-101

Midwest Supplement
(after page 74)

ADVANCE PUMP & EQUIP.
Advance Pump & Equip..... 3

MARENGO FABRICATED STEEL
Marengo Fabricated Steel 1

NAVITAS CREDIT CORP.
Navitas Credit Corp. 3

R.A. ROSS & ASSOC.
R.A. Ross & Assoc. 4

RIDER AGRI SALES & SVC.
Rider Agri Sales & Svc. 2

Eastern Supplement
(after page 74)

ADVANCE PUMP & EQUIP.
Advance Pump & Equip..... 3

ANDERT, INC.
Andert, Inc. 2

MARENGO FABRICATED STEEL
Marengo Fabricated Steel 1

NAVITAS CREDIT CORP.
Navitas Credit Corp. 3

R.A. ROSS & ASSOC.
R.A. Ross & Assoc. 2

VACUUM SALES, INC.
Vacuum Sales, Inc. 4

National Truck Center

786-683-5009 • 786-801-9742

www.NationalTruckCenter.com

3001 EAST 11th AVENUE | HIALEAH, FL 33013

EST. 1981

UNDER CDL



2012 Kenworth T-270

Paccar PX-6 (270 HP), Allison Auto,
152K Miles, New 1800 Gal. U.S. Tank, New Juroop
PN-58 Razor-Pak Vacuum Pump (230 CFM)
\$72,000

UNDER CDL



2012 Freightliner M2

Cummins ISB (285 HP), Allison Auto, 168K Miles,
New 1800 Gal. U.S. Tank, New Juroop PN-58
Razor-Pak Vacuum Pump (230 CFM)
\$67,000



2013 Freightliner M2

Cummins ISC (350 HP), 9 Spd, 157K Miles,
New 3600 Gallon U.S. Tank, New Juroop R-260
Razor-Pak Vacuum Pump (363 CFM)
\$92,000



2010 Kenworth T-370

Paccar PX-8 (300 HP), Allison Auto, 274K Miles,
New 3600 Gal. U.S. Tank,
New Juroop R-260 Razor-Pak (363 CFM)
\$90,000



2013 Freightliner Cascadia

Detroit DD13 (485 HP), 13 Spd, 228K Miles,
New 5000 Gallon U.S. Tank,
New Juroop LC-420 Liquid Cooled (425 CFM)
CALL FOR PRICE!



2010 Freightliner M2

Cummins ISC (350 HP), Allison Auto, 154K Miles,
New 4000 Gal. U.S. Tank, New Juroop LC-420
Razor-Pak (425 CFM)
\$85,000

NEW



2020 International MV-607

2500 Gal. U.S. Tank, Hoist & Blower Package!

IN STOCK



2020 Kenworth T-370

3600 Gal. U.S. Tank, Hoist & Blower Package!

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



Sold exclusively at
National Truck Center





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

Septic System Bad Ideas Ripped From the Headlines

Fabric softener in the toilet tank? Dangerous DIY septic repairs? Septic-to-sewer conversion facts? It's all in a day's work in the wastewater industry. **By Jim Kneiszel, Editor**

On any given day, my editor's email box is chock full of random advice about septic tank pumping and alerts about dubious news stories involving the wastewater industry. This month I'll share a few notices and ask you to send your comments or questions to me at editor@pumper.com.

What about fabric softener as a toilet deodorizer?

When it comes to bathroom plumbing and septic systems, it seems like there is always some sort of wives' tale or sketchy advice floating around for pumpers to knock down. How many of you have heard customers ask if they should put a raw chicken into their septic tank to promote bacterial action?

Now there's another "housecleaning hack" circulating on the internet, and 100,000 people have shared the advice on Facebook ... which means it will eventually reach millions of septic system users. And my guess is you'll be getting asked about this for years to come. The tip spreading like wildfire is to add a cup of liquid laundry detergent or fabric softener to the toilet tank to promote a fresh fragrance in the bathroom every time you flush.

The website www.truthorfiction.com reports on the tip and says there are multiple reasons to question its effectiveness. Among them are whether the liquid cleaners will add a pleasant aroma for more than a flush or two and wondering what impacts the chemicals will have on household plumbing.

The report cites experts who say fabric softeners and detergents may leave a buildup of slimy residue on plumbing pipes. It also says the chemical properties in fabric softeners make it effective at softening adhesives during wallpaper removal, which may create issues for seals and rings in plumbing components.

So what should you tell your customers who wonder about this helpful "hack?" I asked Jim Anderson, our Septic System Answer Man, for his take. He says putting a cleaning product through every toilet flush is a bad idea for the health and effectiveness of a septic system. I guess it pays to remember the oldest hack in the pumping industry: Unless it's toilet paper or it comes out of your body, there's no need to flush it down the toilet.

One caveat to that advice is that many pumpers promote and believe in the use of bacterial septic additives as part of a maintenance protocol. ... But when it comes to detergents or fabric softeners, that's an easy "no" for septic system users. Stick with a bathroom exhaust fan and air fresheners to take care of malodors.

He thought he was being funny, but I found it horrifying.

What do you do when someone makes light of the dangerous practice of climbing into a septic tank and gives absolutely no thought to safety? I think you have to speak up and hope the warning is received and taken seriously. So this is what happened:

I guess it pays to remember the oldest hack in the pumping industry: Unless it's toilet paper or it comes out of your body, there's no need to flush it down the toilet.

The Rev. Bobby Walsh of the Markstay Pentecostal Church in Sudbury, Ontario, wrote a "humorous" column in the *Sudbury Star* about his experience going into a church septic tank to remove a blockage from the inlet port.

Walsh wrote that as the new pastor, he felt he should be the one to go into the tank to investigate the problem. When he stepped into the tank, "someone chuckled and started to pull the ladder up. I smiled and protested," Walsh wrote. "There were jokes. 'D'ya like the accommodations?' 'Are some of your sermons down there?' 'He's never smelt better.'"

Walsh found an obstruction in the pipe and worked it free, with sewage flowing freely all over him, "I climbed up the ladder to applause. We finished up. I offered to shake hands. ... With a sense of adventure, we all went home. I had a long shower," he continued. Then he used the story to illustrate how unseen issues can cause problems and we all need to flush them out of our lives.

I realize Walsh, like many others in the general public, didn't know the dangers of entering the septic tank without proper safety equipment and training. But I felt I had to let him know his story could give others the impression they could follow his lead and put themselves in grave danger. So I wrote him a note and asked him to take action:

"I don't know if you are aware, but people die every week by entering septic and holding tanks, succumbing to hydrogen sulfide gas created in the toxic environment inside a tank. You were blessed and very lucky that you were not sickened or died if you spent any time inside a septic tank."

I went on to explain the Occupational Safety and Health Administration confined-space safety rules, then suggested he contact a member of the Ontario Onsite Wastewater Association and go back to the newspaper to convey an appropriate safety message from a wastewater professional to be printed in a second story.

I haven't heard back from Walsh and fear other septic system users will take his foolhardy DIY approach and go inside the tank to make a repair. I have heard far too many stories about people who died after entering a tank with no knowledge of the dangers.

As members of the pumping community, I feel it's our responsibility to educate when we see or hear about dangerous practices that threaten the well-being of the general public. You never know when your expertise as a pumper will help avert a tragedy.



**WE OFFER ALUMINUM, STEEL & STAINLESS TANKS,
AS WELL AS BLOWER & VANE PUMP OPTIONS**

FULL PACKAGE FINANCING & LEASE OFFERS AVAILABLE

PRICES DO NOT INCLUDE TAX, TITLE & LICENSING FEES – SEE DEALER FOR DETAILS
**Contact: Allen (715) 252-6125
 or allenl@midstatetruck.com
 www.MidStateTruck.com**

NEW



2020 Int'l HV 607
 Cummins L9, 370 HP,
 Allison or 10 Spd Trans.,
4000 Gal. Alum Imperial Tank,
 NVE Blower or Vane Pump



2020 Int'l MV 607
 Cummins ISB, 280 HP,
 Allison or 6 Spd Trans.,
2500 Gal. Alum Imperial Tank,
 NVE Blower or Vane Pump



2020 Int'l HX 620
 Cummins X15, 505 HP,
 Allison or 13 Spd Trans.,
5000 Gal. Alum Imperial Tank,
 NVE 4310 Blower



2020 Isuzu NRR
 NEW Isuzu NRR, 5.2L Isuzu Diesel,
 Auto Trans.,
1300 Gal. Alum Tank,
 900 Waste/400 Water,
 Masport HXL4V Vacuum Pump



2020 Int'l CV
 Int'l 6.6 V8, 350 HP,
 6 Spd Allison Trans.,
**1000 Gal. Stainless Steel
 Flat Tank,**
 700 Waste/300 Water,
 Masport HXL4V Vacuum Pump



USED



'11 Freightliner Coronado
 Detroit DD15, 475 HP,
 18 Spd Trans., Air-Ride Susp.,
 253,165 Miles, Full Lockers
 4700 Gal. Steel Tank, NVE 866 Pump



'12 Kenworth T800
 Cummins ISX, 450 HP,
 Eaton-Fuller Trans., Spring Susp.,
 244,652 Miles, 4200 Gal. Tank,
 Fruitland Pump, Full Lockers



'00 Sterling LT7501
 Cat 3126, 275 HP, 8LL Trans.,
 Spring Susp., 281,244 Miles,
 3600 Gal. Steel Tank,
 Heated Valves, Full Lockers



'07 Int'l 8600
 Cummins ISM, 410 HP, Fuller Trans.,
 Air Ride Susp., 351,651 Miles,
 '16 Model Year 3600 Gal. Steel Tank,
 Jurup Pump, Heated Valves



'05 Sterling Acterra
 Cat C7, 7 Spd Trans.,
 33,000 GVWR, 342,919 Miles,
 2300 Gal. Tank with Jetter



'02 Sterling L7500
 Cat C7, Spring Susp.,
 Spicer 7 Spd. Trans., 208,867 Miles,
 2500 Gal. Steel Tank



'13 Peterbilt 367
 Cummins ISX, 450 HP, Air Ride Susp.,
 Eaton-Fuller Trans., 226,932 Miles,
 4250 Gal. Imperial Tank, Jurup LC420
 Liquid Cooled Pump

Here's more support for septic.

Savvy homeowners facing potential septic-to-sewer conversions are doing the math. ... And when they look at the costs of such a move, they plead with local government to keep their septic systems. The most recent example comes from West Acton, Massachusetts, west of Boston, where homeowners are finding hooking up to the municipal sewer isn't as good a deal as promised.

Yan Wang looked at the conversion costs for his home and said, "thanks, but no thanks" to abandoning his functioning septic system. In an op-ed piece in *Wicked Local Boxborough* online, Wang says the sewer hookup fee for a single-family home ranges from \$34,000 to \$39,934, and if paid for over 30 years, the cost rises to almost \$60,000. By contrast, Yang notes that he just had his septic tank pumped after 2.5 years and the cost was \$325.

"Most homeowners will not need to replace their septic systems for the next 30 years and spend just \$170 per year to maintain their systems," Wang argues. "There is no indication of septic contamination in the environment. Average fecal coliform is below Acton's average. Nitrate levels are low."

Wang didn't even factor in the monthly sewer fees invariably tacked on by the municipality. Those fees alone typically dwarf the maintenance costs for a septic system. The next time a customer voices concern over your pumping bill, which covers an average of three to five years of septic system usage, share this story of the tremendous value of decentralized wastewater treatment. ■



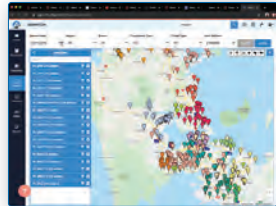
Enterprise Business Manager (EBM) built from the ground up for the Portable Toilet industry

CUSTOMER SERVICE



- Customer services screens packed full of information you need at a glance.
- Visual order display to easily see completion and exception history.

DISPATCH



- Visual Dispatch allows you to quickly and efficiently manage your orders.
- Assign orders to the nearest vehicle in real-time.

INVENTORY



- Equipment inventory is positively identified by AllyPRO NFC tags. Always know exactly where your equipment is, with service and move history records.



BILLING & RECEIVABLES



- Integrated billing with custom invoices. Bill daily, weekly, monthly, every 28 days, etc.
- Payments with credit/debit card and ACH integration.

ROUTING



- Quickly and easily optimize orders for most efficient completion of routes.
- Add, remove, or reassign orders and re-optimize with changes.

FIELD OPERATIONS



- Native mobile application utilized by drivers to route, navigate, and complete orders in the field. Available on iOS and Android platforms.
- Order actions are performed quickly with the tap of a button. Quickly record exceptions (status, image, signature, notes, etc.)

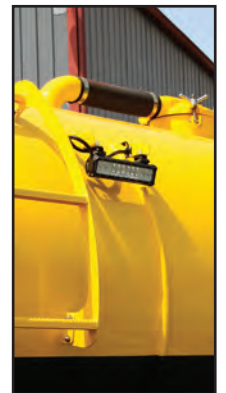


www.allypro.tech
(888) 974-8488
info@allypro.tech

You dream it.



Made in the USA



Built for Brewer's Septic Service - Ovid, NY

pikrite

WE BUILD IT.

www.pikrite.com
800.326.9763

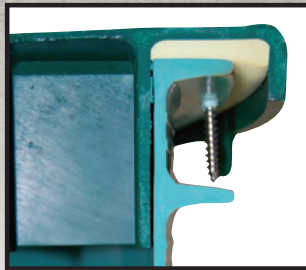
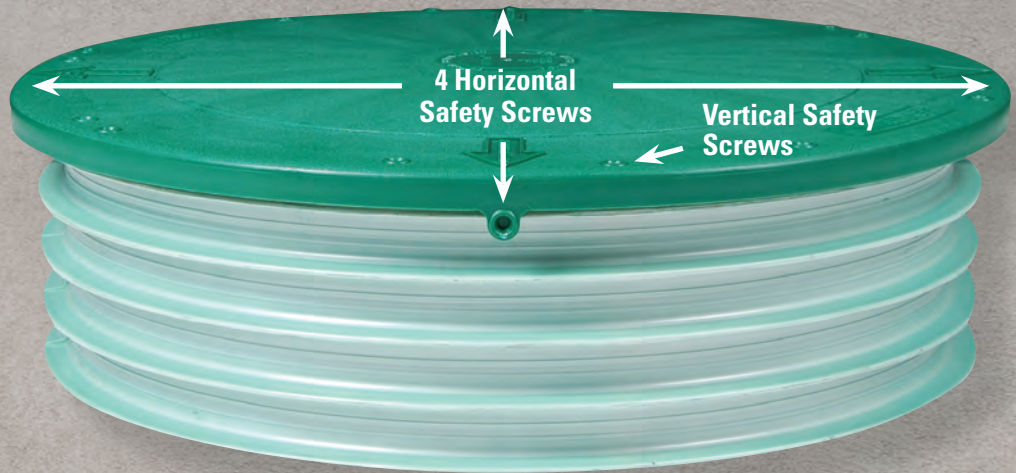
24" HEAVY DUTY MULTI-PURPOSE FLAT RISER LID

**FREE FREIGHT
 on Full Cartons!**

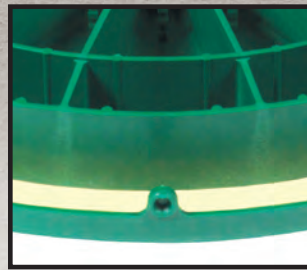
**Fits most commercially
 available:**

- Risers
- IPEX PVC Ribbed Pipe
- Corrugated Pipe

**LID MAY BE USED WITH OR
 WITHOUT CONCRETE CENTER**



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



Foamed-in Permanent Polyurethane Gasket.



Holds up to 70 lbs of Concrete for Added Safety.



Water-TITE™ Joint Vertical and Horizontal Safety Screws

4" Effluent Filter and 4" T-Baffle™

86 ft. of 1/16" filtration area.

Increases time between filter cleaning.



EF-4 Combo Includes Filter, Housing and

4" Sch. 40 & SDR-35

NSF®
 800 GPD
 ANS/NSF
 Standard 46

NSF®
 COMPONENT
 ANS/NSF
 Standard 46

EF-4 Combo 18

NSF®
 COMPONENT
 ANS/NSF
 Standard 46

TB-4-18 Housing
 12/carton

SD-4
 Gas/Solids Deflector

4" Effluent Filter EF-4

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

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

4" Sanitary Inlet/Outlet T-Baffle™

Injection molded T-Baffle™.

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

6" Effluent Filter and 6" T-Baffle™

244 ft. of 1/16" filtration area.

Increases time between filter cleaning.



EF-6 Combo Includes Filter, Housing and Bushing

4" Sch. 40 & SDR-35

NSF®
 1500 GPD
 ANS/NSF
 Standard 46

NSF®
 COMPONENT
 ANS/NSF
 Standard 46

TB-6 Housing

Gas/Solids Deflector

6" Effluent Filter EF-6

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

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

6" Sanitary T-Baffle™

Injection molded T-Baffle™.

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

@Pumper.com

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



WORKPLACE CULTURE

keep your employees happy

Steve Moon, owner of King's Services in Headingley, Manitoba, Canada, knows working in the portable restroom and septic service industries isn't the most glamorous job in the world. He has high standards for his 35 employees, but also tries to make it an enjoyable place to work. That's why he goes out of his way to organize fun activities with his staff.

pumper.com/featured

STAYING POSITIVE

inspiring customers

"Have a blessed day" is something Matthew Moseng of Norway Septic tries to say to customers every day. It's a phrase that exemplifies his beliefs, and he says he hopes that positivity and inspiration rubs off on others. In this online exclusive article, read about how Moseng intertwines his business with his faith. pumper.com/featured



“ Our economy depends on businesses making rational, financially focused decisions. That's why pairing business and personal relationships can be a bad idea. ”

— *How to Navigate Challenging Business Relationships*
pumper.com/featured



A NEW GENERATION

bringing tech skills to pumping

According to Jeff Kuras, the kids are all right. Kuras, the founder of Team Kuras in Port Clinton, Ohio, says he marvels at how quickly the younger generation in the business learns about new equipment and new services. In today's tech-oriented world, younger workers are finding ways to offer substantial benefits to septic services companies.

pumper.com/featured

CONNECTIONS MATTER

better business relationships

Relationships are important — not just in your personal life, but in your business life, too. Long-term relationships with your customers can help sustain your business well into the future, helping you garner more referrals and repeat business. But you also need good relationships with vendors and suppliers.

pumper.com/featured



CONNECT WITH US

emails and alerts

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

want more?

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

PREMIER

Truck Sales & Rental, Inc.

800.825.1255



BALANCE OF 5 YEAR FACTORY WARRANTY

STARTING @ \$169,500

2019 MACK GU713 ROLL OFF TRUCK

MACK MP8 @ 455 HP, 8LL, 18/46 ON MRIDE, 75,000LB GALFAB HOIST, PIONEER RACK 'N PINION TARP, LOW MILES



BALANCE OF 5 YEAR FACTORY WARRANTY

\$109,500

(6) 2020 KENWORTH T880 DAY CAB TRACTOR

CUMMINS X15 @ 485 HP, 10 SPEED, 13.2/40 ON AIR RIDE, MULTI-FUNCTIONAL WET KIT



BALANCE OF 5 YEAR FACTORY WARRANTY

STARTING @ \$189,500

2020 KENWORTH T880 ROLL OFF TRUCK

CUMMINS X15 @ 485 HP, ALLISON AUTOMATIC OR 8LL, 20/46 ON CHALMERS, 75,000LB GALFAB HOIST, PIONEER RACK 'N PINION TARP, LOW MILES



CHASSIS PRICING AVAILABLE

\$89,500

(2) 2015 INTERNATIONAL 5900iSBA VAC TRUCK

CUMMINS ISX15 @ 500 HP, 18 SPEED, 20/46 ON AIR RIDE, 110 BBL, 4,800 GALLON J&J TANK, FRUITLAND PUMP, 295/75R22.5 STEERABLE LIFT AXLE



BALANCE OF 5 YEAR FACTORY WARRANTY

\$199,500

(3) 2020 PETERBILT 567 TRI AXLE VAC TRUCK

CUMMINS X15 @ 485 HP, 18 SPEED, 20/46 ON AIR LEAF, CURRY TANK, 4,700 GALLON



CHASSIS PRICING AVAILABLE

\$99,500

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

\$209,500

(3) 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

\$95,500

2014 MACK GU713 VAC TRUCK

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



BALANCE OF 5 YEAR FACTORY WARRANTY

\$209,500

(2) 2020 PETERBILT 567 ROLL OFFS

CUMMINS X15 @ 500 HP, ALLISON AUTOMATIC, CHALMERS, 75,000LB GALBREATH HOIST, PIONEER RACK 'N PINION TARP, LOW MILES



CHASSIS PRICING AVAILABLE

\$99,500

2015 PETERBILT 367 VAC TRUCK

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



\$95,500

2012 PETERBILT 367 ROLL OFF TRUCK

PACCAR @ 455 HP, 8LL, 18/46 ON AIR RIDE, 60,000LB GALFAB HOIST, PIONEER RACK 'N PINION TARP, 24' RAILS



CHASSIS PRICING AVAILABLE

\$99,500

2016 PETE 367 VAC TRUCK

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



REPRESENTATIVE PHOTO

STARTING @ \$6,500

USED VACUUM CONTAINERS

25 CUBIC YARDS, HEAVY DUTY TUB STYLE, 6" OUTLETS ON EACH END, SEALED DOOR QUANTITY PRICING AVAILABLE - PLEASE CALL



CHASSIS PRICING AVAILABLE

\$80,500

2013 MACK VAC TRUCK

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



CHASSIS PRICING AVAILABLE

PRICED @ \$95,500

(4) 2015 KENWORTH 367 VAC TRUCKS

PACCAR MX-13 @ 500 HP, 18 SPEED, 20/46 ON AIR RIDE, 110 BBL CROWN TANK, NATIONAL PUMP

WWW.PREMIERTRUCKSALES.COM

Follow us on:





Fred Hill III, center, is photographed in the yard with crew members Clinton Lewis, left, and Teddy King. (Photos by David Sinclair)

CAPITOL HILL

Hustling his services inside the Beltway Washington, D.C., PRO Fred Hill III hits it big through diversification and a focus on cleanliness *By Ken Wysocky*

Just six years ago, portable sanitation company Gotta Go Now had just one employee — owner Fred Hill III — and 10 restrooms. Today the business is a large independently owned portable restroom company in Washington, D.C., with 2,500 restrooms, 28 full-time employees and a large roster of equipment.

A multipronged strategy led to this dramatic transformation: a sharp U-turn from construction rentals to special-event services; an emphasis on clean restrooms aimed at differentiating the company; continual investments in equipment that made Gotta Go Now a one-stop shop for special-event clients; and a strong focus on customer service.

Gotta Go Now LLC Washington, D.C.

OWNER: Fred Hill III

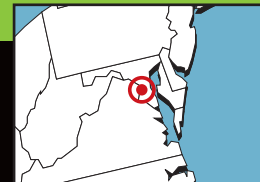
FOUNDED: 2006

EMPLOYEES: 28

SERVICES: Portable restroom rentals and service, special-event site-service rentals

SERVICE AREA: Metro Washington, D.C.

WEBSITE: www.gotta-gonow.com



Along the way, Hill has rubbed shoulders with former President Barack Obama, Jay-Z, Beyoncé and other celebrities. He's also supplied restrooms for high-profile events such as the Marine Corps Marathon, Washington Redskins games, major concerts and presidential inaugurations.

"If you would've told me 20 years ago that this is what I'd be doing today, I would've said you're crazy," says Hill, 56. "I have no college education, just really good business mentors in my father, Frederick Hill Jr., and my grandfather, James Contee III.

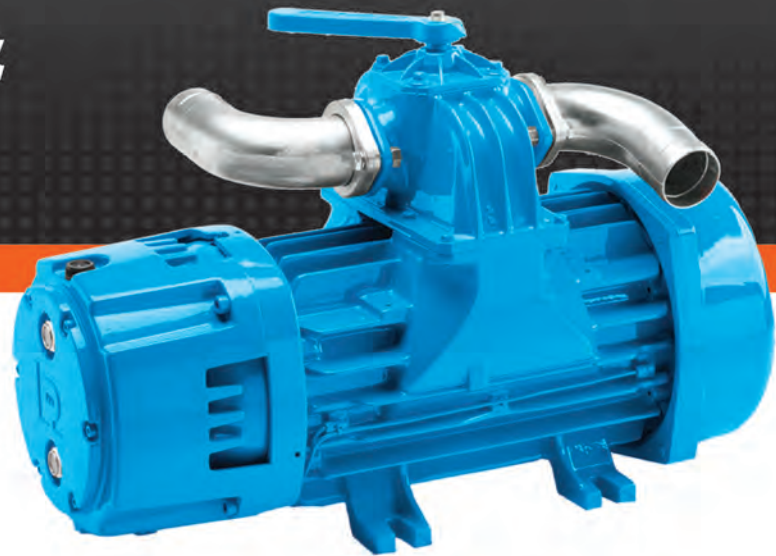
(continued)



FITS EVERY NEED & BULLET PROOF

"Moro pumps are the only pump I have ever used. We run five trucks sun up to sun down. I run Moro pumps for only one reason, they fit my needs and they are bullet proof! I will run them for 10 years on a truck, pull them off, then call Moro to come and pick them up. They rework the pump and get it back to factory spec. I choose to stay with the vacuum vane pump over the blowers largely because they are so quiet and so cost effective. "

- David, Kons Septic Service Inc.



Call Today! 866-383-6304



MORO USA Inc
More than a Pump Company

Exclusive Distributor



Corporate Office/Warehouse
7059 Hwy 47
Union, MO 63084
636-584-8844

Sales/Warehouse
204 Parkway View Drive
Pittsburgh, PA 15205
412-787-8400

www.morousa.com



Left: The crew sets up at a construction site at Reagan National Airport in Arlington, Virginia. Teddy King stops traffic so Clinton Lewis can safely back into the job site.

Below: Lewis returns the suction hose to his truck during a service call with King, in the background. Restrooms are from Satellite I PolyPortables.

Right: King scrubs a Satellite I PolyPortables restroom at a construction site service call.

“They taught me to not be afraid to stretch out and take calculated risks ... to always look out for new business opportunities and just be different from everyone else,” he adds. “They also warned me about getting too comfortable.”

“Change is either going to happen to you or for you, and I want it to happen for me,” he concludes. “When it happens to you, sometimes you’re not ready.”

HUMBLE BEGINNINGS

Hill was ready when opportunity knocked in 2006. While working at a government job, he bought several used portable restrooms to place at various properties he was rehabbing and flipping as a part-time side job.

“Shortly after that, I ordered 10 brand-new units, thinking it might be an interesting part-time gig,” he says. “Then the economic downturn really hit the housing market, so I thought, ‘I’m going to see what these port-a-potties can do.’ I think it was an \$859 million-dollar industry at the time, and I figured if I could carve out a little piece of that, I’d be OK.”

Word-of-mouth referrals helped him gain clients, but what really kick-started the business was a visit to the 2011 Pumper & Cleaner Environmental Expo trade show (now called the Water & Wastewater Equipment, Treatment & Transport — or WWETT — Show).

“I was blown away,” he recalls. “I was like a kid in a candy store. I left that show on fire with every intent to see how far I could go with this business. I developed a serious business plan, and within a year, I was making more money from renting restrooms than I was from my government salary.”

“I told my wife, Renita, that I was going to do this full time,” he adds. “She said, ‘You don’t know anything about running a port-a-potty business.’ But within the first year, I’d bought 165 more restrooms. I was on my way.”

To boost brand- and name-recognition, Hill started buying used yel-



“ I was like a kid in a candy store. I left [the WWETT Show] on fire with every intent to see how far I could go with this business. I developed a serious business plan, and within a year, I was making more money from renting restrooms than I was from my government salary. ”

FRED HILL III

low restrooms. During the company’s early years, he scoured the Atlantic Coast from New Jersey to Georgia for restroom companies selling yellow restrooms.

“I kept finding smaller companies that were going out of business and bought restrooms from them,” he says. “I liked yellow because (construction) superintendents liked how easy they were to see on job sites. Plus, no one else had yellow restrooms, so it contributed to brand recognition.”

STRENGTH IN NUMBERS

Hill gives a lot of credit for his growth to people he met at Pumper shows. In particular, he cites Deric Boggs and Sara Brownlee. The couple used to work at a restroom manufacturing company but are now the managing partners of Drain-Pro NC, a portable restroom, septic pumping and grease trap cleaning outfit in Charlotte, North Carolina.

“They also put me in contact with different people from around the coun-

(continued)

EVERYBODY
BUILDS
ONE



THE DIFFERENCE IS THAT

OURS WORKS.



RECYCLER

BY

VAC-CON

EXPERIENCE THE DIFFERENCE FOR YOURSELF.

SCHEDULE YOUR DEMO TODAY

904.284.4200

WWW.VAC-CON.COM

try,” Hill says. “I was so surprised how open people were about sharing information. I don’t think you see this kind of cooperation in other industries.”

Continually plowing profits back into the company was also crucial to Hill’s success. “During my first 10 years, I never took a dime from the company,” he explains. “I reinvested everything back into equipment. Renita was a big supporter, especially when she saw the return on investment.”

As an example of his “spend money to make money” approach, Hill points to his first restroom trailer purchase from Comforts of Home Services for roughly \$30,000.

Clients were always asking for restroom trailers, but the initial cost was prohibitive. So Hill developed a workaround: Get rental commitments and down payments from event and wedding coordinators ahead of the purchase.

“Before I even bought the trailer, I obtained enough deposits to put 50% down on it,” he says. “After I bought it, I had it rented out almost every week, sometimes at market rate and sometimes for free, just to get the exposure. In the end, it paid for itself after 12 months.”



BUILDING INVENTORY

The company now owns about 2,500 restrooms from Satellite | PolyPortables and PolyJohn Enterprises and 75 hand-wash stations from Satellite | PolyPortables.

Gotta Go Now owns eight restroom service trucks: a 2007 GMC flatbed outfitted by Northern Supply with a steel 300-gallon waste and 75-gallon freshwater slide-in unit and a Conde (Westmoor) pump; two from Amthor International, one a 2015 Hino with an 800-gallon waste and 450-gallon freshwater aluminum tank and a Masport pump and the other a 2016 Hino with a 1,500-gallon waste and 500-gallon freshwater aluminum tank and a Masport pump; four outfitted by Best Enterprises, one a 2000 International 4700 with a 1,000-gallon waste and 300-gallon freshwater stainless steel tank and a Jurop/Chandler pump, a 2007 International with a 1,500-gallon waste and 500-gallon freshwater stainless steel tank and Jurop/Chandler pump, and 1999 and 2007 Isuzus carrying a 600-gallon waste and 300-gallon freshwater steel tank and Battioni pumps; and a 2014 Dodge 5500 built out by Crescent Tank with a 750-gallon steel tank and 350-gallon freshwater poly tank and Masport pump.

In addition, the company owns restroom trailers made by Wells Cargo, Black Tie Products, Comforts of Home Services and Ameri-Can Engineering. Transport trailers are from Wee Engineer, and assorted flatbed trailers were built by Stryker Trailers, Wells Cargo and Stohl Trailers (Red Hot Welding).

The company also owns a 2017 International 4400 equipped with a hook-lift crane made by Ampliroll (a division of Marrel) used to transport roll-off containers. The company also has invested in eight 8- to 20-cubic-yard roll-off containers made by Friesen’s Welding.

In addition, Gotta Go Now runs an assortment of box and flatbed trucks from Isuzu, International and GMC, plus a 2004 Freightliner with a 3,600-gallon stainless steel tank and Jurop/Chandler pump from Best Enterprises used for pumping septic and holding tanks.

To service special events, the company owns six frame tents (ranging in size from 10 by 10 to 40 by 100 feet) and four pole tents (from 20 by 20 to 20 by 50 feet in size), all made by American Tent; around 900 chairs and 500 tables made by Lifetime; roughly 8,000 linear feet of temporary-fencing panels; and four light towers and four generators from WhisperWatt, a brand owned by Multiquip.

QUALITY CONTROL

From the outset, Hill wanted to operate with a total-cleanliness mind-

Fred Hill III lights the way for technicians Eric Sheptock and Kevin Keys as they load a Satellite | PolyPortables restroom for an early-morning delivery.

Maintaining clean standards

To Fred Hill III, the owner of Gotta Go Now, providing customers with clean restrooms is the key to the company’s dramatic growth. So to ensure route drivers follow his rigorous 26-point cleaning regimen, Hill employs two quality-control workers to perform random inspections every day.

“Our 19 drivers get checked at least once a week,” Hill says. “I started this because my biggest fear is getting a phone call saying we didn’t do the job and we end up losing a contract.”

Don’t drivers resent this as micromanagement of their duties? Not really, Hill says. And to motivate them to meet the high cleaning standards, drivers who pass the inspections compete every pay period for rewards such as tickets to Washington Redskins football games, movie vouchers, gas cards, gift cards to big-box retailers and so forth.

“We’re basically telling them ‘If you give the company what we need, we’ll provide an incentive to keep doing it,’” he explains. “And if everyone does things right, they split \$800 to \$1,000 worth of rewards between them.”

Furthermore, before any truck leaves the shop in the morning, another employee checks that it’s fully stocked with supplies, has a full gas tank and all fluids are topped off. That helps avoid situations where, for instance, two restrooms out of 15 on a job site don’t have soap because the truck wasn’t carrying enough.

Hill hired the inspectors about two years ago because he was concerned about quality control in the wake of rapid growth. “I used to ride around and do spot-checks, but it got to be way too much for me to do,” he says. “I think it’s critical to make sure we’re hitting the sites like we’re contracted to do and delivering the kind of service we promise our customers.”

“My biggest fear is getting a phone call saying we didn’t do the job and we end up losing a contract. ... It’s critical to make sure we’re hitting the sites like we’re contracted to do and delivering the kind of service we promise our customers.”

FRED HILL III

One Tough Pump.



Since 1957, thousands of companies, from around the globe, have confidently put their trust in **Fruitland**[®]. These companies know quite well that the **Fruitland**[®] brand represents quality, consistent reliability & exceptional performance—even in the most demanding settings. Come and discover why the **Fruitland**[®] standard is *the* standard.



324 Leaside Avenue Stoney Creek, ON Canada L8E 2N7
T: 905-662-6552 | TF: 1-800-663-9003 | F: 905-662-5412

www.fruitlandmanufacturing.com





set. He thought about how he'd want a portable restroom to look after it's cleaned and then developed a 26-point cleaning process to achieve that. All route drivers are trained to follow the process, he says. "We scrub and sanitize every section of a restroom. We give our drivers six to eight minutes. I want it clean when they're finished," he says.

To get route drivers to buy into the cleaning process, Hill integrates hygiene into the training protocols. "Most of us don't know how far urine can splatter or how many germs there are on a doorknob," he says. "There are dangers to not being clean, and teaching them that makes them understand why the cleaning regimen is necessary."

It's not for everyone, Hill concedes. But employees who buy in end up policing new employees and calling them out when they don't follow the process. "When a new guy doesn't do it right, other guys will get on him and take him to school," he notes.

For added motivation, Hill also finds it helpful to point out that clean restrooms keep route drivers employed. "If our 'recipe' for cleaning gets tainted, they could be out of jobs," he says. "It also can cut into bonuses, health insurance and other extras we give employees."

Hill also serves customers better by being prepared for the unexpected. He keeps several trailers stocked with restrooms, ready to roll when customers call with short-notice requests.

HITTING EVENT WORK

Hill says his ability to deliver restrooms on short notice jump-started Gotta Go Now's conversion from construction rentals to special events. In February 2016, he received a phone call at about 10:30 p.m. from the coordinator of a 5K fun run to raise money for Let's Move!, a Michelle Obama initiative aimed at making children healthier.

The company that the coordinator had originally hired couldn't deliver the restrooms required to hold the event. "She asked if there was any way we could deliver 20 restrooms by 5:30 a.m. the next day," Hill says. "I told her we could actually deliver them that night because I already had 20 on a trailer, ready to go.

"We successfully delivered, and this coordinator began to refer us to

The Gotta Go Now crew includes Geneva Butler, Jaqueline Robinson, Ronald Roberson, Teddy King, Miranda Selvin, Valarie Jones, Melody McKinley, Reginald Sheppard, Donnell McQueen, Shanea Butler, Eric Sheptock, John Douglas, Darryl Anderson, Phillip Hill, Cristobal Sanchez, Clinton Lewis, Roque Elvirez, Fred Hill Jr., John Butler, Fred Hill III and Renita Hill. (Photo by Andrew Lightman)

other event coordinators and planners," he adds. "That was a big turning point. ... After that, the special-event market really took off for us."

The takeaway: Always be ready and available because you never know who's at the other end of the line when a call comes in, Hill says.

"We try to never let the phone ring twice before someone answers it — that's a pet peeve of mine," he adds. "We're not so big that we can afford to make people wait. They're calling us for a reason, and we have to be ready to help them."

Today, about 95% of the company's revenues stem from special events, with construction rentals supplying the balance, Hill says. He likes the business mix better because special events aren't as hard on restrooms as construction rentals and the profit margins are better.

Hill found that the more rental items he offered for special events, the better the profit margins. The company now offers tents, chairs, tables, fencing, light towers, generators and cardboard trash containers, plus trash collection and cleanup services. Correspondingly, the average special-event bill jumped from around \$850 for restrooms only to \$70,000 and \$80,000 for large events, he says.

"We're not just a restroom company anymore," he says. "Our goal is to make the lives of event coordinators much easier."

THINKING BIG

Hill says his goal is to become a \$30 million- to \$40 million-a-year company within the next five years. To get there, he's adding two portable hydraulic stages from Stageline Mobile Stage. He believes the stages will take the company to the next level. "Stages are another component that's needed to best serve the special-event market," he says.

The larger of the two stages is 32 feet long and costs \$227,000; a smaller one is 26 feet long and costs about \$117,000. "It's a huge investment," he says. "They're not cheap to build. But they're not cheap to rent, either."

Is his lofty goal attainable? "Don't doubt me, man, because I'm ready," he says. "Don't bet against me." ■

MORE INFO

Ameri-Can Engineering

574-892-5151
www.ameri-can.com
(See ad, page 77)

Amthor International

800-328-6633
www.amthorinternational.com

Best Enterprises, Inc.

800-288-2378
www.bestenterprises.net
(See ad, page 73)

Black Tie Products

877-253-3533
www.blacktieproducts.com

Comforts of Home Services, Inc.

630-906-8002
www.cohsi.com
(See ad, page 87)

Crescent Tank Mfg.

585-657-4104
www.crescenttank.com

Isuzu Commercial Truck of America

866-441-9638
www.isuzucv.com

Jurop/Chandler

800-342-0887
www.chandlerequipment.com

Masport, Inc.

800-228-4510
www.masportpump.com
(See ad, page 67)

Multiquip, Inc.

800-421-1244
www.multiquip.com

PolyJohn Enterprises Corp.

800-292-1305
www.polyjohn.com
(See ad, page 103)

Satellite | PolyPortables

800-883-1123
www.satelliteindustries.com
(See ad, page 2, 51)

Wee Engineer, Inc.

877-296-2555
www.wee-engineer.com
(See ad, page 28)

Westmoor Ltd.

800-367-0972
www.westmoorltd.com
(See ad, page 79)



TRANSPORT TRUCK SALES, INC.

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



Delivery Available Anywhere in the Lower 48!!

www.TransportTruck.com



2012 Peterbilt 365, Cummins 425 HP, Jake, 8LL spd, 13,200 front, **NEW** 3360 gallon steel vac tank, **NEW** Masport Hydra pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2013 Peterbilt 388, Cummins 500 HP, 18 spd, 20# fronts, quad axle, 4200 gallon steel vac, Masport 400 vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2014 Kenworth T370, 300 HP, Allison auto, Jake, **NEW** 3500 gallons steel tank, **NEW** Masport Hydra vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2007 Peterbilt 385, Cummins 350 HP, 10 spd, 14,600 front, **NEW** 3360 gallon steel vac tank, **NEW** Masport Hydra pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY



2012 International, MFDT 230 HP, 6 spd, low miles, 33# GVW, **NEW** 2450 gallon steel vac tank, **NEW** Jurop vac pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



NEW TRUCK

2020 Kenworth T370, 350 HP, jakes, Allison auto, **NEW** 3500 gallon steel vac tank, **NEW** Masport Hydra vac pump.

Call For Pricing!



NON CDL

2014 International 4300, MFDT 230 HP, auto NON CDL, **NEW** 1870 gallon steel vac tank, **NEW** Masport Viper pump.

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY



2008 Mack CXU613, Mack 445 HP, Jake, 18 spd, 14,600 front, used 4200 gallon steel vac tank, used Masport 400 pump.

\$61,500

1-YEAR NATIONWIDE DRIVE TRAIN WARRANTY



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

Call For Pricing!

1-YEAR NATIONWIDE DRIVE TRAIN AND EMISSIONS WARRANTY

Marsh

INDUSTRIAL

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

800.952.1537 - WWW.MARSHIND.COM

Industrial Vacuum Units



DOT Code &
 Non-code
 Hoist &
 Rear Door
 Options

Vacuum Septic Units



Aluminum Or
 Steel Tanks
 In A Variety
 Of Capacities.

Portable Toilet Units



Portable Toilet
 Restroom
 Services
 Units.

Mini Vac Trailers

Industrial Units
 DOT Code & Non Code



Slide-In Units



Various Sizes Available.

Quality People Doing Quality Work



Join us on Facebook See the progress of some of our units in the making.

Check out our website for more information: www.marshind.com

Sell Pro-Pump and Make More \$\$\$!

PRO-PUMP

ASK ABOUT
 SHOW
 SPECIALS!

Make the most with Pro-Pump Products:

\$\$\$ Sell Pro-Pump® products to your customers as an option for septic remediation and for maintenance between your visits.



The Pumper's
 Best Friend
 for 40+ Years!



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



Call Us Toll Free at 1-800-326-7867

Solving Problems, Naturally!

Ecological Laboratories INC. | www.propump.com
 info@propump.com

**DON'T DRIP DRY YOUR SLUDGE,
 DEWATER IT OVERNIGHT!**

Patent #9,828,274



Dewaters Overnight
 Consistent Results
 Low Energy Use
 Self-Cleaning

>All Stainless
 Steel & PVC
 construction

>Roll-Off Frame
 >Very Forgiving
 >Amazing results

**If it will Floc,
 it will work.**

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

norweco®



We enjoyed meeting you at the show and look forward to growing our relationship.

Partnering with Norweco for superior onsite solutions will make a positive impact on your bottom line!



Norweco can help
**GROW YOUR
BUSINESS!**

Contact us today!



Study Finding Fecal Contamination in Southwest Wisconsin Water Wells

By David Steinkraus

Southwestern Wisconsin residents are in the middle of a controversy about drinking water. There is contamination from animal and human waste, concern about protecting water supplies, questions about what regulations are needed, and even an attempt by local government to control what is said about the issue.

A recent poll of five southwestern Wisconsin counties found support for tougher rules to protect water quality. Safe, clean drinking water was ranked as very or fairly important by 89% of respondents.

When told their groundwater is vulnerable to pollution from manure and fertilizer, 80% said that is a good or excellent reason for stronger regulations. Yet 58% said they would prefer to invest in research and technology even if that delayed solving contamination problems, and 50% said they would not want rules that harm the agricultural industry. A majority said they would support political candidates who support more regulation to protect drinking water.

The poll of 601 people was conducted for the Environmental Law & Policy Center's Action Fund and has a four-point margin of error.

The second phase of a three-year study of wells in the area recently found human fecal bacteria in several samples. The Southwest Wisconsin Groundwater and Geology study began in 2018 with tests of 840 private wells in Grant, Iowa and Lafayette counties, which form the southwestern corner of the state. About 32% of those wells showed bacterial or nitrate contamination.

From the contaminated wells found in the first phase of the study, researchers randomly selected 34 for further work. Samples from 25 of those wells showed fecal contamination, and samples from 14 of the 25 wells had fecal microbes from humans, reports Wisconsin Public Radio. A research microbiologist from the U.S. Agriculture Department, and author of the study, says it's too early to say whether septic systems are the source of the human microbes.

The study is about half complete.

Results from the groundwater study have not appeared without their own controversy because local officials tried to control information. In early November, the Lafayette County Board considered a resolution saying results of the study would be given only to select local officials, and the resolution threatened to prosecute news reporters if they, "glean information and selectively report it in order to interpret the results for their own means." The idea for such a resolution apparently came in an email from the chairman of another county board.

After the public questioned why officials feared the study results and asked what they were trying to hide, the resolution was amended to omit the threats against news media but also said any county supervisor or county employee who spoke about the water study without authorization would be subject to disciplinary action.

After further publicity, the board tabled the resolution without action, essentially killing the idea.

Michigan

WasteWater Education, a 501(c)(3) nonprofit based in Traverse City, applied for a grant to help build consensus for a statewide wastewater code. Michigan is the only state without such a code. The grant didn't come through, but Dendra Best, the organization's executive director, says her board decided to pursue the process anyway although the lack of grant money will affect the work.

The group intends to arrange online conferences to increase participation in consensus building. Distance poses an obstacle in Michigan, Best says. People in the state's Upper Peninsula face a 400- to 500-mile one-way drive to Lansing, the state capital, which makes it difficult to attend the regular meetings needed to formulate rules. Online conference technology would broaden the number of people involved, she says.

The last unsuccessful effort to create a statewide code — in 2018 — was sharply criticized by local health departments for not being transparent and not welcoming input from stakeholders.

WasteWater Education intends to follow the model used in Ohio, Best tells partners in an email. Ohio spent several years building a consensus on its rules.

"When proposed legislation is crafted, not by professional regulators, practitioners and those impacted, but by vested political interests, the purpose becomes muddled and the outcome uncertain," she writes. "If the proposal is unworkable, unfundable, unenforceable and widely unaccepted, even if passed it will inevitably be challenged in court."

She says her organization will continue to seek grants.



A small community in central Michigan is working hard to help homeowners keep their onsite systems in the face of state pressure to solve water contamination issues.

In 2018, the board of Seville Township received a letter from the state Department of Environment, Great Lakes and Energy saying that many failing systems in the small community of Riverdale were discharging waste into the Pine River. The department wanted a permanent solution.

The township contracted with an engineering firm to look at options, a citizens committee began working with homeowners, and the state board of commissioners and the Mid-Michigan District Health Department approved resolutions asking the state "to allow residents in the village of Riverdale to keep their cost-effective and efficient private septic tanks and not waste taxpayer and property owners' money on an unneeded \$5.5 million municipal sewer system."

Already 12 illegal connections to storm drains have been corrected, and 11 new onsite systems have been installed or are in the permitting stage, reports the *Morning Sun* in Alma. Township officials also propose passing a septic system ordinance that would require mandatory pumping and inspections, as well as regular testing of storm drains.

It was unclear when the state would respond to the township's position.

• • •

Lenawee County, southwest of Detroit, has filed lawsuits against 14 Amish families, alleging their properties do not meet codes because of insufficient wastewater systems.

Court documents say wastewater was being discharged onto the ground in violation of county health codes, reports *The Daily Telegram*. One Amish couple tells the newspaper they dispose of human waste by dumping it on their manure pile. The county argues these methods endanger neighbors and the general public.

Other violations alleged by the county involve the Amish use of hand pumps to draw water. A county official says wells must be installed according to state code and must send water to a household fixture.

The Amish say complying with these rules would violate their religious beliefs, and the Michigan American Civil Liberties Union has taken their case.

Florida

A proposed ordinance in Palm Bay, on the Indian River southeast of Orlando, would force everyone in the city to connect to municipal sewer service, and not everyone is happy about that.

The city's utility wants the ordinance because it paid the cost to install the system and must maintain it regardless of how many people are connected, reports Spectrum News TV-13. The ordinance, if passed, would generate one-time revenues of about \$11.5 million in impact fees and about \$8 million in extension fees. Annual customer service charges would bring in about \$2 million.

Palm Bay resident and onsite system owner Glenn Bennett is not pleased, and he says his neighbors feel the same way. If leaking septic systems are a problem, he says, there is a simpler solution: Fix the leak.

Minnesota

The Hubbard County Board doesn't like one of the proposed amendments to the state onsite system rules, and it wrote a 5 1/2-page letter outlining its objections.

That proposed amendment from the Minnesota Pollution Control Agency would require septic tanks to be emptied of septage while they are inspected for leaks, reports the *Park Rapids Enterprise*. The state says a lack of minimum standards has resulted in poor inspections.

The county's letter noted the state provided no evidence of how many leaking tanks have been missed in inspections. It also pointed out the trouble with pumping out a tank just before or during winter.

"It is common knowledge that a septic tank should not be pumped during the winter or just before winter because doing so removes the biological activity that generates heat, which keeps a tank from freezing," the letter says. "Conversely, an empty tank is susceptible to cracking as the surrounding soil freezes and expands. ... Thousands of seasonal lakeshore properties that are not occupied during the winter will be at risk."

New Hampshire

A judge has forbidden a state representative from living at his property in the town of Belmont until he installs a proper wastewater system and complies with local and state building regulations.

The town took Rep. Michael Sylvia, R-Belmont, to court in 2018, alleging he had been living on the property for several years in violation of ordinances. Records showed the last working onsite system was damaged in a 2009 fire before Sylvia bought the property, the town says.

Sylvia is part of the Free State movement, reports *The Laconia Daily Sun*, whose members believe in maximum freedoms of life, liberty and property. On the day the judge ordered him not to live on the property, Sylvia wrote in his blog: "To be required to seek permission to use one's own property, such

as applying for a building permit, is contrary to our right of holding property." The judge withheld fines, but those could be imposed later.

Texas

The Texas Commission on Environmental Quality has changed the rules for land application of treated wastewater. Previously, municipalities or other entities disposing of treated wastewater by land application were required to set aside a certain area of land, even if some of the wastewater was diverted to other beneficial uses such as irrigation.

The new rules allow a reduction in the amount of reserved land if treated wastewater is consistently being used for a beneficial use, reports *Corridor News* of San Marcos. ■



Custom Manufacturers of
>Restroom Trailers >Shower Trailers
>Transport Trailers



269-435-4ART (4278)
www.aRestroomTrailer.com
info@arestroomtrailer.com
Constantine, MI

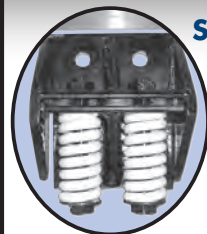
Wee Engineer

WITH IMAGINATION

In Progress



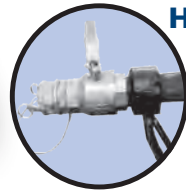
**2150 Gallon &
2500 Gallon
Vacuum Tanks**



SPRING MOUNTS

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

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



HEATED COLLARS

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

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

Follow Us   

PO Box 39, Dayton, IN 47941

Toll-Free: **877.296.2555**

Phone: **765.296.2027**

Fax: **765.296.3027**

www.wee-engineer.com



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



DEWATERING

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

» Pass the paint filter test in 24 hours

» No waiting, Equipment is in stock

» Visitors welcome at our dewatering facilities

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

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



**AQUA-Zyme
Disposal Systems**

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

**FINANCING
AVAILABLE**



**YOUR #1 CHOICE FOR INDUSTRIAL AND MUNICIPAL VACUUM EQUIPMENT
CALL TODAY! 888-442-7829 TO SEE WHAT WE CAN DO FOR YOU!!**

**QUALITY AND
PERFORMANCE
COME STANDARD**



save the dates

APRIL 5-9, 2020
NASTT NO-DIG SHOW
DENVER, CO

MAY 13, 2020
PA SAFETY DAYS
DREXEL HILL, PA

MAY 27, 2020
RIPWA
RHODE ISLAND

MAY 21, 2020
CASHO
WALLINGFORD, CT



VIP TRAILER 2020 DIRECTORY

ART Company LLC (A Restroom Trailer Company)

PO Box 97
Constantine, MI 49042
269-435-4278 • (f) 269-435-4507
info@arestroomtrailer.com
www.arestroomtrailer.com

See ad, page 27

Ameri-Can

775 N Michigan St.
Argos, IN 46501
574-892-5151 • (f) 574-892-5150
info@ameri-can.com
www.ameri-can.com

See ad, page 77

Trailer Series	Restroom Trailers	ADA, Commercial, Construction, Events, Luxury, Shower, Decon, Laundry
Shell Construction	Steel/Aluminum	Aluminum in multiple colors
Weight (lbs)	Varies	3,200 - 20,000
Lengths	8' - 32'	10' - 44'
Fixtures	Varies	Delta metered or hands-free faucets, Dometic toilets, Corian-style countertops
Waste Tank Sizes (gal)	Varies	300 - 2,000
Fresh Tank Sizes (gal)	Varies	75 - 500; Up to 2,000 with multiples
Additional Standard Features	Heavy-duty undercoated steel frame, torsion axles, integral trailer skirting, fastenerless exterior, seamless aluminum roof, ducted A/C with heat strip, metered faucets, roll out or fold out step assemblies (varies to size), LED lighting and China foot-flush stools.	Custom-crafted designs. Eight standard interior color options. 10 exterior color options. Standard high-efficiency A/C. Amish-crafted wood cabinets and luxury trim. One-piece seamless roof, wide commercial-entry doors. Easy-to-use step assemblies. Porch options. LED lighting. Custom sound systems and entertainment packages with custom playlist and personal messages.
Frame Construction	Steel	Rugged steel I-beam
Deck Construction	Steel	3/4" Marine tongue and groove
Floor Joist Specs	Steel on 16" centers	2" steel tube 16" OC
Interior Trim	Varies	Luxury - Amish Hardwood; Commercial - Non-wood, aluminum, vinyl
Flooring	Varies	Range of designer vinyl, commercial non-slip rubber
Warranty	3-year	5 years on frame, tank, axles, tires
Options	Heat and Winter packages, hands-free faucets, AM/FM MP3 stereo and hydraulic levelers	Custom designs and builds, full range of ADA-compliant models, heat, arctic weather, fresh water, generators, solar, awnings

VIP TRAILER 2020 DIRECTORY



Comforts of Home Services Inc.

410 Rathbone Ave.
Aurora, IL 60506
630-906-8002 • (f) 847-574-7600
info@cohsi.com
www.cohsi.com

See ad, page 87



JAG Mobile Solutions

0770 E SR 120
Howe, IN 46746
800-815-2557 • 260-562-1045
(f) 260-562-2478
info@jagmobilesolutions.com
www.jagmobilesolutions.com



Lang Specialty Trailers

321 Cherry Hill Dr.
Latrobe, PA 15650
724-972-6590
info@langtrailers.com
www.langtrailers.com

See ad, page 71

Trailer Series	Handicap Accessible (all configurations), Restroom, Shower, Locker, Decontamination, Emergency, and Custom Units	Uptown Select, Urban, Midtown 2020, Residence	Restroom Trailers, Shower Trailers, Handicap-Accessible Restroom Trailers
Shell Construction	.04" thickness aluminum exterior, one-piece aluminum roof with edge overlap	Aluminum tubes and fiberglass gelcoat	Composite (gel-coated fiberglass)
Weight (lbs)	2,800 - 15,000	850 - 14,000	3,000 - 21,000
Lengths	8' - 53' (semi-trailer)	4' - 40'	8' - 53'
Fixtures	Moen lavatory and shower fixtures, custom upgrades available	Low flow - high efficiency	Delta metered faucets, Dometic low-flow toilets, waterless urinals
Waste Tank Sizes (gal)	300+, tanks are configured to trailer size, patented one-piece roto-mold, S.P., polyethylene waste tanks	60 - 1,400	250 - 1,300
Fresh Tank Sizes (gal)	105 - 400	40 - 400	105 - 600
Additional Standard Features	A/C with heat strip, heavy-duty aluminum steps, exterior grab handle, all steel construction, heavy-duty framed doors, poly insulation, scissor jack levelers, battery-powered trailer runaway protection, LED trailer lighting, chip-resistant undercoating and more	Numerous	Seamless gel-coated fiberglass interior, exterior, roof and subfloor, polypropylene waste tank, A/C units with heat strip, steel freshwater tank surround, waste tank with built-in spray bar, large mechanical room, LED lighting inside and out, metered faucets
Frame Construction	Custom-engineered structural steel	Structural	12" Steel I-beam
Deck Construction	3/4" marine-grade plywood with waterproof vapor barrier, available fiberglass subfloor	Forever Floor	Composite
Floor Joist Specs	Steel tube - spaced 16" OC	16" OC	Steel tube on 16" centers
Interior Trim	White trim standard, aluminum and other options available	Anodized aluminum and PVC	Varies by model
Flooring	Custom vinyl flooring, Commercial non-slip rubber flooring	H/D seamless	One-piece vinyl
Warranty	5-year on frame; 3-year on everything else	2-year	3-year
Options	We specialize in custom-built trailers and offer unlimited flexibility. Call us to discuss your specific needs.	Various	Winter and winter-plus packages, three-season package, hot water, mobile monitoring system

VIP TRAILER

2020 DIRECTORY

McKee Technologies/ Explorer Trailers

20 Martin Ln.
Elmira, ON N3B 2A1
866-457-5425 • 519-669-5720
(f) 519-669-8331
info@mckee technologies.com
www.explorertrailers.com

See ad, page 45

NUCONCEPTS

1737 S Vineyard Ave.
Ontario, CA 91761
800-334-1065 • 909-930-6244
(f) 909-930-6237
info@nuconcepts.com
www.nuconcepts.com

See ad, page 69



Optimus Industries, LLC

2998 Paul Dr.
Elkhart, IN 46514
574-226-0691
info@oirestrooms.com
www.oirestrooms.com

See ad, page 71

Trailer Series	Explorer Contractor II	1- to 6-unit VIP, 1- to 3-unit Prestige and Diplomat, 2- to 4-unit Majestic	Restroom and Shower Trailers
Shell Construction	Heavy-duty steel shell, formed with a continuous-welded, leakproof construction	High-density 1/2" polyethylene plastic Majestic - high-grade smooth fiberglass	Aluminum tube with insulation. Fiberglass interior and exterior on a composite backer
Weight (lbs)	4,800	1,400 - 7,000	Varies
Lengths	13'	10' - 24'	12' - 32'
Fixtures	Polished stainless-steel countertops and sinks with self-closing faucets, water-saving flush toilets and urinals	Chicago auto-off faucets, Dometic porcelain toilet with Teflon seal	Metered faucets, molded sinks, solid-surface tops, water-saving toilets and urinals
Waste Tank Sizes (gal)	240 US all-steel holding tank, hot-dipped galvanized after welding. 2" vent stack, 3" drain	VIP & Prestige 65, Diplomat 90, Majestic shared tanks - dual 150/quad 300	400 - 1,100 higher strength, high-density polyethylene with bottom sump
Fresh Tank Sizes (gal)	200 US supply tank, high-density polyethylene	VIP & Prestige 40, Diplomat 55, Majestic shared tanks - dual 90/quad 180	Varies
Additional Standard Features	Negative pressure ventilation system incorporating a 300 cfm blower and ducted room headers, fully-insulated floor and walls, complete heating and optional A/C system, front utility room for electrical panel, water heater, water pump and supplies storage	Solar powered, self-contained, with no required electrical or water connections, flushing toilet/Teflon seal, sink, trash, and mirror, 125 to 580 average uses, LED interior and exterior lighting with power roof vent standard	Aluminum wheels, powder-coated exterior trim, temp sensor in room, not closet, HD tongue jack
Frame Construction	All steel 10" frame with removable tongue	Steel	E-coated steel
Deck Construction		Steel, aluminum diamond plate	Stabledeck
Floor Joist Specs	All steel channels	Steel	E-coated steel tube
Interior Trim	Complete white fiberglass reinforced plastic anti-graffiti interior wall and ceiling surface	Polyethylene/Proprietary extruded aluminum. Majestic - high-grade smooth fiberglass. Brushed aluminum ceilings	Water- and mold-resistant PVC
Flooring	Full-length aluminum safety walk floor	Weatherproof grey carpeting Majestic - Planked linoleum composite Pelham Maple	Transit-grade options
Warranty	Full manufacturer warranty	1-year	Varies based on item. 3-year craftsmanship
Options	Many floor plans available	A/C (requires 110V), winterized package, power converter, warm-water hand wash, city water connection and dispensers, custom options are available	Interior upgrades, heat and winter packages, stereos, roof vents, water heater, many other options available

VIP TRAILER 2020 DIRECTORY



Portable Trailer Products, Inc.

590 Maple Ct. #A
Colton, CA 92324
909-533-4082 • 909-533-4082
info@portabletrailerproducts.com
www.portabletrailerproducts.com
See ad, page 46



Satellite Suites

1686 Commerce Dr.
Bristol, IN 46507
800-883-1123 • 574-350-2150
info@satelliterestroomtrailers.com
www.satelliteindustries.com
See ads, pages 2 & 51



UltraLav

1503 McNaughton Ave.
Elkhart, IN 46514
877-301-3837
sales@ultralav.com
www.ultralav.com
See ad, page 66

Trailer Series	Revolution LX and DX 1-, 2-, 3-Unit Restroom/Shower Trailers, 4-Unit Enclosed, Municipal, Custom	Portable Restroom and Shower Trailers	ADA, Handicap Accessible, Restroom, Shower, Shower Combo
Shell Construction	Fiberglass foam core with aluminum framing	Aluminum and composite walls with seamless gel-coat exterior with water shed roof design-color white	Bonded aluminum
Weight (lbs)	Varies	Varies	3,700 - 9,000
Lengths	10.5' - 25'	10' - 29'	12' - 26'
Fixtures	Zurn .35 gpm metering faucets, Dometic ceramic toilets, waterless urinals, stainless sinks	Delta faucets, Theftford toilets	Stainless steel self-closing faucets, water-saving auto-flush urinals, pedal-flush china toilets, shatter-proof mirrors
Waste Tank Sizes (gal)	63 - 600 depending on model	200 - 1,150 1/2" polypropylene w/bottom dump	150 - 750 poly tank – Fabricated in-house
Fresh Tank Sizes (gal)	42 - 350 depending on model	100 - 300	105 vertical tank – Can add multiple
Additional Standard Features	Maintenance-free fiberglass roofs, external storage compartments, translucent acrylic sun roofs, floor drains, ducted air conditioning, LED lighting, folding/pull-out step, modular designs	Dometic air conditioner, sidewinder jacks, LED exterior DOT lights, LED porch lights	One-piece rounded aluminum roof, ducted A/C with heat strip, solid-surface counter tops, rubber coin floor, soap dispensers, paper towel dispensers, waste basket, shatterproof mirror, scissor jacks, chassis undercoat, all LED lighting
Frame Construction	Aluminum / steel depending on product	Structural steel I-beam	Steel frame – Designed and fabricated in-house
Deck Construction	Painted steel frame; 3/4-inch laminated water-resistant HDO subfloor	Non-wood seamless composite decking	3/4-inch PlexCore – Industry standard for commercial cargo trailers
Floor Joist Specs	Varies	16" OC	Steel tube on 24" centers
Interior Trim	Optional white, black or brushed aluminum AluPOLY ceilings, white extruded corner moldings, custom Thermoform panels	Standard sizes 10-foot and larger are offered in our Spa Series, Commercial Series and Millennium. SELFIE line is offered in white and grey.	PVC, wood, fiberglass
Flooring	Several vinyl tile, vinyl plank options and rubber tread plate (black or grey)	Steel and composite floor structure with seamless subfloor	Rubber coin and optional vinyl
Warranty	1-year/2-year limited warranty	3-year limited product warranty	6-year structural, 1-year parts and components; Installed components carry the OEM warranty
Options	Roof-mounted a/c, battery-powered RTX a/c, interior ceiling colors (white, black, brushed aluminum), stainless undermount sinks, stainless dispensers, custom builds and more	Remote tank monitoring, GPS tracking, Back-up camera and auto-leveling jacks	Interior color upgrades, full winterization with heated glycol system, stereo, onboard freshwater, water heater, spare tire, exterior color options, baby-changing station, plus many more

Helping you get the job done!



2014 Freightliner M2

Cummins 280 hp, automatic, under CDL, only 177,000 miles!
 NEW 2500 gal. aluminum vac. tank.
 Tank 911 Tribute american flag.
 NEW Jurop R260 vac. pump 363 CFM,
 100' of new vac. hose,
 12' of NEW discharge hose included.
\$75,000



2014 Freightliner M2

Auto, under CDL, 177,000 miles,
 NEW 2500 gal. vac. tank,
 New Jurop PN84 vac. pump
\$65,000



2007 Int'l 7600

PRE-EMISSIONS!
 Cummins, 10 spd,
 NEW 4000 gal. vac. tank,
 NEW Masport pump
 407 CFM, 100% rust-free.
\$50,000



2013 Peterbilt 389

Cummins 525, 18 Spd,
 4,650 gal. tank,
 Jurop pump
 Alum wheels
\$65,000

Best prices on 2,000-5,000 gal. pump trucks, Non-CDL, tandem 3,500 gal. pump trucks, tri-axle builds.

We install pressure washers.

We can install any CFM pump of your choice.

We can also paint any color you'd like!



PHOENIX TRUCK CENTER

Atlanta, GA

404-844-8968 • 678-371-4782

email: sales@phoenixtruckcenter.net

www.PhoenixTruckCenter.net

Ask About... Best in Class Pricing and Performance



H-Vac General Purpose Septic Hose

- ✓ Designed for General Purpose Sewer/Septic Extraction Applications
- ✓ Resistant to Multiple Types of Mixed Sludge
- ✓ Best in Class 170°F Temperature Rating

GreaseVac Trap Collection Hose

- ✓ Designed for Grease and Soluble Oil Extraction
- ✓ Polymer Liner for Superior Grease Resistance
- ✓ Kink and Collapse Resistant up to 150°F



ExtractVac Multi Fluid Suction & Extraction Hose

- ✓ Designed for Multi-Purpose Extraction Applications
- ✓ Polymer Liner for Superior Multi-Purpose Extraction Performance
- ✓ Kink and Collapse Resistant up to 150°F



PLASTIFLEX

Hose System Solutions

sales.northamerica@plastiflex.com | plastiflex.com | (423)-534-2044

- Dispatching
- Management
- Drivers
- CRM Sales Team
- Accounting



CRO seamlessly links your entire team together in an all-in-one cloud based, user-friendly interface.

**We promise you NO contracts
unlimited customer support
and continuous upgrades!**

Book your no obligation demo now

**1-844-276-2467 ext. 1
crosoftwaresolutions.com
sales@crosoftware.net**



Service, Inc.
740-824-4748

Tim and Roberta Kettler have operated Action Septic for more than 30 years. (Photos by Amy Voigt)

CLEAN-WATER CHAMPIONS

Action Septic promotes better septic system maintenance as a way for homeowners and businesses to help the environment in Ohio's Appalachian region

By David Steinkraus

It's a given that the wastewater business helps protect the environment and public health. Tim Kettler of Action Septic Service in Warsaw, Ohio, knows that. Many people know that. But Kettler takes it a step further. He has pushed for better government policies and makes a point of sponsoring an Earth Day celebration in his area in the foothills of the Appalachian Mountains.

It's all part of his concern over the quality of the water that he and everyone else in the world must have to live. And it's a way for him to connect with customers and help the diverse wastewater business he started 34 years ago.

(continued)

Action Septic Service Warsaw, Ohio

OWNERS: Tim and Roberta Kettler

FOUNDED: 1986

EMPLOYEES: 5

SERVICE AREA: 50-mile radius from Warsaw; some customers in Cleveland

SERVICES: Septic service, licensed service providers for residential wastewater, EPA-certified wastewater operators, larger semipublic wastewater; minor excavation and onsite system repairs

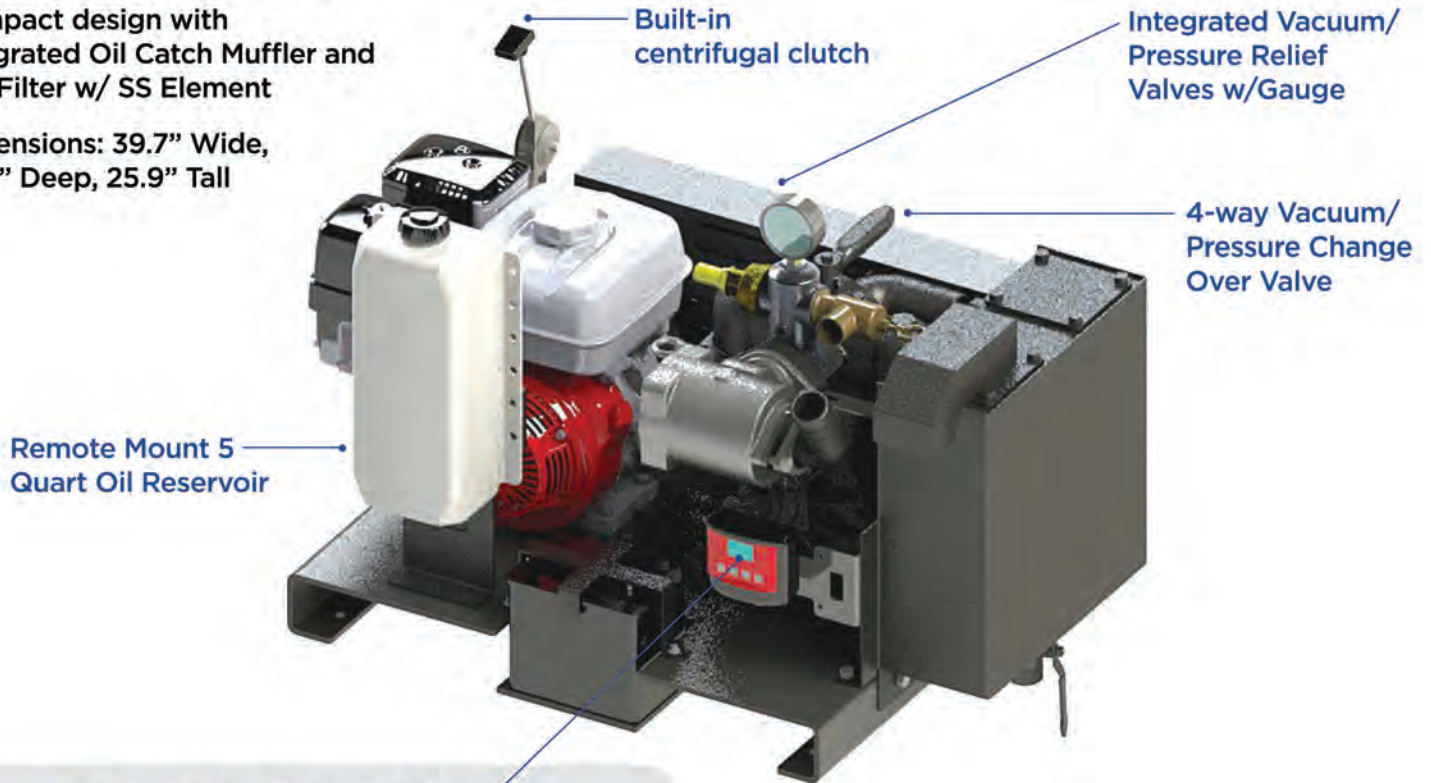
WEBSITE: www.getactionseptic.com









BATTIONI MEC2000 MUFFLER ENGINE DRIVE PACKAGE

Features and Benefits:

- MEC2000 Auto Lube Vacuum Pump: 90 CFM
- 8hp Electric Start Honda Engine
- Compact design with Integrated Oil Catch Muffler and Pre-Filter w/ SS Element
- Dimensions: 39.7" Wide, 26.5" Deep, 25.9" Tall



Battioni Pump Controller For Performance Monitoring

- | | |
|---|--|
|  Over Vacuum / Pressure Alerts |  Exhaust Temp Alerts |
|  Oil Missing Alert |  Data Recording |
|  Maintenance Alerts |  USB Port for Data Transfer |

ONLY \$3,900

SOURCE KEY 4P20

Right: The Action Septic team includes, from left, Roberta Kettler (in the truck), Tim Kettler, Malcolm Kettler, Evan Ehman and Zack Williamson. The truck has a 2,300-gallon Marengo Fabricated Steel tank and a Masport pump.

Below: Tim Kettler, left, confers with customer Jason Ostack after servicing a septic tank in Warsaw, Ohio.



OPPORTUNITY KNOCKS

About half of the Action Septic workload is handling commercial wastewater treatment systems — running them, monitoring them, and handling reporting and compliance. Three company employees hold Ohio Environmental Protection Agency wastewater operator licenses. The rest of the work is pumping, and that is also split 50-50: half related to routine septic pumping and the other half is emptying neglected systems for inspection and repair. Essentially the company does any kind of wastewater work short of installations, Kettler says.

The commercial operations can mean some long trips. Technicians will drive down to Newark, a city of about 50,000 people that's 37 miles away on the outskirts of Columbus. They'll drive to the Cleveland area, about 100 miles. But for the most part, service is within a 50-mile radius of the base. "Our goal is to fill in the space between eventually," Kettler says.

“If you want to do anything springing up out of septic tank cleaning, the opportunity is great. You might be excavating, replacing sewers, cleaning drains, fixing aerators. There's a lot of opportunity there if you're paying attention.”

TIM KETTLER

It's important for any pumping company owner to realize that wastewater services exist in an ecosystem, Kettler says. "If you want to do anything springing up out of septic tank cleaning, the opportunity is great. You might be excavating, replacing sewers, cleaning drains, fixing aerators. There's a lot of opportunity there if you're paying attention," he says.

Operating commercial systems offers great opportunity for learning and revenue. "It's the minute-to-minute biologics that wastewater uses," he says. "Anywhere there's a septic tank, if there's a rural business, chances are they're going to have a small onsite wastewater treatment plant required to have an EPA permit."

Treatment plant operation is not done remotely — a technician sitting in front of a laptop and issuing commands over the internet to a system somewhere. It's hands-on work and is based on observations, Kettler says. "It's a scaled-up version of a home aeration system. The theory and the processes and the biology are the same. It's much larger and more compartmentalized; the different phases of the treatment are much more isolated."

Ohio operators are required by law to be on site two or three days every week, depending on the size of the plant, to do the regular monitoring.

REGULATIONS DRIVE CHANGE

Changes in wastewater regulations in Ohio create a lot of work for on-site industry contractors, Kettler says. Over the last 10 years, many of these plants that should have been regulated slipped through the cracks. Then the

(continued)



**TRAILERS AND
TRUCK BODIES**
INCORPORATED

**Custom Manufacturer of
Vacuum Trucks & Trailers**



5500 Gallon Stainless Steel Tank ◊ NVE 4307 Blower



5000 Gallon Carbon Steel Tank ◊ 607 NVE Pump



Congratulations Dave Hapchuk,
this years recipient of the
Ralph Macchio Lifetime
Achievement Award.

**We Manufacture
& Service
What We Sell.**

ASME Certified Building DOT 407/412 Equipment



Stainless Vacuum
Trucks & Trailers



Grease Trap
Pumper Trucks



DOT 407 - 412
Cargo Tank Trailers



Portable
Restroom Trucks



Aluminum Vacuum
Trucks & Trailers



Carbon Steel Vacuum
Trucks & Trailers

To learn more about
ITI Trailers and Truck Bodies,
call **1-888-634-0080**
or visit
www.itimfg.com



Left: The crew is at work pumping a residential septic tank. Malcolm Kettler (left), Zack Williamson and Evan Ehman manage the suction hose while Tim Kettler is at the truck.

Below: Malcolm Kettler, left, and Williamson service a customer's portable restroom.



EPA pushed for enforcement, and the state, after a few years, created state standards. Yet those have not taken hold everywhere because, under Ohio law, the economic impact of regulations must be taken into account, he says, and in Appalachia there is little money for extensive repairs or replacements.

Yet pulling formerly unregulated systems into the regulatory system has created other work for Kettler. He consults for business owners about what they need to do in order to comply with the law. "It's a real niche market. There's a real need for these operators, and the thing is it's a very graying industry," he says.

It's harder to develop a septic service business in a rural area, he says, because pumping is not considered essential. "If you own 40 acres, you can always go dig a hole in an emergency," he says. And so developing such a business with a sense of the environment is a social project as much as anything else.

Industry outreach

Although Tim Kettler has been very politically active, Action Septic doesn't belong to an industry trade association. For a long time, he believed too many associations spent too much of their time focused on lobbying.

In the practical world, you do advance your interests through lobbyists. But Kettler says he always resisted because the lobbying was too narrow. There was a concentration on special-interest issues that encouraged divisions among people and diluted the work that needed to be done to care for the environment.

"However, I spend a lot of time at the statehouse over various issues talking to legislators and working on things," he says. "But I'll tell you, I'm kind of softening my position on associations." Many of them are doing some very good work in other areas, and Ohio has come a long way in its environmental thinking, he says.

"We do reach out to these organizations from time to time, but usually it's something to do with the environment or health care or something where I think the industry needs to be more active, more vocal or more visible."

Although Kettler hasn't joined trade groups yet, he says he supports a number of community organizations that work on issues he's interested in.

THE MACHINE SHED

Although Action Septic is specialized, the company still requires a considerable list of equipment to do its work. The team depends on:

- 2004 International truck with a 2,300-gallon steel tank and Masport HXL75WV pump from Marengo Fabricated Steel
- 2019 Ford Transit connect van for wastewater service work
- 2016 Dodge 3/4-ton utility truck for general service work
- 1999 Terramite backhoe (TerraQuip Construction Products) and Appalachian Trailers utility trailer
- RIDGID locating equipment
- Electric Eel Model C sectional drain cleaner
- RIDGID K-50 sectional drain cleaner

Kettler's part of Ohio is old and very rural. There are old septic systems with outflow at the level of basement floors. Tanks are buried so deep, and typically without risers, that they're basically lost, he says. Locating equipment and a backhoe take care of finding tanks and installing risers. Usually this kind of work leads to other discoveries, such as a need to pump and make other repairs.

The drain cleaning machines are increasingly useful. Action Septic is doing more and more sewer and drain cleaning and is seeking to develop that service, Kettler says.

LOCAL ENVIRONMENTAL CONCERNS

Kettler is serious about the effect his business has on the environment. From being a fringe movement a few decades ago, environmental concerns are now at center stage. People may not agree, but they are talking about the issues, he says.

For Kettler, the immediate problem is the threat posed to water by the

(continued)

THE BOOMER™

BY **ALFAGOMMA**

T704HA Series **CORRUGATED**
Industrial Sewer Vacuum Hose

Boom hose failures have you seeing red?

Then Go Red!

There's nothing operators hate more than a hose failing on the job, costing them time and money. Don't waste their time with inferior hoses, offer the one specially designed to handle the flexibility requirements of the upper boom tube, and the durability requirements of abrasive media such as sand, rocks and pea gravel.

**1/4" thick
red gum
rubber tube**



*Excellent bend radius – won't
kink on the upper boom!*



Kuriyama of America, Inc.

www.kuriyama.com • sales@kuriyama.com • 847-755-0360

oil and gas industry. This business generates a lot of wastewater, but the industry had no plan to deal with it, he says. Either it goes into injection wells or it's spread on the land to suppress dust or remove ice, he says.

Coshocton County sits on the Utica and Marcellus shale deposits, and oil companies wanted to tap that resource. What's underground is mostly natural gas, and there is a proposal to build a plant in Ohio to turn that gas into plastics, he says. As to the wastewater that will be a byproduct of the plastics business, that would go into some injection wells proposed for Coshocton County, Kettler says. He's not a fan.

"We have such a wealth of good water here it's unbelievable," Kettler says.

"To me, if anybody understands surface discharges and the importance of separation between groundwater tables and type of wastewater, residential pumpers should know this. Residential installers should know the importance of controlling surface discharge. And everything that pumpers do to protect water quality is being undone by the indiscriminate disposal of oil well wastewater," he says.

"So I see my role as a wastewater operator and an environmentalist — and as a small-business person who cares about his community beyond making a profit — as being instrumental in communicating this," he says.

GETTING INVOLVED

Good communication is key to helping the community understand clean-water issues, he says. "For mom and pop businesses, standing in somebody's backyard and talking is a really important communication tool. You can't buy a phone book ad that will ever do that."

Ideally, he says, talking to people regularly will help them understand water-quality problems and how their actions matter. Then they'll call Action Septic because they want to do the right thing.

"You know, for most people, we have to talk them into doing the right thing," he says. "I literally have had to argue with people to not dump their seepage on their alfalfa field illegally."

Kettler hasn't stopped at only personal contacts. He's run for political office twice as a third-party candidate and lost both times. Anytime you run outside the two-party system, it's a challenge, Kettler says. It forces you to really talk about the issues, and it teaches you to talk to people, including those who disagree with you, he says. And if you can talk to an adversary without being adversarial, without trying to win, both of you benefit, he says.

He helped start a tax-deductible organization called Coshocton Environmental and Community Awareness. Originally it began as a way to gather and distribute information when the oil and gas industry began moving into the area. Historically the local economy has depended on farming, tourism and its white-tailed deer herd. The oil and gas industry threatened all of those, he says.

After lying dormant for a while, the organization changed direction and grew when Kettler's wife asked why the community didn't have an Earth Day celebration. So they started one. There are activities for kids and environmental demonstrations. One year they invited some climate scientists to speak. Another year there was a program on Ohio's bobcat population. In 2018 some falconers came to talk about, and fly, their birds of prey.

"It's just something we do in celebration. We don't do any edgy, activist type of work," he says. "There's two sides to environmentalism. One is some-

“ If you're really environmentally oriented, then your mission is beyond survival and a fair living wage for you and the work you do. It's also trying to contribute to the community. It cuts into your profits, but we're OK with that. **”**

TIM KETTLER

body hammering at you all the time about recycling and cleaning up and doing all that. But the other side of it is the celebration that we often overlook."

BUILDING RELATIONSHIPS

Action Septic began in Cleveland and then moved south. "When I first came to Warsaw as a very young man, the very first thing that came into my mind was, What am I going to do for work? I lived in Cleveland, but I wanted to live in rural Ohio. So I thought, Well, I'm going to have to start a company and move it down there. I didn't know I was going to fall in love with all the people we work for so much that I was never going to tear myself away."

Even after the move, Action Septic kept many contacts and customers in Cleveland.

"Our business is built in a very community way, and it's very difficult to leave those folks who depend on us. Frankly we're spoiled by customers who say, 'Just send me the bill' or 'If you have to raise the price we understand' or 'We'll leave the house open, just lock it when you leave,'" Kettler says.

"We have three young guys who are in their 20s, and I'm trying to teach these guys to be entrepreneurs on their own," Kettler says.

Since he bought his first dump truck at age 26, Kettler has been mostly self-employed. So he encourages his young crew to start learning wastewater plant operation early and get their operator licenses so they can take advantage of opportunities.

But expanding in Appalachia is a very slow process. In Cleveland, people are more environmentally conscious and have budgets for system maintenance, he says. "It's easy to make profit preaching to the choir," Kettler says. "But if you're really environmentally oriented, then your mission is beyond survival and a fair living wage for you and the work you do. It's also trying to contribute to the community. It cuts into your profits, but we're OK with that."

FACING CHALLENGES

To his employees, Kettler offers good pay because it's the right thing to do. "We're almost a living-wage company. We've almost got everybody at \$15 an hour. Where I live, that's a good job," he says.

There is also a clear challenge ahead. American Electric Power will be closing its Conesville Power Plant in Coshocton County in 2020. It's part of the diversification to solar and abandonment of coal power that has been a recent trend in the utility industry. But American Electric Power is the largest customer of Action Septic.

Kettler says his son, Malcolm, 28, has been doing a lot of work on recruiting new customers to replace lost revenue from the power plant. "It's just going to force us to get smarter, get tougher and get leaner," he says.

All along, Kettler resisted tying Action Septic to a few large clients. He likes diversification. It helps the business remain stable, and it also fits his idea that everything is connected. It's the same idea that he tries to educate his customers about, because if they see the connections, they'll understand both the importance of taking care of the Earth and the importance of the services Action Septic offers.

Cleveland customers are still connected, and Kettler is seeking other connections in and around Warsaw. It's all about growing like nature grows.

"I started this business with the idea of cleaning a few septic tanks and living in a rural area," he says, "and it turned into this adventure." ■

MORE INFO

Electric Eel Mfg.
800-833-1212
www.electriceel.com

Marengo Fabricated Steel, Ltd.
800-919-2652
www.mfsltd.com
(See ad, page 1
Eastern & Midwest Supplement)

Masport, Inc.
800-228-4510
www.masportpump.com
(See ad, page 67)

RIDGID
800-769-7743
www.ridgid.com

In Business Since 1959



TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories



Tuff-Jon



Tuff-Jon III



TJ Kids



TJ Shorty



100 Gallon Fresh Water Supply Tank



60 Gallon Rinse Tank



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



TJ Handy Stand Waterless Gel Touch Dispensers

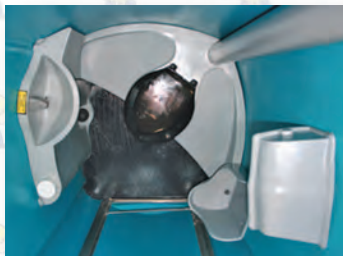


Containment Tray



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

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



Interior View of Deluxe TJ-III



Sink Lifting Bracket



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



The Tuff-Jon Company Inc.
2930 S St. Phillips Rd. | Evansville, IN 47712

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



Chris Fowler is vice president – industrial equipment and specialty vehicles for Key Equipment Finance. Reach him at chris.fowler@key.com or 937-285-5361.

Top Tips for Equipment Purchasing in a New Taxing Environment

The federal Tax Cuts and Jobs Act of 2017 may change how you look at paying for trucks and machines needed to run your pumping company **By Chris Fowler**

Equipment is one of the most important factors in smooth operation of a pumping business, and the question of how to pay for new equipment is equally important. With uncertainty of how 2017 tax reform will impact equipment acquisition, these business strategies warrant a closer look.

Financing capital equipment can enable pumping businesses to conserve cash and lines of credit while providing maximum flexibility. The need to grow, stay competitive and meet the latest safety standards all factor into decisions when acquiring heavy equipment.

With all of this in mind, now is a good time to determine the best way to pay for capital equipment and maximize the benefits of tax reform legislation for qualifying purchases. This is general information only and is not comprehensive nor is it legal, accounting or tax advice. Consult with your own tax experts for advice on how to handle your individual situation.

ENTER TAX REFORM

The Tax Cuts and Jobs Act, or TCJA, of 2017 positioned some businesses for growth and profitability.

Manufacturers have historically identified successful go-to strategies to optimize equipment-related tax legislation, but the playing field has changed. From 100% expensing to the elimination of corporate alternative minimum tax, recent changes require a fresh analysis. Here are four important considerations:

1. Equipment financing remains an effective acquisition tool.

The TCJA didn't change the tried-and-true benefits of leasing that have always supported business growth. Equipment financing continues to provide:

- **Enhanced cash flow**, allowing businesses to avoid large out-of-pocket costs and effectively manage cash from operations.
- **Flexibility** and asset-management features, including options to keep equipment in place for the long haul or upgrade to the latest technology.
- **Preservation of credit lines** to support day-to-day business operations rather than long-term capital needs.

2. Continued tax savings.

Most equipment offers depreciation benefits. Historically, the most common equipment financing options — loans, nontax leases and tax leases — allowed the equipment owner to deduct equipment depreciation expenses from taxable income, which significantly lowered their tax liability. Fortunately, the TCJA didn't eliminate this benefit.

The centerpiece of the TCJA — a reduction in the maximum corporate tax rate from 35% to 21% — dramatically reduced tax liability for many manufacturers. Additionally, the range and size of available corporate tax deductions expanded.

Evaluating and selecting the option that optimizes your unique business tax strategy is essential. Traditional thinking went something like this: Full corporate tax payers benefited most by retaining equipment tax ownership to take depreciation directly. Loans and nontax leases worked best for these businesses. Businesses that weren't full corporate tax payers commonly found more benefit from shifting the equipment's tax ownership to a third-party financing source in return for a lower financing rate. In this scenario, tax leases often were appropriate for the business strategy.

3. Historic changes with major impact.

The centerpiece of the TCJA — a reduction in the maximum corporate tax rate from 35% to 21% — dramatically reduced tax liability for many manufacturers. Additionally, the range and size of available corporate tax deductions expanded. The combination of these two changes begs an important question for most businesses: How many deductions can realistically be absorbed going forward?

Determining the tax deductions and credits that benefit your business the most is time well spent. Together, your financial adviser and equipment finance provider can help you determine the right equipment acquisition strategy for your business this year and beyond.

4. How much is too much?

Understanding your company's ability to absorb large deductions (e.g., modified accelerated cost recovery system depreciation, 100% expensing and other tax benefits) is important. Here are some areas to consider:

100% Expensing

For the better part of the last decade, bonus depreciation has reigned su-

(continued)

wallenstein

Depended on by thousands. Found in many industries.

- PORTABLE SANITATION
- SEPTIC SERVICE
- INDUSTRIAL
- OILFIELD
- AGRICULTURE
- HYDRO VAC
- ORGANIC RESIDUALS
- BIO-DIESEL
- MUNICIPAL
- ENVIRONMENTAL

Wally

the original...



CELEBRATING 50 YEARS

HE WORKS HARD ... JUST LIKE YOU

Find out why thousands of Operators just like you have been working with Wally for over 50 years...

...try a Wally Pump!

<p>151 SERIES 5 HP 80 CFM @15" Hg 1750 RPM</p>	<p>202 SERIES 11 HP 115 CFM @15" Hg 1150 RPM</p>	<p>302 SERIES 12 HP 165 CFM @15" Hg 1150 RPM</p>	<p>402 SERIES 18 HP 200 CFM @15" Hg 1150 RPM</p>		
<p>403 SERIES 20 HP 220 CFM @15" Hg 1150 RPM</p>	<p>403LN SERIES 20 HP 220 CFM @15" Hg 1150 RPM</p>	<p>553 SERIES 23 HP 275 CFM @15" Hg 1150 RPM</p>	<p>753 SERIES 36 HP 350 CFM @15" Hg 1150 RPM</p>		<p>753LN SERIES 36 HP 350 CFM @15" Hg 1150 RPM</p>
<p>1054 SERIES 42 HP 500 CFM @15" Hg 1000 RPM</p>	<p>1054LN SERIES 42 HP 500 CFM @15" Hg 1000 RPM</p>	<p>1604LN SERIES 82 HP 800 CFM @15" Hg 1000 RPM</p>	<p>2106LN SERIES 120 HP 1000 CFM @15" Hg 1000 RPM</p>		

EM elmira machine industries inc.

1-800-801-6663

Toilet Transporters

We Have Your Size

Industrial Duty

Work Site Comfort Station
Ideal For: Construction, Mines, Refineries
Disaster Relief, Event/Sales Offices
Temporary Outdoor Public Use



1 to 24

Find out why more people trust Explorer to deliver...

- More Space**
- More Hygiene**
- More Comfort**
- More Satisfaction**

Ontario
McKee Technologies
Manufacturer
Elmira, ON
Tel: (866) 457-5425
Fax: (519) 669-8331

Alberta
Ted Hoover
Airdrie, AB
Tel: (866) 587-7262
Fax: (403) 946-4110

California
Plumas Sanition
Portola, CA
Tel: (530) 832-0370
Fax: (530) 832-0373

Contact an Associate In Your Region ...

Colorado
Columbia Sanitary
Golden, CO
Tel: (303) 526-5370
Fax: (303) 526-9686

Enterprise LTCA
Mark Aiken
Sherbrooke, QC
Tel: (819) 346-6404
Fax: (819) 562-4234



Florida
Steve Obrien
Apopka, FL
Tel: (321) 436-2572

Washington
Island Johnny LLC
Shelton, WA
Tel: (360) 426-6697
Fax: (360) 426-0330

Texas
Elton Tamplin
Crawford, TX
Tel: (254) 379-1384

explorertrailers.com
1-866-457-5425

EXPLORER

featuring

HOT DIP Galvanized
LONGEST SERVICE LIFE



maxtrux

MAXIMUM • VOLUME



Powered by
wallenstein vacuum



Portable Sanitation Service Truck

- 4000 USG Total Capacity (2800 Waste / 1200 Water)
- Hydraulically Driven Wallenstein Vacuum Pump
- 12V 56GPM Water Delivery Pump
- 4.5GPM @ 3500psi Hydraulic Pressure Washer

1-800-305-4305

Let us customize a solution that fits YOUR needs.

only from

vacutrux

preme, offering an additional 30% to 50% cost recovery — in addition to standard MACRS depreciation — on new equipment in the year it was placed in service. For equipment placed in service after Sept. 27, 2017, and before Jan. 1, 2023, however, the tax reform bill has eliminated the bonus depreciation feature. Instead, those who invest in qualified equipment during that time can simply expense 100% of the equipment cost in the first year of ownership.

Interest Expense Deduction

The TCJA now places limits on deductions related to interest accruals and payments made on debt in a given tax year. Unfortunately, this can negatively affect heavy borrowers and those investing in business growth and expansion activities. Equipment leasing might help to offset the pain, however, because rental payments arising from a lease are not included in this calculation.

Alternative Minimum Tax

The repeal of the corporate AMT was cause for celebration for many organizations. In the past, those paying AMT seemed to automatically benefit from a tax lease equipment acquisition strategy, as capital asset depreciation was an AMT preference item. This meant that equipment depreciation benefits were effectively neutralized and had little value for AMT payers.

Net Operating Loss Carryforward

Net operating loss carryforward generated in 2018 or later can no longer be carried back (with certain natural disaster exceptions) but can now be carried forward indefinitely. However, NOL will only reduce taxable income by up to 80% a year.

Section 179

Traditionally, Section 179 allowed businesses with limited capital acquisitions to expense 100% of the cost of new and pre-owned equipment in the first year of ownership. Owners could expense up to \$500,000 in cost, so long as the business' total equipment investment for the year did not exceed \$2 million. For investments totaling more than \$2 million, the deduction declined on a dollar-for-dollar basis.

The TCJA permanently increased the deduction to \$1 million beginning in 2018, on an equipment investment limit of \$2.5 million. Section 179 has always applied to new and pre-owned equipment purchases — previously a significant distinction from bonus depreciation. However, the new tax reform changes to Section 179 are both permanent and now applicable to a broader set of assets.

WEIGHING THE BENEFITS

Equipment financing can be used as a strategic tool. It allows pumping businesses to not only acquire and employ assets immediately, but also develop a plan to achieve long-term goals. Whether the objective of your business is to enhance cash flow or optimize tax savings — or both — an in-depth analysis of your equipment acquisition strategy is necessary. Assessing your business' current and future asset needs in the form of a lease versus buy analysis can help determine whether a lease or loan is the best alternative for your company. ■

IT'S TIME FOR THE NEW REVOLUTION

Introducing the 2020 Revolution LX and DX
multi-use portable sanitation products.

Available as a restroom, shower or breast-feeding unit.

Available on trailers or as stand alone units

Portable Trailer Products, Inc.
www.portabletrailerproducts.com
info@portabletrailerproducts.com
909-533-4082

Seal-R™ Lids, Safety Lids, Rings & Hinge Systems
(Hinges Available On 24"-42")

Stock Up for Spring

Customized Lids
Add Your Company Information

Get the Exact Size for Each Job!

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

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

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

RISER: Corrugated dual-wall plastic pipe.

Inner safety lid.

BrenLin
COMPANY, INC. Est. 1998
Manufacturers of Seal-R™ Products
888-606-1998 | www.seal-r.com
brenlin@frontiernet.net
Made in the USA



2020 7,000 Gallon Vacuum Trailer | Air suspension, NVE 887 pump package



2020 Kenworth T880 IN STOCK | 5000 gal. aluminum vacuum tank, NVE 4310 package.



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



2020 Peterbilt 348 NEW | 350HP, Allison auto, 4500 gal. aluminum tank, NVE 887 package



2020 Peterbilt 337 NEW | 300 HP, Allison auto, NVE 607 pack, 2800 gal. aluminum tank.



Self Contained Unit CALL (choice of pumps), 200 gal. poly tank, 6 gpm 3,000 psi jetter.



Slide-In Units IN STOCK | 500-1,000 gal., 1 or 2 compartment; Select pump package & engine HP. Light weight aluminum, Available options.



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



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

NVE Pumps For Sale
 NEW ENGLAND DISTRIBUTOR
 NVE 866 and 4307 Packages Available



Need Equipment? Contact Us We Can Get It.

AP | EQUIPMENT FINANCING | Financing For New & Used Sanitation Equipment

100% FINANCING ON YOUR PORTABLE RESTROOMS, PUMPER TRUCKS, & MORE!



FAST, FLEXIBLE, FINANCING, FOR YOUR BUSINESS.

PROUD MEMBER OF



CONTACT US TODAY!



Scott Enbom Mike Schultz Michelle Moval

(888) 996-0305
wastewater@apfinancing.com
www.apfinancing.com

SAME DAY FINANCING AVAILABLE!

WWW.APFINANCING.COM

Portable Sanitation & Special Events

Coordinating portable sanitation at special events requires organization and equipment to provide service to a large number of attendees over a brief period of time. These equipment and accessory options are geared toward serving large gatherings.

Engine & Accessory, Inc.	62
FlowMark Vacuum Trucks	56
Imperial Industries, Inc.	52
J&J Portable Sanitation Products ..	58
KeeVac Industries, Inc.	68
Lang Specialty Trailers	71
Masport, Inc.	67
NUCONCEPTS	69
Optimus Industries	71
PolyJohn Enterprises Corp.	49
PortaLogix	70
Robinson Vacuum Tanks	60
Sansom Industries LLC	64
Satellite PolyPortables	50
UltraLav	66
Walex Products Company	54

Portable Products Built for the Long Haul

When purchasing many portable sanitation products, “you get what you pay for” is a caution. At PolyJohn, it’s a promise.

This is especially true when considering one of the most important reasons to choose one brand over another — durability. PolyJohn establishes a high standard of quality in its products right from the beginning, in the manufacturing process. One of the manufacturer’s end goals is to build the most durable restrooms and other products in the industry.

You’ll experience PolyJohn toughness through daily use. Durability is in the details! The corners are easy to handle and strong for repeated strapping during transport. The door doesn’t sag and stays centered in the frame. It closes firmly. Panel thickness and color are uniform. Hinges don’t warp, and the door spring tension is consistent. Rivets don’t snap under normal use. Parts feel substantial, not flimsy.

If you’ve ever worked with a unit that isn’t built to last, you’ll truly appreciate the steady performance of PolyJohn. You’ll appreciate that you aren’t constantly ordering parts and making repairs on the fly. You’ll appreciate customer compliments instead of customer complaints.

It’s also important to us that all product lines are equally durable. PolyJohn sinks, tanks, hand sanitizers and specialty products are durable in their own right. This consistency means you will feel confident purchasing from PolyJohn.

You may spend more initially for a PolyJohn portable, but it pays off in the long run because our track record shows that our products are built for a marathon, not a sprint. The cost of units is one of your largest expenses. So when your PolyJohn unit is a steady performer year after year, and you don’t have to replace it, you’ll see how your

initial investment becomes one of your smartest purchasing decisions.

“As far as your product, it holds up amazingly,” says Alex MacLellan of Landry’s Vacuum Service in Dutch Brook, Nova Scotia. “We have units that are almost 20 years old, and they are still in use.”

PolyJohn durability is the combination of design, materials, manufacture, parts, assembly and quality control. But the proof is in the field. Ask the veteran operators who have been in the business long enough to know from experience — PolyJohn restrooms and products are made to last.

Operators such as Matthew owner and founder of Johnny Servis, based in Prague, the Czech Republic. When he founded Johnny Servis in 1996 with eight PolyJohn units, mobile restrooms had been in the country only since 1993. Today, of his 7,000 restrooms in the Czech Republic, Slovakia, Hungary, Romania and Austria, one of the original eight is still in operation, but “only for very special clients,” Duras says. “Over the years, we have had to make a few minor

repairs but nothing substantial. The materials are durable, the colors do not fade, the design is still very acceptable, and it also allows for mixed uses, meaning addition of sinks, flushing units, etc. A great unit, and I highly recommend it.”

These stories and many others that we regularly receive are the real-world testimonials we value the most. ■



PolyJohn, based in Whiting, Indiana, is a worldwide manufacturer of portable toilets, portable sinks and accessories. Manufacturing in-house allows PolyJohn to control every aspect of the manufacturing process – from raw materials to final product – and set the standard for high quality and innovation. When you purchase from PolyJohn, you get products backed by best-in-class materials; proven, dependable manufacturing processes; knowledgeable, experienced craftsmen; meticulous quality control; and an enormous stock of replacement parts.

 **POLYJOHN**[®]
there when you need us

800-292-1305 | info@polyjohn.com
www.polyjohn.com

The Smart Trailer From Satellite Suites

Designing and manufacturing a line of restroom trailers has been an exciting process at Satellite. It was, and continues to be, an opportunity to use the combined experience and knowledge of the company's portable sanitation and trailer divisions to produce a product worthy of the investment.

The launch of Satellite Suites restroom trailers in 2014 was a high point in the history of Satellite. The many years of advancing portable sanitation with innovation and excellence were evident in the very first trailers. Seamless and moistureproof materials used throughout the trailer are just one example of how Satellite Suites is advancing technology in the restroom trailer industry.

New for 2020, Satellite Suites has unveiled a technologically advanced smart restroom trailer, the Millennium Ultra. This trailer is packed with features that improve safety, reduce setup time, protect the owner's investment and enhance the end-user experience. This stylish restroom trailer will elevate the mood of any occasion. Here's a look at some of the newest features in the Millennium Ultra:

- **Remote monitoring system** - Lets you know (from anywhere in the world) when your waste tank is full, when your fresh tank is empty, the internal temperature of the trailer, and whether the trailer is connected to a live power source.
- **GPS tracking** - Allows the owner to know where an asset is located, if it's been moved, and how fast and in what direction it's moving.
- **Backup camera** - Comes with a mobile monitor that goes from truck to truck, allowing the driver to safely and more efficiently place the trailer.



- **Auto-leveling jacks** - Remote-control auto-leveling jacks make setup quick and easy. They also take the place of hand crank tongue jack, reducing labor and set up time.
- **Splash-control sink design** - Captures more water, looks better and reduces cleanup time.
- **Dyson Airblade faucet hand-dryer** - Incorporated into the new splash-control sinks, the result is a planet-friendly, efficient hand wash/dry that eliminates the need for an associated mess of paper towels.
- **App-controlled functionality** - Setup is a breeze with Satellite Suites' app-

controlled lights, temperature, water pumps and vent fans. The user can dim the lighting, turn inside and outside lights on and off, turn water pumps and vents on and off, and set the air conditioner temperature, monitor trailer battery levels, and monitor tire pressure — all from the same app. Available for Apple or Android.

Satellite created an eye-popping, stunning restroom for special events without altering its commitment to manufacturing the world's most durable, water-resistant, odor-free trailers. Take a moment to view all the unique features of a Satellite Suites trailer, and if you have any further questions, contact Satellite or your regional manager. ■

Designing and manufacturing a line of restroom trailers has been an exciting process at **Satellite**. It was, and continues to be, an opportunity to use the combined experience and knowledge of Satellite's portable sanitation and trailer divisions to produce a product worthy of the investment.

Satellite Suites

800-883-1123 | info@satelliterestroomtrailers.com
www.satelliterestroomtrailers.com

WE'RE EXCITED TO SERVE YOU!



You've invested a lot into building your fleet!
We are thrilled to have the opportunity to now
serve Five Peaks customers and welcome you
from their family to ours.

*Satellite acquired the Five Peaks product line February 28, 2020



information@satelliteindustries.com | www.satelliteindustries.com | 800.883.1123



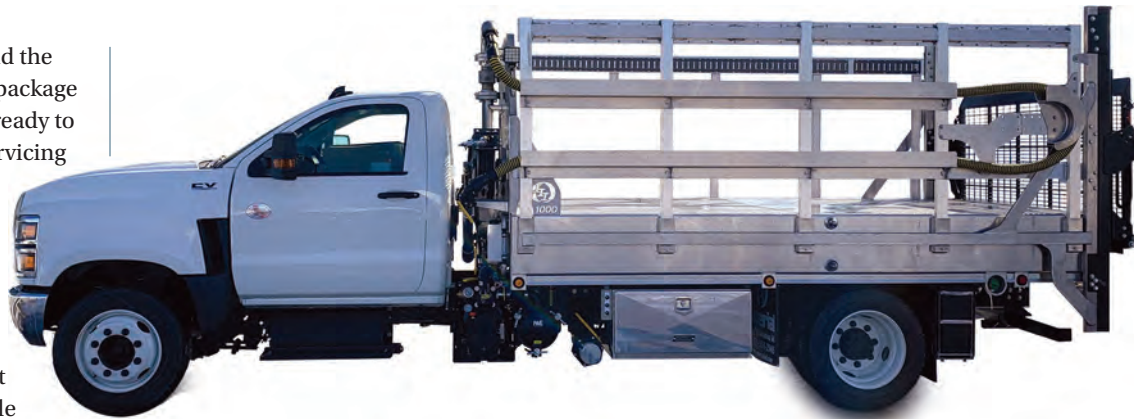
Stainless Steel Flat Vac Is Flat-Out Solid

Event season is underway, and the 2020 International CV tank package from Imperial Industries is ready to go to work for you. Whether you are servicing a music festival, campsite or any other special event this summer, this 1,000-gallon stainless steel flat vac (700 gallons waste and 300 gallons freshwater) with top fill boom won't disappoint.

The 1,000-gallon stainless steel flat vac tank unit is both strong and versatile due to full baffling throughout the freshwater and waste compartments. This provides the operator optimum performance for work and the ability to have a full tank while hauling portable restroom units without a trailer. With a dual-sided boom intake, there is no need to move the vehicle, as service pumping is available from each side. Servicing toilets and hauling at the same time increases efficiency, resulting in more profits!

Imperial tank specifications:

- 1,000-gallon stainless steel flat vac tank (700 gallons waste, 300 gallons freshwater)
- 8-inch primary/manway with external air line
- Two 2-inch sight glasses for the waste compartment
- 3-inch to 2-inch top-fill boom with 30 feet of hose and a poly valve and poly wand
- 4-inch waste discharge
- 2-inch water fill with a 3-inch vent
- 1-inch sight tube for the water compartment
- Dual-sided, 2-inch freshwater bucket fills
- National Vacuum Equipment B250 PT blower offering 270 cfm
- Vacuum/pressure relief valves with a liquid-filled gauge
- Hot shift PTO



- Pumptec X5 washdown pump with two Hannay hose reels and 50 feet of hose
- DOT lighting, and driver's side and passenger side LED work light
- Two aluminum toolboxes: 18 by 18 by 30 inches and 18 by 18 by 48 inches
- 2-inch receiver hitch package with seven-pin plug
- Thieman liftgate that hauls six portable restrooms comfortably

Truck specifications:

- Color: White
- Interior color: Black
- Wheelbase: 189 inches
- Cab to axle: 108 inches
- Hydraulic Bosch ABS
- GVWR: 23,500 pounds
- 19.5-inch tires
- Heated mirrors
- Window visor

- Chrome bumper
- Cruise control
- Air conditioning
- Seats: Vinyl, air-ride driver seat, fixed passenger
- Tow hooks
- Trailer tow package
- Brake controller
- Running boards
- Bluetooth

Engine:

- International 6.6-liter, 350 hp engine
- Six-speed Allison 2700 Rugged Duty Series transmission

Axle information:

- 8,000-pound front axle weight
- 15,500-pound rear axle weight
- Ratio: 4.30 ■

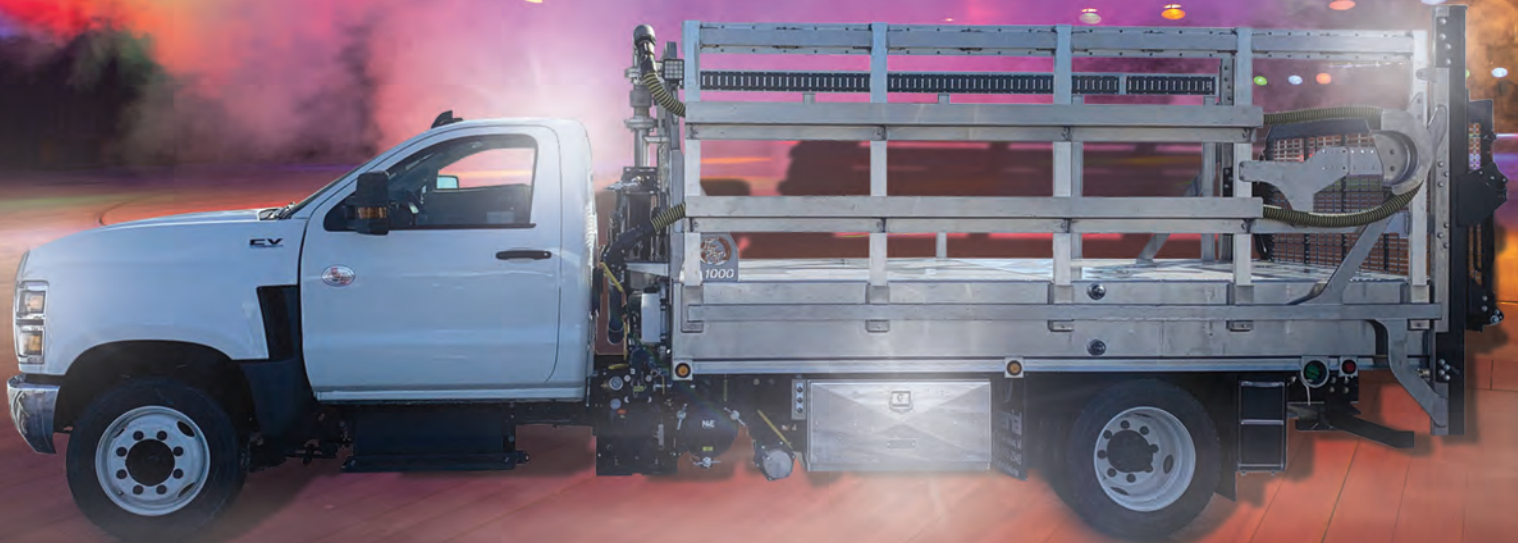


**IMPERIAL
INDUSTRIES INC**

Imperial Industries, proudly family-owned and -operated in central Wisconsin for more than 38 years, is the trusted choice for specialized septic solutions and expert service.

**800-558-2945 | info@imperialind.com
www.imperialind.com**

READY FOR THE MAIN STAGE.



EVENT SEASON is underway and our 2020 International CV tank package is ready to go to work for you. Whether you are servicing a music festival, campsite, or any other special events this summer, we know this 1000-Gallon Stainless Steel Flat Vac (700-gallon waste/300-gallon water) with top fill boom won't disappoint! The boom allows you to pump on the passenger and driver's side without moving the truck.

PORTABLE RESTROOM HIGHLIGHTS

- ✓ 1,000-Gallon FlatVac (700 Waste, 300 Water)
- ✓ NVE B250 PT Blower, 270 CFM
- ✓ 3" to 2" Top Fill Boom w/ 30' of Hose/Poly Valve/Poly Wand
- ✓ Pumptec X5 Washdown Pump w/ (2) Hannay Hose Reels & 50' of Hose
- ✓ DOT Lighting/Driver & Passenger Side LED Work Light
- ✓ Thieman Liftgate
- ✓ Hauls 6 Porta-Potties Comfortably



**IMPERIAL
INDUSTRIES INC**

800-558-2945 | imperialind.com

Imperial Industries, proudly family-owned and operated in central Wisconsin for more than 38 years, is the trusted choice for specialized septic solutions and expert service.

How to Maximize the Performance of Your Deodorizer

Summer's abundance of outdoor events and construction projects creates an increased demand for portable restrooms, which means good business for portable restroom operators. But to combat the warm weather and heavy traffic, these operators spend more — and sometimes too much — on deodorizing chemicals. Walex's comprehensive line of powerful products allows operators to create a deodorizing system tailored to their precise needs. These tips will ensure you maximize the performance of your deodorizing products.

- **Add enough water.** Many people understandably believe that the solution to foul-smelling units is to use more deodorizing chemicals. But you might just need to use more water. To avoid odorous mounding, add 5 gallons of water. If units are especially prone to mounding, add at least 7 gallons. Water is the vehicle that delivers the deodorizer to the waste.

- **Use the correct dosage.** Walex offers multiple tiers of both liquid and portion-control packets and tablets to provide the precise formula needed, which is determined by weather, traffic and frequency of service. For example, Walex offers the popular drop-in Porta-Pak in Original, Express and MAX. Regular Porta-Pak is effective in temperatures up to 90 degrees F, and MAX is recommended for temperatures exceeding that. MAX is also best for units located in heavy traffic areas like public parks, beaches or a busy construction site. But no matter how heavy the traffic, units that are serviced daily, such as those at certain special events, don't require excess deodorizer, because odor-emitting bacteria will not have had time to form.

- **Utilize accessories.** Removing odors from your units goes beyond just what you put in the holding tank. Place a Walex Deodorant Disc anywhere in the unit to keep the air fresh. You can also keep the urinal odor-free with a Walex Bravo deodorizing screen.



- **Change the fragrance.** Walex offers liquid deodorizers in more than 25 fragrances and recommends switching the fragrance every few months, as people become desensitized to fragrances over time.

- **Switch to drop-in packets.** While Walex EZ-Squeeze Bottles make using liquid deodorizers much easier, you're still less likely to spill or overuse a drop-in packet. Choosing between liquid and packets depends on many factors, but if you believe you're losing deodorizer to spillage or a lack of precision, switch to packets or tabs for portion control.

- **Clean the "sludge line."** While service technicians might pump the contents of a unit, a line of residual waste remains in the tank, and if this "sludge line" is not removed, the unit will retain foul odors. Walex recommends spraying one of its powerful cleaning products and scrubbing the inside of the tank with a brush.

Walex wants your business to make the most out of the busy summer season, and that means maximizing the performance of your deodorizer. If you have more questions, call and one of our sales managers will be happy to help you. ■

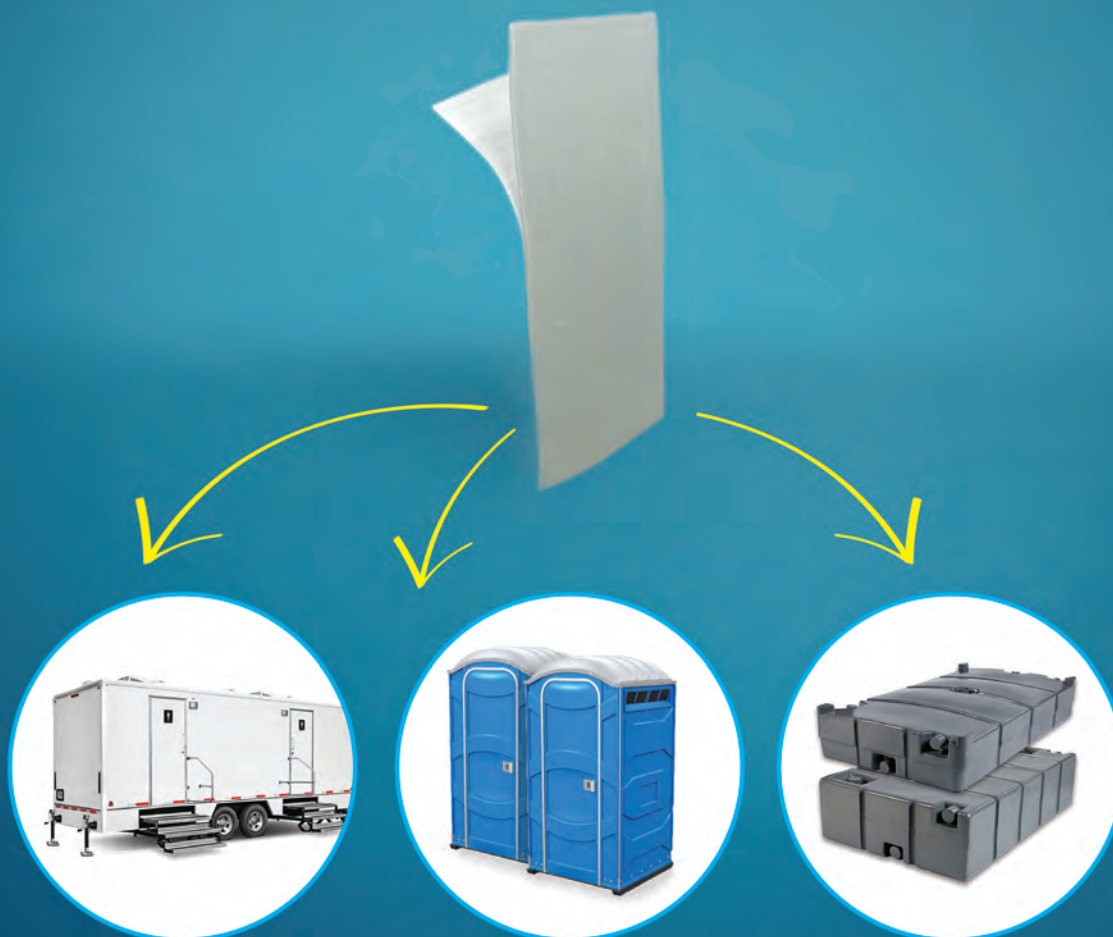
Walex's mission is to provide exceptional customer service and the highest-quality products by creating positive experiences for every customer, every day. This means delivering products to our customers on time, intact and ready to work. Because Walex offers production, warehousing and shipping, our supply chain is uniquely dependable and second to none.



800-338-3155 | info@walex.com
www.walex.com

One patch. Endless possibilities.

Available in 3 sizes. Cures rock-hard & waterproof to most surfaces, including:



TRAILERS

PORTABLE RESTROOMS

HOLDING TANKS

PORTA-PATCH™ INSTANT REPAIR PATCH

The instant, permanent repair for holes & gashes in your equipment.

Just peel it & patch it!



Watch us patch a portable restroom!



800.338.3155

walex.com





FlowMark Advances Vacuum Truck Industry With Efficient Layout and Engineered-In Quality

Built by FlowMark Vacuum Trucks, the PRO line of vacuum bodies for the portable restroom service industry increases operator efficiency and reliability.

Sizes ranging from 999 to 2,000 gallons are in stock, with a low workstation for driver efficiency and reduced fatigue, large cabinets with shelf for paper and product storage, dual-side setup to service toilets from either side of the truck, and LED lighting with bright work lights for long-lasting visibility. It is fully wire-harnessed for electrical stability and longevity.

FlowMark focuses on five key areas with the PRO line of trucks:

- **Quality** - Fully engineered for a predictable, reliable product
- **Efficiency** - Designed for efficient operation
- **Reliability** - Highly engineered for reliable service

- **Availability** - Nation's largest source of in-stock equipment

- **Affordability** - Highest quality at an affordable price

Engineers design FlowMark trucks from scratch, providing greater control over quality and details. Each FlowMark vacuum truck is fully engineered to work seamlessly with its operator, built to live a long and hardworking life and designed for easy serviceability. The dedication to quality is backed by industry-leading warranties.

It's no wonder FlowMark has already built thousands of vacuum trucks operating worldwide in areas like portable restroom service and oil field service and continue to pump out hundreds of vacuum trucks each year.

For your service fleet's next addition, go with the quality truck. Go with FlowMark. Contact FlowMark today for current inventory or to have your next service truck built. ■

FlowMark was born from a single goal: to create the highest-quality vacuum trucks in the industry. With over 140,000 square feet of manufacturing space and a highly qualified team with decades of experience under its belt, FlowMark has hundreds of in-stock chassis, tanks and ready-to-work vacuum trucks at its facility at any given time.



833-653-8100 | sales@flowmark.com
www.flowmark.com



INTERNATIONAL CV515

1500 Gallon Deluxe
Dual Service
NVE 304
DC10 / HANNAY

\$88,500!

IN-STOCK!

\$106,900



KENWORTH T270

2000 GALLON
NVE 304
DC10 / HANNAY

\$149,900

+FET

IN-STOCK!



FREIGHTLINER M2

NVE 4310
940 CFM BLOWER

2019 FORD F550
POWERSTROKE DIESEL

1500 GALLON RESTROOM
SERVICE (1100/400) NVE304/FLOJET
DUAL SERVICE/2 UNIT HAULER

FOR MORE INFORMATION



\$82,900



A Restroom Built on Experience

With over 52 years' experience in the portable sanitation industry, J&J Portable Sanitation Products has built a worldwide reputation for developing and supplying products that meet and exceed the needs of our customers. The revolutionary Echo portable toilet is a major step forward thanks to all the helpful advice from the company's many customers.

The Echo portable toilet includes smart features like a domed floor with drains in front of the tank top for easy cleaning and no puddling, as well as an easy-to-clean deep sumped holding tank. The sides and roof have built-in handgrip areas for effortless moving. It is strong, smart and durable.

Designed for comfort

The Echo's comfortable, roomy interior, along with high-flow, molded-in vent screens allow for continuous airflow that effectively reduces odor. The comfortable well-ventilated interior provides a convenient coat hook, corner shelf and gender-friendly hover handle. The seat is

positioned precisely to reduce visibility to the urinal and reduce urine odor. The back corner vent stack not only efficiently vents odor from the highest point of the tank, but also creates a roomier feel.

Built for durability and easy maintenance

The Echo is assembled with high-density polyethylene, enabling it to withstand high amounts of impact and abuse without cracking or breaking. A front-sloping tank top and domed floor design allow for liquid to drain rather than puddle.

The Echo's door is designed to open 180 degrees without any damage to the hinges or spring, and the heavy-duty rotary latch will withstand years of use. The smart urinal provides a durable stand-over design with a clog- and vandal-resistant drain attached to the wall. The sumped tank is also designed to reduce mounding and improve deodorizer coverage, making cleaning and maintenance extremely easy and efficient. ■



For over 50 years, **J&J Portable Sanitation Products** has established a proud history of delivering savings and reliability in the portable sanitation industry with product innovations for today's ever-changing environment. Trusted in over 120 countries and providing millions of services every year, help protect your business with J&J deodorizers.

800-345-3303 | info@jjportable.com
www.jjportable.com

The Safest, Easiest Way To Deodorize Portable Toilets®

**The Most
Powerful
Odor Control
Packet
Available**



ODOR
CRUSHING

Odor Crushing Technology
Treatment Plant Friendly
Non-Staining Color
Quick Dissolving
Water Soluble Packet
Biodegradable
Non-Formaldehyde

CONTACT US TODAY
1-800-345-3303



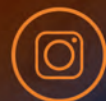
@JJChemicalCo



JJChemCo



@JJChemCo



@JJChemCo

706-743-1900

fax: 706-743-7515

jjchem.com

info@jjchem.com



Multiple Service Truck and Slide-In Options

Portable truck lineup

Portable restroom trucks from Robinson Vacuum Tanks are built from the ground up at the company's central Pennsylvania facility. It stocks durable aluminum vacuum tanks that are ready to be mounted to any chassis with the pump of the customer's choice. The company also stocks work-ready portable restroom trucks for immediate delivery.

The PR980C 980-gallon carbon steel portable toilet truck offers a 680-gallon wastewater tank and a 300-gallon freshwater tank. With this setup, customers have a choice of four different vacuum pumps. Convenient external controls make this tank easy to operate.

The PR1200A portable toilet truck provides a 1,200-gallon capacity (900 gallons wastewater and 300 gallons freshwater). Customers may choose from four different vacuum pumps. A number of upgrade features are available.

The PR2000A portable restroom truck features a durable 2,000-gallon aluminum

vacuum tank with a 4-inch rear discharge pipe ending in TTMA flange. Dual side loads include a riser and stainless steel deflector. With this setup, the company offers a choice of four different vacuum pumps. If desired, the customer can upgrade valves or add up to two roomy built-in toolboxes and/or a washdown/jetter system.

Slide-in tank lineup

The FD Series is available in both single-compartment and multiple-compartment models. Manufactured from aluminum, this tank offers two choices for configuration: RE with the pump located on the rear side of the

tank, and SE with the pump located on the side of the tank and set up for conventional mount. With its robust engineering, the FD Series includes larger-capacity tanks than the more compact SC design.

The SC — or Soup Can — Series from Robinson Vacuum Tanks offers both single-compartment and two-compartment models. Manufactured from aluminum, this tank can be configured with the choice of five stock vacuum pumps. Additional options include a rear engine pump or side engine pump for flatbeds. With their compact design, most SC Series units can also be configured with the tank transverse. ■



Robinson Vacuum Tanks is a family-owned and -managed manufacturing business in central Pennsylvania serving the needs of clients across the country with vacuum tank products, installation services, parts and accessories.

814-933-0927 | sales@robinsontanks.com | www.robinsontanks.com



ROBINSON VACUUM TANKS

Dedicated to keeping inventory on the ground to provide fast turnkey solutions!

Call (814) 933-0927, visit www.RobinsonTanks.com, or email sales@robinsontanks.com



- 1200 Gallon aluminum portable restroom trucks
- Ford, RAM, Diesel, Gas, 4x2 and 4x4's available
- **Starting at \$75,800**



- 1500 Gallon aluminum portable restroom truck
- **CURRENTLY ONLY 1 REMAINING!**
- 2020 Ford F550 4x2 Diesel. NVE 304, DC10 washdown pump, hose reel
- **\$85,200**



- 2000 Gallon aluminum portable restroom trucks
- Peterbilt, Kenworth, Hino & Internationals available
- **Starting at \$104,300**



- Portalogix 1150. Haul 6 restrooms!
- Ford, RAM, Diesel, Gas, 4x2 and 4x4's available
- **Starting at \$83,900**

**VISIT
OUR WEBSITE
TO SEE ALL
AVAILABLE
INVENTORY**



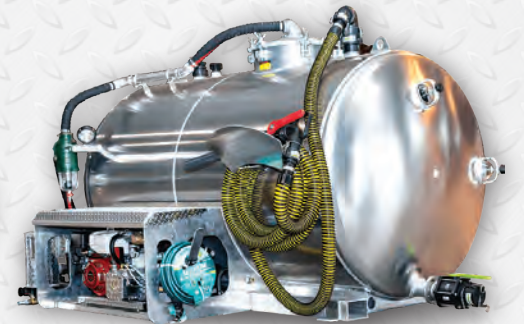
- 980 Gallon steel portable restroom truck
- **CURRENTLY ONLY 1 REMAINING!**
- 2019 Ford F550 4x2 Diesel. NVE 304, Powertwin washdown pump, garden hose
- **\$76,930**



- 2500 Gallon aluminum vacuum trucks
- Peterbilt, Hino, International and Freightliners available
- **Starting at \$109,550**



- 4200 Gallon aluminum vacuum trucks
- Peterbilt & Internationals
- **Starting at \$140,000 + FET**



- We offer the largest catalog for predesigned slide-ins ranging from 300 to 1500 gallons
- We stock many of our most popular models while offering a FAST LANE for production of non-stock standard models
- **Starting at \$9,100**

PRO Service Truck Offers Multitude of Options

Engine & Accessory offers a portable restroom truck line with tanks manufactured using aluminum, stainless steel or carbon steel. The options to offer various types of materials ensures the ability to give customers the right tank for their application. They are available in capacities of 750 to 2,500 gallons with dual compartments. They have full-length hose trays on each side and across the rear.

The standard portable restroom unit comes with dual low-service stations, giving the operator the convenience of having all equipment at arm's length, maximizing efficiency while servicing units. One large 36-inch cabinet is installed on both the driver's side and passenger side work areas with a single swing-out door. A single low workstation tank is available by customer request.

All controls are conveniently located in a sealed aluminum control box in the workstation. Once the operator is out of the truck, there is no need to return to the truck until the job is complete. Standard on all units is the remote PTO rev up, along with a parking brake interlock system, which kills all power to systems so that the driver cannot drive away with systems engaged.

The rear toilet carrier system has a two-unit capacity, and it comes standard with foot catch bar for toilet base, upper T-bar support across middle of rear head, bumper rest on rear of tank hose tray and upper T-bar, Betts taillights with light guards, upper and lower toilet strap hooks, a crossmember with receiver tube, and chain eyelets along with a seven-pin trailer plug connection. The freshwater compartment has garden hose fill capability.

Pumping system

The customer will have various pump packages to choose from, including a Fruitland ELIM A344 with cool-air induction offering 210 cfm, a Masport HXL4V offering 165 cfm or a National



Vacuum Equipment 304 offering 210 cfm. All pump packages come complete with a pump mount, secondary oil-catch muffler, vacuum and pressure relief valves, liquid-filled vacuum/pressure gauge and a diesel flush system.

The drive system includes a hot shift PTO with tubular type PTO shaft connected to the right angle gearbox and coupling element. Its 30 feet of 2-inch suction hose comes complete with a suction valve on the inlet line and an aluminum wand holder. The water system includes a 12-volt AMT DC10 washdown pump

providing 20 gpm up to 40 psi complete with a check valve and pressure switch. The customer also has the option of a 12-volt pressure washer system with 50 feet of 3/8-inch hose providing 3 gpm at 2,000 psi.

A Hannay spring rewind hose reel is installed in the workstation, with 50 feet of 1/2-inch hose and a nozzle. There's a 2-inch bucket fill line with Banjo full-port valve installed in the workstation toward the front of the unit. A 4-inch brass lever valve is installed on the rear discharge with a camlock and dust cap. ■

Engine & Accessory stands strong as a three-generation, family-owned business with a legacy of cutting-edge manufacturing and exceptional customer service. The tradition continues every day as a dedicated team of engineers, craftsmen and fabricators develop the most



reliable, quality-driven chassis and tank trucks available. Celebrating 70 years.

800-327-5431 | info@rampstar.com
www.liquidtrucksolutions.com



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



2020 Mack Granite MP8, 455 hp, Allison auto, 4000/200 alum. tank, Fruitland 512 cfm pump, Advance 5 gpm Jetter @ 3500 PSI. **\$196,000 Plus FET**



2020 Peterbilt 348, Cummins 350 hp, 10 spd manual, 4000 carbon steel tank, Fruitland pump 510 cfm. **\$137,800 Plus FET • In Stock!**

We Are
Celebrating
Our
70TH Year
In
Business



2020 Peterbilt 348, Cummins 350 hp, auto, 4000 gal. carbon steel tank, Fruitland 512 cfm pump. **\$145,000 Plus FET • In Stock!**



2020 Mack Granite, MP8-455 hp, Allison 4500 RDS, 4000/200 alum. NVE 940 cfm blower, 10 gpm jetter. **\$213,885 Plus FET • In Stock!**



2021 Peterbilt 337, 300 hp, auto, 2500 gal. alum. tank, Masport 230 cfm pump. **\$129,582 • In Stock!**

We Have
Peterbilt,
Mack,
Freightliner,
and
Many Other
2020-2021's
In Stock



2021 Peterbilt 389, Cummins ISX 455 hp, auto, 4200 gal. alum. tank, NVE blower. **\$223,000 Plus FET • In Stock!**



2021 Intl. HV607, Cummins 350 hp, auto, 4000 gal. carbon steel tank, 407 cfm pump. **\$136,000 Plus FET • In Stock!**



2021 Kenworth T800, Cummins ISX 450 hp, 18 spd, 46K Hendrickson spring rears 4000 gal. carbon steel tank, 407 cfm pump. **\$175,000 Plus FET • In Stock!**



Floor/Wall Mount System
.400 gauge sheet
23 FASTENERS connect walls to base
5/16 18x1" Torx Truss Bolt
into 5/16 18 Nyloc Nut on Inside

An Innovative Twist on the ADA Restroom

The Sansom family entered the portable restroom industry in 1971. Clyde and Dorothy Sansom founded Johnny on the Spot in St. Louis, and they were pioneers in the industry, as well as instrumental in the founding of the Portable Sanitation Association International.

Clyde designed and operated the Synergy World line of superior restrooms from 1987 until 2000. After retiring in 2000, Clyde recognized the opportunity to reenter the marketplace of manufacturing portable restrooms. In 2015, Clyde, along with his son Clyde "Mannie" Sansom III started Sansom Industries, offering a premium high-quality line of portable restrooms.

Among other outstanding products produced by Sansom Industries, the company identified the opportunity to improve upon the standard wheelchair-accessible and ADA units that were currently available in the marketplace. It did this by designing and manufacturing units that were not only accessible and Title 24 compliant, but also durable, while offering innovative features and benefits not available with any other product line.

Zenith MAX wheelchair-accessible and ADA-compliant portable restrooms are unmatched in the industry, holding multiple patents. Both units have many unique and valuable features, one of which is a patented exclusive one-piece floor pan. Starting with a

0.4-gauge sheet of plastic, a floor is manufactured so that the sides are upswept, allowing the sidewalls to attach directly to the floor, requiring no metal brackets or parts. The company uses zero rivets in the structural assembly of MAX and ADA restrooms. These models are assembled with stainless steel Torx truss bolts and nyloc flange nuts. The floor pan has multiple drain holes, as well as molded-in diamond tread and no-slip texture. Mounting areas for baby-changing tables are standard in the ADA left and right sidewalls.

Both Zenith MAX and ADA come standard with a 45-gallon tank and the option to upgrade to a 70-gallon tank. These tanks, as with all Sansom Industries units, come with an industry-exclusive sumped tank, creating a natural low center of gravity under the seat for maximum

chemical coverage of waste, allowing for ease of cleaning. Grab handles are located on both interior sidewalls and the back. These units are virtually indestructible.

In addition to the innovative features mentioned above, the Zenith MAX and ADA include the following, which are standard on all Sansom Industries restrooms: common door latches, a seat lock system, industry-exclusive hands-free entry/exit, sonically welded hinges and large useful coat hooks.

Sansom Industries looks forward to hearing from you and is excited to offer the Zenith MAX and ADA. Contact Sansom Industries today to learn more. ■

Sansom Industries is a manufacturer of superior portable restrooms. With over 40 years in the portable restroom industry, as well as being portable restroom rental operators for over 25 years, it can identify with operators, from the assembler to the service technician to the pick-up and delivery driver. The company has pinpointed dozens of issues, found ways to solve them and while at the same time created innovative features, which will increase your bottom line and reduce or eliminate downtime. Sansom Industries provides a product that is second to none that will allow you to deliver an advantage over the competition.



844-972-6766 | cmannie13@sbcglobal.net
www.sansomindustries.com



GET
EMAIL NEWS
ALERTS FOR
Pumper

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

Innovation • Excellence • Durability The QUALITY You Deserve

With Sansom Industries Superior Portable Restrooms, you give your customer unmatched features, benefits, and innovations—and ensure your maximum profitability with an advantage over the competition.

MAX/ADA

Fully ADA and California Title 24 Compliant



45- or 70-gallon
SUMPED tank



Forklift guides
on both sides and rear



Units so durable that when dropped
approximately 9 feet from forklift to
concrete: NO DAMAGE

Unit does not
require angled
metal parts
to attach floor
and wall



Floor/Wall Mount System .400 gauge sheet

23 FASTENERS connect walls to base
5/16 18x1" Torx Truss Bolt
into 5/16 18 Nyloc Nut on Inside



Zenith
MAX/ADA now
available in
grey!

Zenith

Our 80-gallon
Flagship Model

Weighing 220lbs; 36lbs heavier than the current
average standard industry restroom of 174lbs.



Corners dovetail joined
with fiberglass rod for
unmatched durability



80-gallon SUMPED tank
provides 6" liquid depth
with 5-gallon charge



RAM

Superior 65-gallon
Mid-range Model

Weighing 200lbs; 26lbs heavier than the current
average standard industry restroom of 174lbs.



Superior Design
with four layers of plastic
on each corner



65-gallon SUMPED tank
provides 6" liquid depth
with 5-gallon charge



Sansom
INDUSTRIES
Superior Portable Restrooms

844-95ANSOM 844-972-6766

SAINT LOUIS, MISSOURI • SANSOMINDUSTRIES.COM

All Sansom Industries models protected by multiple U.S. Patents

MADE IN USA



Fresh Content

IS KEY TO YOUR COMPANY'S MARKETING STRATEGY... **LOTS OF IT.**

Trying to handle all of that on your own can be daunting. That's why you need **GalactIQ Media**. Our content generation team specializes in useful, organized, cross-platform content with custom-built, affordable solutions exclusively tailored to fit your company's marketing needs.



GALACTIQ

MEDIA

A division of COLE Publishing

www.GalactIQMedia.com
contentpros@galactiqmedia.com



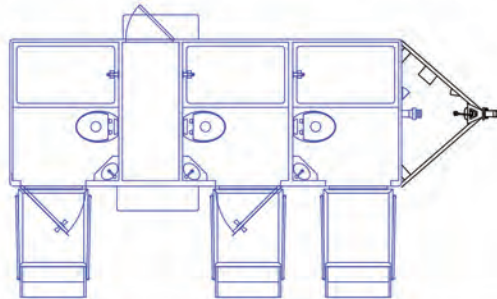
Shower Trailers Designed for Added Space

UltraLav shower trailers are known in the industry for their impressive room space and large shower pan size of 52 by 32 inches, ensuring that patrons never feel cramped. Models include two- and three-stall trailers. A mounted shatterproof mirror, aluminum changing bench and robe hook are standard in each room. The optional propane on-demand water heater system ensures that patrons always have hot water and curbs wasting of freshwater while the user waits for the water to heat up, allowing for more uses. A graywater diversion valve is included as a standard feature, which allows for draining through the rear of the trailer and bypasses the waste tank.

A Deluxe Shower Package can be applied to any UltraLav shower trailer model, converting the shower trailer into a combo trailer. This package adds a toilet and sink to each room while maintaining the impressively sized standard shower pan. The graywater diversion valve allows for shower water to drain through the rear of the trailer to maximize the efficiency of the black tank. ■



**Trailer pictured includes optional equipment available at an additional charge.*



Shower Combo Trailers

Our Deluxe Shower Package can be added to any shower trailer model to convert a standard shower into a shower combo trailer.

Select Standard Features

- 52" x 31" Shower Pan
- Self-Closing Faucets with Push Button Operation
- Shower Curtain & Rod
- Non-Skid Rubber Floor
- A/C with Heat Strip
- Shatter-Proof Mirror

Popular Upgrades

- On-Board Fresh Water
- Propane On-Demand Hot Water System
- Powered Roof Vents
- Wooden Mirror Frames
- Winterization Package

Mobile Restrooms

UltraLav® mobile restrooms range from petite 2-stall units for small gatherings to impressive 10-stall units for larger venues – the choice is yours.

Mobile Showers

UltraLav® mobile showers can be configured for leisurely uses like temporary locker rooms or more serious applications.

Accessibility

UltraLav® ADA units are not just handicap accessible, but ADA compliant, meeting or exceeding the permanent structure criteria as specified by the Americans with Disabilities Act.





(877) 301-3837 • sales@ultralav.com

UltraLav is a division of American Cargo Group, which is headquartered in Elkhart, Indiana, that specializes in mobile restroom and shower trailers. American Cargo Group is composed of American Hauler, Haulmark, Wells Cargo and UltraLav.

UltraLav MOBILE RESTROOM TRAILERS | 877-301-3837 | sales@ultralav.com | www.ultralav.com



Save Time and Money on Your Next Slide-In Installation

Slide-in tanks are an affordable way for new operators to enter the portable restroom industry and represent a tremendous opportunity for tank and truck manufacturers to win the next generation of loyal customers. Unfortunately, due to low prices and profit margins, they aren't always perceived as an attractive product to manufacture. Now, thanks to over 100 years' experience and a continual drive to innovate, Masport is helping builders see real value in slide-in tanks.

The Pro Pack Complete by Masport includes a fully integrated secondary prefilter oil-catch muffler, oil reservoir, built-in vacuum/pressure gauge, and vacuum and pressure relief valves. Featuring HXL2 (75 cfm) and HXL3 (112 cfm) pumps powered by 5.5 and 9 hp Honda electric start engines, these systems save tank builders valuable time and money.

After installing a Pro Pack Complete and a competitor's product, one leading OEM found the Masport system slashed installation time by nearly eight hours — saving a full day's labor! By drastically reducing fabrication work and plumbing connections, they have doubled slide-in build capacity.

End users also benefit from the ergonomic design with easy-to-access maintenance points and a direct-drive setup, removing the need to replace worn belts and pulleys. This ensures the system performs to the highest level year after year.

You might not have considered the benefits of an integrated vacuum pump system, but you owe it to yourself to check out the Masport Pro Pack Complete and save time and money on your next slide-in installation. ■

MASPORT
VACUUM PUMP SYSTEMS

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

Backed by Over 100 Years of Engineering Excellence

- ▶ Fan-Cooled and Liquid-Cooled Options
- ▶ Higher Continuous Vacuum and Pressure
- ▶ Lower Oil Consumption
- ▶ Quieter Operation
- ▶ No Oil Discharge Under Pressure
- ▶ Reliable Operation Under Extreme Hot or Cold Weather Conditions



BUILT FOR THE HARD WORKING PUMPER

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

Masport designs, manufactures and assembles the highest-quality vacuum pump systems and associated products. Backed by over 100 years' engineering excellence, our pumps are specifically designed and engineered to meet the needs of hardworking pumpers around the world. Our expert teams work to rigorous quality standards and a strict testing regime. Our efficient and reliable products are backed by the best service and support that has made Masport the No. 1 choice for pumpers worldwide.

MASPORT
VACUUM PUMP SYSTEMS

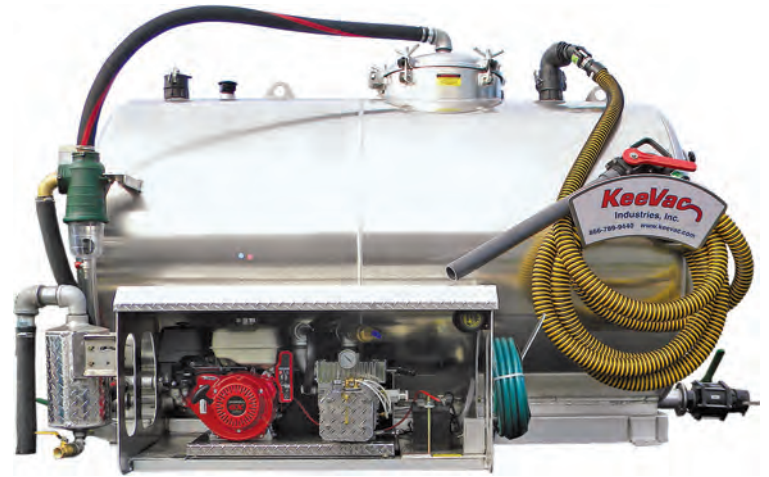
800-228-4510 | cs@masportpump.com
www.masportpump.com

Tanks that work as hard as you

Portable Restroom Septic/Grease
Slide-In Units Vacuum Pumps



Call: **866-789-9440**
Visit: **www.keevac.com**



An Easy-to-Use Slide-In

The FD-950-2C-SE from KeeVac Industries offers customers the versatility and dependability of larger portable restroom systems without the price tag. This flanged and dished tank is built for both on- and off-road service. Customers looking to add to their fleet can add this work-ready unit with a powerful pumping system and optional power-twin washdown pump.

This FD-950-2C-SE is one model in a line of over 50 standard models of slide-in units available from KeeVac. Customers love the ease of use of these tanks. With a smaller footprint than the larger tanks, these slide-in units can service hard-to-reach locations for increased service area growth with reduced downtime.

Each unit is made from all aluminum or stainless steel materials for a high-quality product that'll last for years to come. All KeeVac units come fully equipped and ready to work straight from the crate, complete with pump, motor, tiger tail suction hose, washdown hose with spray nozzle and much more. ■

KeeVac Industries offers solutions for portable restrooms, as well as septic and grease. Its tanks are constructed from marine-grade aluminum, stainless steel or steel. These tanks are then mounted onto a chassis of your choosing for a complete service solution. The staff at KeeVac has a combined 40 years' experience in the liquid waste industry, has been involved in every aspect of liquid waste and is happy to share its experience with customers. To best serve customers, KeeVac has tanks in stock for the most popular sizes. Custom sizes are available with engineered drawings. KeeVac also stocks a variety of vacuum and water pumps to choose from.

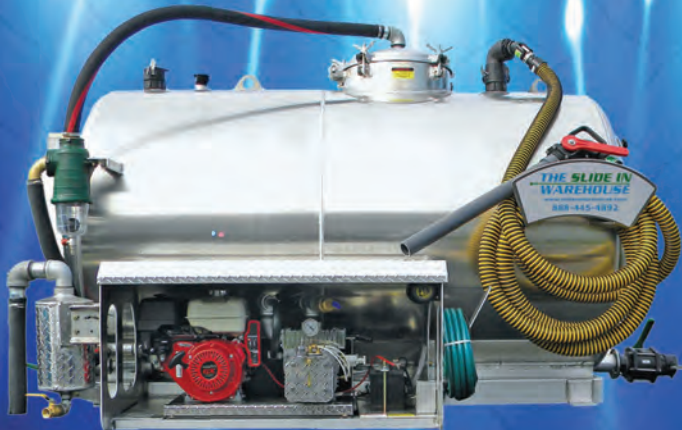


866-789-9440
info@keevac.com
www.keevac.com

**THE SLIDE IN
WAREHOUSE**

Ready to be installed
Pickup Truck
Flat Bed Truck
Roll Off Truck
Trailer

**48 Standard
Slide-In Models
Ranging from
300-1500 gallons**



FD-950 shown 650/300

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

A Very Impressive Portable Restroom

For over 25 years, NuConcepts VIP — Very Impressive Portables — built in Ontario, California, have been the workhorse of the industry.

The VIP is solar powered and self-contained, with a flushing porcelain toilet with Teflon seal, acrylic-coated metallic ABS sink, heavy-duty auto-off faucet and mirror, built-in counter trash container, switch mat and latch for activated power, LED interior and exterior lighting, LED “in use” light, and a power roof vent. Other options include a winterizing package, air conditioning, warm water heater and power converter for 110-volt service.



This portable restroom has 1/2-inch polyethylene walls with fiberglass doors including proprietary extruded aluminum structural elements. The VIP has three lockable service doors and keeps the battery in a separate compartment, protecting electrical components from water and waste. The 65-gallon waste tank and 40-gallon freshwater tank allow for 125 average uses.

This VIP stand-alone portable restroom weighs 600 pounds and is built with durable plastic permanent skids. It can also be mounted on trailers for one- to six-unit configurations. Check out NuConcepts’ website

for other models and download a brochure for specifications.

NuConcepts takes pride in its high-quality products and customer service. Call today for more information and pricing. ■

NuConcepts, a family-owned business for over 25 years, designs and manufactures state-of-the-art, private, solar-powered flushing portable restrooms, portable restroom trailers and portable deli utility sinks. Our handcrafted products offer contemporary designs, long-term reliability and industry-leading ease of maintenance and serviceability. With thousands of units in use worldwide, our products are proven to be durable and desirable to owners and their customers alike.



800-334-1065
doreen@nuconcepts.com
www.nuconcepts.com

WE CALL IT MAJESTIC

Luxury Restroom Trailer



Optional AC/Heater units require 110V

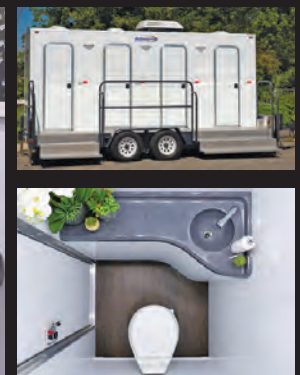
These Are Royal Accommodations

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

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

Available Options:

- Low Profile- AC/Heater System (Requires 110V)
- Half Moon Stainless Trash Receptacle
- 4-Piece Dispenser Kit
- Premium Spare Tire.



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

Self Contained-Solar Powered-Flushing Porcelain Toilet
Available as Stand Alone or Trailer Configurations



NUCONCEPTS
VERY IMPRESSIVE PORTABLES

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



One Truck Does it All



Smaller frame trucks allow PRO's to get closer to units for service

- Non-CDL
- Dual Side Service
- Multiple Strapping Points
- PTO or Honda Pack
- High Pressure Wash Down Pump
- Towing Capabilities
- Available in 4x4 or 4x2
- Back-up Cameras

Services 50-70 units on a service route.
Eliminates P&D routes. Reduces labor cost, fuel and wear & tear.



585-484-7009 | sales@portalogix.com
PortaLogix.com

Flatbed Service Truck Means Efficiency, and Profits, for PRO

Galaxy Restroom Co. had a problem: It had a limited amount of capital for its annual operational growth and replacement fleet expenditures. This was due to a recent acquisition that depleted its resources. Meanwhile, much of the fleet it acquired was tired and outdated. It needed to buy at least two trucks: one for service, as the company almost doubled in size overnight with the acquisition, and a second one to help with pickup and deliveries, as it picked up business in the event vertical as well.

So, Galaxy Restroom found a solution. It had seen the PortaLogix advertisement "one truck does it all" in *Portable Restroom Operator* magazine many times. The company always thought it was a good idea and now understood exactly why it makes sense. It can get a service truck that can service over 65

units on a route with an 800-gallon waste tank and 350-gallon freshwater tank in the flatbed. The same truck carries up to six units to complete pickups and deliveries at the same time.

"Two trucks for the price of one? Why didn't we do this years ago?"

The results have been staggering. Not only did the company stay within its fleet budget, but it also benefited from higher profits year after year as it invested in more PortaLogix trucks.



The company then did 80% of its pickups and deliveries on route with PortaLogix trucks, which allows for a much smaller fleet, less fuel expense and fewer labor hours for drivers.

Galaxy Restroom improved customer experience and saw a 55% increase in profit margins. The PortaLogix truck was the "secret sauce." ■

PortaLogix trucks are the "one truck does it all" portable restroom service and pickup and delivery truck. The patented-design flatbed carries up to six units and contains 350 gallons of freshwater in the bed. Trucks are designed and used by portable restroom rental owners and made to increase profits and efficiency.



585-484-7009 | sales@portalogix.com
www.portalogix.com

ADA Trailers Feature Slide-Away Ramp



Lang Specialty Trailers ADA Series restroom trailers are designed and manufactured to specifically meet requirements of the Americans with Disabilities Act. With a simple push of a button, the trailer frame hydraulically lowers to the ground. Once lowered, a self-contained slide-away aluminum ramp system installs in minutes with no tools or auxiliary parts. The hands-free lowering frame and proprietary slide-away ramp system can be installed from start to finish in under eight minutes.

The ADA Series also uses a commercial-grade, wall-hung gravity flush toilet, which eliminates the need for problematic macerator or vacuum flush systems. The combination of the hydraulically lowering frame, self-contained ramp and high-flow gravity toilet make this trailer easy to set up and easy to maintain, which helps you make more money! ■

LANG SPECIALTY TRAILERS **Lang Specialty Trailers** is a manufacturer of restroom and shower trailers. We pride ourselves on making long-lasting, innovative trailers and providing incredible customer service.

724-972-6590 | info@langtrailers.com | www.langrestroomtrailers.com

Restroom Trailers With an Attention to Detail

No other portable restroom manufacturer will give you the attention and service that Optimus Industries can give. Its attention to detail, innovative approach and ability to meet customer needs sets OI apart and allows the company to make a great product even better.

From the use of composite materials that aren't susceptible to water damage and don't need constant upkeep, to changes in areas like larger waste tanks and a better waste monitoring system, OI strives to benefit the operator while paying attention to new product design. ■



OI OPTIMUS INDUSTRIES **Optimus Industries** prides itself on its unique build. OI is currently the only manufacturer with structural corner extrusion, and this allows for greater structural stability and reliability. OI is committed to innovation while bringing customers the best and most functional unit possible.

574-226-0691 | info@oirestrooms.com | www.oirestrooms.com

Restroom Trailers

Office Trailers

Decontamination Shower Trailers

Shower Trailers

ADA Trailers

Laundry Trailers

www.LangRestroomTrailers.com 724.972.6590

With over 40 years experience, Optimus Industries, LLC builds restroom trailers with Craftmanship, Quality, Innovation, Design, Value & Focus.

Leading to the utmost Confidence & Peace of Mind in your purchasing decision.

Smooth durable white fiberglass interior & exterior
 Solid surface countertops with molded sinks
 Self closing faucets • Toilet paper holders
 Ceramic China pedal flush toilets
 Auto flush ceramic China urinal
 Heavy duty door closers • City water connection
 1 Piece flooring • 1 Piece roof
 Porch lights • LED lighting
 Fold down aluminum steps and railings
 LED waste tank indicator w/ audible alarm
 30 amp marine-style power cord
 Roof mounted air conditioner w/ heat strip
 Aluminum wheels • Fresh water fill/diverter

Elkhart, IN | 574.226.0691 | info@oirestrooms.com | oirestrooms.com



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.

Rainfall Records Threaten Onsite Systems on Low Ground

Designers must consider forecasts of high precipitation and intense storms when siting septic systems on low ground near lakes and rivers **By Jim Anderson, Ph.D.**

We've received a few questions recently dealing with issues around high groundwater, drainage and impacts on current septic systems, and designs for the future.

The first question outlined a situation where presence of redoximorphic features occurred within a foot of the soil surface. Data from piezometers (a tube or pipe installed in the ground that can be used to determine perched or seasonal water levels in soil) indicated that saturated soil was present below 3 feet.

The designer asking the question explained that regional drainage had been conducted in the area 50 to 60 years ago, and his opinion is redoximorphic features were then relics, reflective of the drainage condition 50 years ago and not during the present. I agreed this was a scenario where his conclusion may be accurate. With the drainage changes, soil hydrology has changed and it would take a long time for the features in the soil to break down and disappear.

He indicated system designs would change if the piezometer data were used instead of the soil evaluation, which would indicate a higher level of saturation. I agreed designs would change if the piezometer data were used. I suggested before they moved ahead with designs for systems, they perform additional soil analysis. I am awaiting results to see if professional soil scientists agree the features are relics.

RAIN, RAIN, GO AWAY

The second question came from closer to home. Last year was a year of high precipitation — not excessive, but certainly within the top 10 recorded years. This has resulted in lake levels rising to levels that have not been seen in 20 years or more. Inland lakes as well as the Great Lakes have seen high water tables. Lake Superior levels are near an all-time high.

The small lake I live on — as evidenced by how the water level has stayed above the rock that is just off our boat dock — has maintained the high-water level since fall 2018, due primarily to the high precipitation. Added to the precipitation is the presence of beavers whose natural instinct is to dam any flowing water and increase water levels. At times of low waters, this is just a minor nuisance. Last year, these factors led to shoreline houses on low, level land experiencing septic problems.

Rising water levels in the lake or river also rise in the adjacent soils, even if the area is not flooded. As the depth to soil saturation decreases, so does the separation distance between the saturated soil and the infiltration surface of sewage treatment trenches. This results in less unsaturated soil avail-

able for treatment and less oxygen available for the aerobic organisms in the soil that not only assist in treatment, but also break down organic material forming the biomat.

With less oxygen available, the biomat becomes thicker and more resistant to flow, decreasing the infiltration rate into the soil. During wet periods where water is higher in adjacent surface waters, the system is less able to accept the effluent delivered from the house.

If there is adequate capacity in the system, it can make it through this wet period and return to normal when the level goes down. However, if the condition persists or the saturation extends up into the trench itself, sewage will either back up into the house or rise to the soil surface. Neither of these conditions is acceptable for long-term operation.

DESIGN FOR THE WORST CASE

I designed systems in areas where the long-term soil drainage patterns were altered primarily for agricultural production. My experience was when houses are built and septic systems installed, soil drainage patterns were interrupted and drainage conditions reverted to their more natural state. This meant that the presence of redoximorphic features reflected the soil condition present after construction. Those features should be used to estimate the level of soil saturation for design purposes. This probably means designing mounds or at-grade systems instead of excavated trenches for the soil treatment units.

Where flooding or ponding (inundation) is likely, it is important to design and install systems for those conditions — maybe not expecting it every year, but at some frequency. Systems should be designed so the infiltration surface is above the 100-year flood elevation. Again, this means designing and installing aboveground mounds and at-grades in the area.

Inspection ports and system access should be installed to prevent infiltration through these openings during times when water is ponded on top of the system. When the floodwaters recede, any sewage tanks (septic, pretreatment or pump) should be inspected and pumped before the system is used.

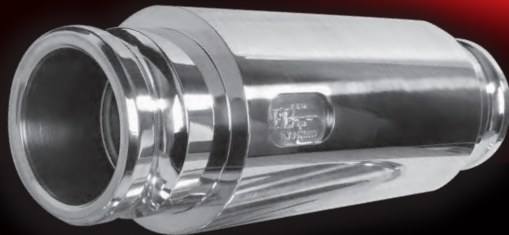
For my neighbors, a long-term solution is going to be similar: use of aboveground systems instead of their trenches and beds to avoid recurring problems. Extended periods of higher lake levels are forecast in our area due to the changing climate, which is expected to result in overall higher precipitation and in storms of greater intensity. Now is the time to make these changes to avoid additional problems. ■

POWER BOOSTER[®]

MARINE CASUALTY • OIL/FUEL SPILLS



Most versatile tool for removing floatable materials, sludges and debris from the ocean floor



Reduces Loading Time

Perfect for spills & releases of Fuel, Oil and other Contaminated Fluids from Tanker Vessels, Hull Fractures, Overturned Vessels and Spills in Shipping Ports and Marinas, Offshore Drilling Platforms & Offshore Bulk Fluid Transfers (Ship to Shore) from Ocean Tankers.

It provides limitless vertical lift and distance capability while pumping a wide range of materials in record times.

Fluid-assisted vacuum nozzle that simplifies the transference of liquids and highly viscous materials.

PATENTED



**PUMP DEEPER
PUMP FASTER**

**THE MOST
VERSATILE TOOL
IN THE INDUSTRY**

Available In: **2" - 8"**

Custom Sizes Available



Available Internationally

Dealer In: 

AES Group
Brazil
+55 (21) 99044-7887

PressureLift.com
972-355-0550
866-504-6596



Odor Problems



Septic odors stop with
SWEET AIR™
FILTERING DEVICE

— THE ORIGINAL —

— TUF-TITE, Inc. —

800-382-7009 www.tuf-tite.com

BEST ENTERPRISES, INC.

Building Quality Stainless Steel Tanks Since 1978



GH3200 gal
waste only
with
Masport
400WV



GH1500 gal
1000 waste and
500 water
with
Masport
HXL75V



GH1200
800 waste
400 water with
Masport HXL4
and Udor
high pressure
wash down pump

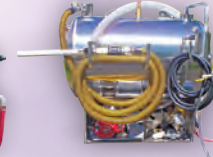
Slide-ins In Stock

All 304L Stainless Steel

400 waste /
200 water



300 waste /
150 water



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



Follow Us On   



Best Enterprises, Inc.

Located in Cabot, Arkansas

501-988-1905 • 800-288-2378

www.bestenterprises.net



Jerry's Sewer Cleaning Service

Big Rock, Illinois

Jerald Munson purchased a 2017 galaxy blue with metallic pearl Peterbilt 348 tandem-axle truck with a 3,600-gallon polished aluminum tank and National Vacuum Equipment 607 Challenger liquid-cooled pump built out by Imperial Industries. The truck is powered by a PACCAR PX-9 250 hp engine tied to an Allison Transmission 3000 RDS-P automatic transmission. Features include heated 4-inch intake and 6-inch dump valves, aluminum hubs and wheels, differential locks on both axles, Bendix Smart ATC (automatic traction control), rear and side LED work lights and safety strobe, heated four-way adjustable mirrors and chrome accents. The interior has air conditioning, Sirius radio, 40-channel CB, air-ride on driver and passenger seats, factory GPS, four-camera system dash-mounted push-button shifter, and controls on the driver's door to run the pump, lights, dump valve and Garnet SeeLevel gauge. Graphics are from Morley J Designs. The driver is Greg Freeland, and the truck is used for septic service and deep-pit pumping. The truck was built in memory of James R. Munson. ■

SHOW US **YOUR** CLASSY TRUCK!

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

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

Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. Email your materials to editor@pumper.com or mail to Editor, *Pumper*, P.O. Box 220, Three Lakes, WI 54562.

We look forward to hearing from you!

FORGET BACKFLUSHING

**SAVE TIME
AND MONEY!**

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

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

CRUST BUSTERS

Local Phone - 763-878-2296

888.878.2296



STEEL & ALUMINUM TANKS

POLISHED ALUMINUM SKIRTING AND TOOL BOXES



2020 FORD F-550

- 950/300 Aluminum Tank, Diesel... **\$85,000**
- 4x4, Diesel..... **\$90,000**
- Gas..... **\$75,500**
- 4x4, Gas..... **\$80,500**

- 950/300 Steel Tank, Diesel..... **\$83,000**
- 4x4, Diesel..... **\$88,000**
- Gas..... **\$73,500**
- 4x4, Gas..... **\$78,500**

2020 FRIEHTLINER

- 1450/350 Aluminum Tank..... **\$100,000**



NEW ALUMINUM TANKS

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

2020 HINO

- 2300 Septic Aluminum Tank..... **\$106,500**
- 1450/350 Aluminum Tank, Diesel **\$100,500**



2020 INTERNATIONAL CV515

- 1100/400 Aluminum Tank, 4x2 **\$84,000**
- 4x4..... **\$87,000**

- 950/300 Steel Tank, 4x2..... **\$82,500**
- 4x4..... **\$85,000**



2020 DODGE 5500

- 950/300 Aluminum Tank, Diesel, 4x2.. **\$81,500**
- 4x4..... **\$87,000**

- 950/300 Steel Tank, Diesel, 4x2 **\$79,500**
- 4x4..... **\$85,000**

All Brands and Sizes of Aluminum Tanks and Trucks are Available

TOILET TRANSPORT TRAILERS

13" Tires • 25" High

Sides Now Available



Used trailers also for sale

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

- 6 Hauler..... **\$3,500**
- 10 Hauler **\$4,600**
- 12 Hauler **\$5,000**
- 14 Hauler **\$5,500**
- 16 Hauler **\$6,100**
- 18 Hauler **\$7,000**
- 20 Hauler **\$7,500**

We stand behind our trucks and trailers!

BUILT BY PUMPER FOR PUMPER

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

LANE'S VACUUM TANK, INC.

3133 VANZORA RD. • BENTON, KY 42025

800.592.3308 • 270.527.9945

RODNEY LANE'S CELL **270.832.3793**

WWW.LANESMOBILEJOHN.COM

Downtown Minneapolis Utilizes Portable Sanitation to Expand Restroom Access

The 100 Restrooms Project adopts a multiprong approach to provide relief for visitors in search of a bathroom **By Ken Wysocky**

As many people will attest, finding available public restrooms in large cities is often difficult. Even municipal buildings aren't always open to the public, and many businesses only allow paying customers to use their restrooms.

But cities like Minneapolis are proactively trying to address this issue, spurred by concerns about public urination and general convenience for residents and visitors alike. In fact, a program called the 100 Restrooms Project, sponsored by the city and the Minneapolis Downtown Improvement District, is using portable restrooms to augment its permanent public restrooms, says Ben Shardlow, director of urban design for the district.

"We do an annual perception survey that asks thousands of residents, visitors and downtown employees about their concerns," he says. "For the first few years, litter was the top cleanliness concern. But about six years ago, public urination became the No. 1 issue with a bullet.

"But it's not just about public urination," he adds. "It's also about people coming downtown and having a good experience. ... Virtually everyone will need to know where restrooms are located. It's a basic hospitality gesture, just as you'd tell guests in your own home where the restroom is."

Implemented last October, the project features wayfinding signage that lets the public know where the nearest bathrooms are located, portable restrooms in areas with limited public-restroom availability and an opt-in program for private businesses willing to let the public use their bathrooms, he says.

The ultimate goal: 100 restrooms available for public use. Currently, the count stands at 31, Shardlow says.

Shardlow recently spoke with *Pumper* about some of the challenges the Minneapolis Downtown Improvement District faces while trying to get to 100 restrooms — and what role portable restrooms could play.

Pumper: Why not just build more permanent public restrooms?

Shardlow: They're very expensive. There are horror stories from cities like Seattle that bought five high-tech, self-cleaning toilets for \$5 million, then sold them for scrap about four years later. (News reports show the commodes were hot spots for drug use and prostitution.) So it's possible to throw a lot of money at this issue and get poor results.

And in New York City, officials approved funding for dozens of permanent public restrooms without identifying suitable sites. They struggled

for years to find suitable sites and only managed to install a handful. They received a lot of pushback from concerned neighbors and business owners who didn't want them built in front of their stores. They said restrooms would prevent pedestrians from seeing their stores and would also cause loitering problems.

Pumper: You first ran a pilot program with portable restrooms — how did that go?

Shardlow: We did that in fall 2015. We put three single restrooms next to Peavey Plaza (a 2-acre downtown park) for a month — one for men, one for women and one that was Americans With Disabilities Act compliant. They featured vinyl wraps with graphics.

We wanted to determine if people would use them and if any safety or maintenance concerns would emerge. They were highly used, and we didn't have any safety or maintenance concerns, such as drug use or anti-social behavior. We were happy with the results because we had heard a lot of horror stories about portable restrooms from facilities managers. The pilot program gave us useful information we could take to our stakeholders, rather than just speculate on what might happen.

Pumper: How many portable restrooms do you currently have in downtown Minneapolis?

Shardlow: We have three all-gender ADA units (Satellite | PolyPortables) in three different locations. They're serviced daily by Biffs. (The company is based in Shakopee, just south of Minneapolis.)

Pumper: Were the portable restrooms well received by the public?

Shardlow: Yes. About 58% of respondents to a survey expressed support for portable restrooms. But people also expressed concern about how well they'll be maintained and about nuisance issues.



Reach Ben Shardlow of the Minneapolis Downtown Improvement District at bshardlow@mplsdid.com.

“It's not just about public urination. It's also about people coming downtown and having a good experience. ... Virtually everyone will need to know where restrooms are located. It's a basic hospitality gesture, just as you'd tell guests in your own home where the restroom is.”

— Ben Shardlow

Pumper: Where are the 28 public permanent restrooms located?

Shardlow: They're generally located in publicly owned buildings, such as the public library, city hall, county office buildings, city-owned office buildings and so forth. They're not secured — people don't need a code to get in. But many of them aren't open all the time.

Pumper: Are you trying to get business owners to participate in the program?

Shardlow: Yes, but we're just starting the conversation. We're asking business owners if they're willing to put signs in their windows, saying their restrooms are open to the public. We have a prospect list we're working through. We know we'll get a lot of noes, but we feel it's good to at least ask and see which business might be willing to let people use their bathrooms before spending significant amounts of money on other solutions.

Pumper: Do you want to add more portable restrooms to get to your 100-restroom goal?

Shardlow: Yes, but we don't have the financial resources to do so right now. Paying for daily service adds up quickly. And even if we didn't have financial constraints, we don't have enough people to staff the restrooms.

Other cities have found that the best practice is to pay someone who's in charge of greeting people. This basically lets people know that the restrooms are staffed, which helps prevent safety and nuisance behaviors, like people using them for shelter, for example.

These restrooms are in sleepy corners of downtown, so paying someone to sit there for 24 hours a day doesn't seem like a good use of resources. It's a conundrum, which is why it's important to work toward other solutions, too.

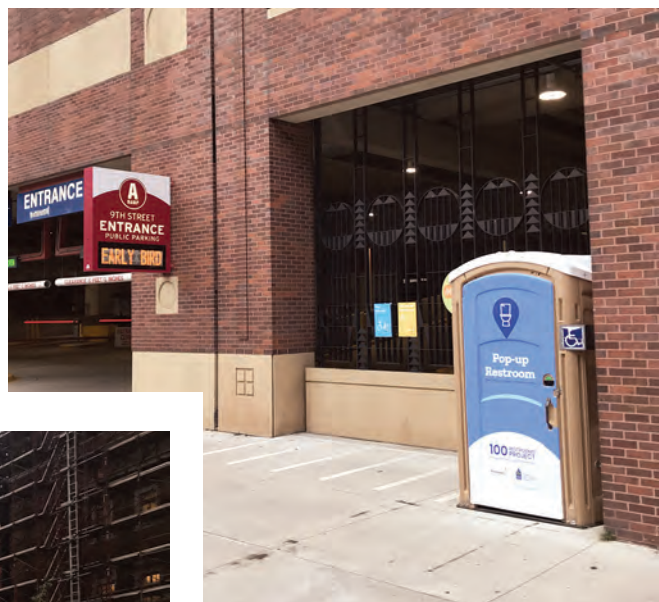
Pumper: Is there a way to work around that staffing issue?

Shardlow: The real magic solution is putting portable restrooms in places that are already staffed and have a lot of activity, so people know the restrooms are somewhat supervised. It's better if those attendants can do a reasonable level of multitasking, not just sit there and wait for three people an hour to use a portable restroom. But it's a ground game. You need to look at individual blocks and businesses to find the right solutions.

Pumper: Is signage an important part of the program?

Shardlow: Yes. We use sidewalk signs made from printed foil with metallic backing, not vinyl. They're more durable than vinyl floor graphics, but they're also not designed to last forever. They can be problematic, too; the snow covers them in winter, for instance. And if you ever change the location of a portable restroom or if a building with a public restroom closes or changes its business hours, then you need to change the signs to reflect those things.

On the other hand, it's clear from feedback that people generally don't know we have 28 (permanent) restrooms downtown. Signage raises awareness of locations. ... We don't want to put people in the position of guessing where restrooms are located. We understand there'll always be people who disregard the resources we put out there, but most issues with public urina-



Above: Special signage has been placed on three restroom units in downtown Minneapolis, including this one in front of a parking garage.



Left: This Satellite I PolyPortables Freedom restroom was placed by Biffs in a downtown plaza location.

tion stem from people who don't know where restrooms are located.

Pumper: Any lessons learned while trying to tackle this problem?

Shardlow: I'd encourage other communities to approach this by first starting a dialogue — take an incremental approach to a broader, long-term challenge. They need to appreciate that in order to build community support; you first have to study the issue and share feedback. That's how you build political will and community support for the right solutions for your city.

Pumper: Do you see portable restrooms as part of the solution?

Shardlow: Portable restrooms certainly are a tool in the toolbox. We're still trying to learn how to use them in the service of reaching our broader goal, which is improving access to public restrooms, period. ■

AMERI-CAN COTTAGE TRAILERS

- Restroom Trailers for Special Events
- Luxury Restroom Trailers
- Construction Grade Restroom Trailers
- ADA Restrooms and Showers Trailers
- Shower Trailers - Laundry Trailers
- Restroom/Shower Combination Trailers
- Hand Wash Trailers - Plaza Units
- Decontamination Trailers

574-892-5151 www.ameri-can.com



2020 Freightliner 108SD, Cummins - 370 HP, Allison Auto., 4200 Gal. Aluminum Tank, 4310 NVE Blower, Remote System.



2020 Freightliner M2 106, 300HP Cummins L9, Allison Auto, Air Ride, Diff Lock, 2500 Gal. Imperial Tank with NVE 607 Pump.



2020 Freightliner M2106, 300HP Cummins, Allison Auto., 1900 Stainless Steel Portable Service Trucks.



2020 Freightliner M2106 350HP Cummins, Allison Auto., Full Lockers, 4000 Gal. Alum., 4307 Blower.



2015 Western Star 4900SA, DD15 - 505 HP, 13-Spd, 3.73 Ratio, 191" WB.



2012 Stephens 4,620 DOT 407 Tank, Berkeley Pump, Two Baffles, 20" Manhole, Hose Trays.



Call 920-997-4922

See our entire inventory at truckcountry.com

TRUCK SALES | EXPERT SERVICE | PARTS | FINANCING

We Have Money To Loan



**JIM THOMAS
SINCE 1997**

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

NEW AND USED WASTEWATER EQUIPMENT

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

GIVE ME A CALL!

100% FINANCING. NO DOWN PAYMENT.
If you are having difficulty getting the Credit you need call Jim Thomas.

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



**Septic Tanks • Water Cisterns
Pump Tanks • Holding Tanks
Rain Water Harvesting**

Multi Usage Multi Layer Multi Coverage

- Inner layer of FDA approved virgin HDPE, two inside layers of PE for improved stability, plus one outer layer of black and UV-stabilized PE
- Lifetime* corrosion protection and 5 years of labor insurance
- Strongest & heaviest poly tank on the market
- No water for backfilling required
- Low profile
- 100% watertight

Our multi-layered tank construction, consisting of virgin material surrounded by 3 layers of protection.



BEST TANK. BEST WARRANTY. BEST SYSTEM.

Roth Global Plastics

www.roth-america.com 866-943-7256

*see warranty for details



Performance By Design



Electric Powered

ProVac

**Industrial Pumpout System
Ideal For Grease Trap Service**



Gasoline Powered



PROCHOCK - TRANSPORT HOLD DOWN



Designed & Manufactured in the USA



Rugged & Reliable



**Diesel Unit Packages
35 CFM Thru 230 CFM**



**Gas Unit Packages
35 CFM Thru 230 CFM**

All Built to LAST



**Direct Drive Unit Packages
35 CFM Thru 115 CFM**



Right Angle Drive Packages



Pump Accessories



SDS Pumps w/ Hydraulic Bracket

www.westmoorltd.com

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



Vacuum Technology

Phone: 1-800-367-0972

Fax: 1-315-363-0193

The Missouri Smallflows Organization Promotes Onsite Regulation Updates

While the industry advances, inspector Rick Wilcockson says the state is playing catch-up with wastewater rules that haven't changed since 1996

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 Missouri Smallflows Organization.

Name and title or job description: Rick Wilcockson, owner/inspector

Business name and location: Accurate Septic & Well Inspections and Eastern Missouri Water Lab, Troy, Missouri

Services we offer: I'm a licensed third-party inspector. We provide onsite septic system inspections, well assessments and water samples for existing home sales. We also offer water lab services so we can take water samples for the onsite inspections and do those in an 18- to 24-hour turnaround. Any time you do a septic inspection where there's also a water well, you do a well inspection and take a water sample to make sure the drinking water doesn't have coliform bacteria or *E. coli*.

Age: 60

Years in the industry: 24

Association involvement: I've been a member of the Missouri Smallflows Organization on and off for 20 years and currently serve as chairman of the education committee. I'm also on the stakeholders committee of the Missouri Department of Health's onsite program.

Benefits of belonging to the association: Continuing education and keeping up with legislative requirements are two benefits. We also get to see new products from vendors and how they're used to improve the onsite industry during our annual conference.

Biggest issue facing your association right now: We're looking for legislative changes in the law. The current requirements have been in place since January 1996. We would like to see them updated. The Missouri Smallflows Organization is working with key personnel to help put needed changes in place.

Our crew includes: Chris Mattingly, inspector; Amy Smith, office manager/lab technician; and Steve Corrier, technical adviser

Typical day on the job: I'm up at 5 a.m. I read the news, review jobs and then head to the office where I check emails and voicemails before I hit the road. My inspections are usually at 9 a.m., noon and 3 p.m. As part of my duties for the stakeholders committee, sometimes I take new inspectors with me to do ride-alongs for education. One of the most rewarding things about the job is educating new people. We also pride ourselves on educating buyers, sellers and agents.

The job I'll never forget: At one site, I fell through a metal tank and was chest-deep in sewage. We were digging the tank up and when I stood on top of it, it caved in. That's why it's important to have your hepatitis shot. We've



Rick Wilcockson is shown on an inspection job.

also had jobs where people ran us off the job site and told us we were going to burn in hell. I've had my tires slashed four times; I've been held at gunpoint four times; I've been attacked by dogs. When you tell people their system is failing and in order for it to meet the inspection criteria they're going to need a new drainfield, which can be \$10,000, they get very angry and upset.

My favorite piece of equipment: Five years ago,

my daughter had to drag me into the modern world kicking and screaming, but we started using Microsoft Surface Pro tablets with Inspection Support Network software and doing our reports electronically. It's wonderful. It makes writing reports very easy and you've got everything right there. It's \$4 for an inspection and everything's saved on the cloud. You don't have all those paper files anymore.

Most challenging site I've worked on: Systems that are 60-plus years old are always challenging. Everything is like finding the lost Ark. Sometimes it's impossible to find any kind of drainfield. The tanks do not have risers. You have to probe and look and check old records and archives if they're available. Sometimes you run across them by accident.

Oops, I wish I could take this one back: In the early days, you could do an evaluation without looking inside the tank. In one case, the people had put concrete blocks over a 300-gallon steel tank so when we measured it with our probing rod, it appeared to be a 1,000-gallon tank. They also had a fake pumping receipt.

Another example — again, in the early days when I was an environmental public health specialist — there was a new lagoon that was put in and graded. It was getting dark, but the people said they were closing on it the next day and couldn't wait. So I went out there and had a big lighting unit

(continued)



T&T Tools, Inc.

Fax: 800.521.3260

Email: sales@mightyprobe.com

800.521.6893
www.MightyProbe.com



Call for a FREE Catalog

Call for a FREE Catalog

HOOKS...

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

PROBES...

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



TANKS TO YOUR DESIGN



SINGLE AXLE



TANKS SHIPPED TO YOUR LOCATION

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

**PUMP
DISTRIBUTOR**

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

Pump Rebuild Kits In Stock

BASE TANKS INCLUDE:

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

BASE TANK PRICING

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



12" Primary Shutoffs

Secondary Shutoffs



Sight Glasses, Valves & Couplings



21" & 36" Manways



800.364.7307

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



Tank World Corp

ALL MAJOR BRANDS IN STOCK
AND READY TO BUILD.

**DON'T GET A ROTTEN EGG,
COME SEE US
AT TANK WORLD**



Financing Available



**We build Vacuum trucks, Septic trucks,
Porta Potty trucks, and Body swaps.**

We can do Steel, Stainless Steel and Aluminum.

MAKING DREAM TRUCKS A REALITY

Parts and Accessories In Stock

ASME & R stamp accredited

UL 142

www.tankworldaz.com

12001 W. Peoria Ave
El Mirage, AZ 85335

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

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



Above: From left, Tom Shaw of Tom Shaw Realtors, Rick Wilcockson, and Chris Orf of ORF Home Inspections meet monthly to discuss septic laws and ordinances.

Right: Accurate Septic & Well Inspections and Eastern Missouri Water Lab



put on it. I walked around the lagoon and inspected it. About two weeks after they moved in, the lagoon was leaking through the bank. I pay for my mistakes so I paid for a new drainfield. I also learned you can't be a pleaser all the time. You have to follow the guidelines and use good judgement. Sometimes it's wiser to turn a job down.

The craziest question I've been asked by a customer: I was once asked why I didn't have the tank pumped out and then get inside it to examine it.

If I could change one industry regulation, it would be: All systems would require site-specific engineering by an experienced professional engineer and a follow-up signoff by the engineer. In the early days I didn't believe in that, but over the years I've seen things go wrong and I strongly believe in it now.

Best piece of small-business advice I've heard: My good friend Will, an attorney, gave me some advice that has saved many business relationships and actually increased my client list. Be proactive — "Do not wait to go to the site and walk it over if there is a complaint." Listen — "Be a good listener, and try to understand the customer's needs." Make it right if you made a mistake — "Get out your checkbook or repair it yourself."

If I wasn't working in the wastewater industry, I would: Be teaching. In the Marine Corps, I was an instructor in the Naval Aviation Maintenance School. Currently I teach a lot of classes for septic and wells. I'm an authorized trainer for the state of Missouri.

Crystal ball time - This is my outlook for the wastewater industry: We need legislative updates and closing of loopholes in our regulations. Science and technology are always changing, and we need to tailor our standards accordingly. A lot of people do this to make money, and it's a good living. But I do it because I believe in having safe drinking water and not having sewage discharging. I'm getting more near the end of my career than the beginning and you look at it from a different perspective. ■

- Compiled by Betty Dageforde



Pressure Washers & Drain Jetting Equipment

Van Mount Cold Water Jetter

VM4007H • 7 gpm @ 4000 psi
 • 400' x 3/8" hose on DC Reel
 • 690cc Honda
\$8,995

VM2712H • 12 gpm @ 2700 psi
 • 400' x 1/2" hose on DC Reel
 • 690cc Honda
\$9,599

Hot Water Cargo Van Jetter

CV4007H-HOT • 7 gpm @ 4000 psi
 • 400' x 3/8" hose on DC Reel
 • 690cc Honda
\$15,299

CV2712H-HOT • 12 gpm @ 2700 psi
 • 400' x 1/2" hose on DC Reel
 • 690cc Honda
\$15,995

Trailer Models

STB2712H • 12 gpm @ 2700 psi
 • 400' x 1/2" hose on DC Reel
 • 690cc Honda
\$15,099

STB4012K-P00163 • 12 gpm @ 4000 psi
 • 400' x 1/2" hose on DC Reel
 • 999cc Kohler
\$21,429

TT4 Series • 18 gpm @ 4000 psi
 • 500' x 1/2" hose/hydraulic reel
 • 74 hp turbo intercooled HATZ Diesel
\$44,500



**We Custom Build
 Machines To
 Your Specifications!**

Kohler powered models available, call for pricing 800-648-5011
 Looking for smaller or larger models? See all the jetting equipment at www.camspray.com

800-648-5011 | www.camspray.com | sales@camspray.com



ADVANCED WATER LEAK DETECTOR

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

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

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



Vacuum Sales Inc.
 51 Stone Road, Lindenwold, NJ 08021

Order Discounted Pumps Online

24 hours a day 7 days a week

www.vacuumsalesinc.com
parts@vacuumsalesinc.com



**We Service
 What We Sell**

VISA Discover PayPal **800-547-7790 • fax: 856-627-3044**



Kate Zabriskie is president of Business Training Works, a Maryland-based talent development firm. Reach her at www.businessstrainingworks.com.

Oh No, Not Another Staff Meeting!?!

You've all heard the groans when announcing everyone needs to gather in the conference room. But well-planned staff meetings will make your business better. By Kate Zabriskie

sit right next to them. We don't need to have a staff meeting. I used to have staff meetings, but we stopped having them. Nobody had anything to talk about.

We have enough meetings. We certainly don't need another.

For a myriad reasons, many managers or small-business owners don't hold regular staff meetings. Furthermore, most who do don't get the most they could from them, and that's too bad. Good staff meetings can focus a team, energize employees and engage them in ways that ad hoc interactions don't.

So how do you turn a halted or ho-hum approach to staff meetings into a high-functioning management tool?

Step 1: Connect Daily Work With Your Organization's Purpose

In addition to distributing information, staff meetings present an opportunity to connect your team's daily work to your company's purpose. If you think your people know how their work fits into the company's overall goal, you would be wrong. In fact, if you ask your employees what your organization's purpose is, don't be surprised when you get as many answers as there are people in the room. (And you thought you had nothing to talk about in a staff meeting! A discussion about purpose is a good one to have.)

Purpose is why you do what you do. You connect the work to the purpose by explaining how what people do aligns with the greater goal. For example, the head of housekeeping at a busy hotel might hold a meeting with the cleaning staff. In that meeting, the managers might recognize a team that received a perfect room score from all guests who took a survey and then talk about purpose.

The purpose of the hotel is to provide people a safe and comfortable place to spend the night. Having a clean, welcoming and functioning room is one of the ways a cleaning staff achieves that goal. By regularly connecting such activities as cleaning toilets, making beds and folding towels to the guest experience, the manager highlights why each of those activities is important.

Hotels or your job of pumping septic tanks or providing portable sanitation services are no different. No matter what they do, employees usually enjoy their jobs more when their leaders talk about the importance of their work. They also tend to make better choices if they receive frequent reminders about purpose and what types of activities support it.

Step 2: Highlight Relevant Metrics

Connecting work to purpose usually works best when a team focuses on both anecdotal and analytical information. If you don't currently track

People appreciate praise more when they understand how their actions delivered results. A praise segment in your staff meetings ensures you routinely take the time to recognize efforts.

statistics, start. What you track will depend on your industry. However, whatever you decide should have a clear line of sight to the larger goal. For example, a septic service company might track on-time service records, positive or negative customer responses, or a rate of new customers or customer retention related to advertising or marketing efforts. With regular attention placed on the right metrics, the team is far more likely to make good choices as to where it should focus its efforts.

Step 3: Follow a Formula and Rotate Responsibility

Successful staff meetings usually follow a pattern, such as looking at weekly metrics, sharing information from the top, highlighting success, a team-building activity and so forth. By creating and sticking with a formula, managers help employees know what to expect. Once employees know the pattern of the meeting, many are capable of running it because they've learned by watching. Managers then have a natural opportunity to rotate the responsibility of the meeting to different people. By delegating, the manager frees up his or her time and provides employees with a chance to develop their skills.

Step 4: Celebrate Successes

In many organizations, there is a huge appreciation shortage. Staff meetings provide managers and employees with regular intervals to practice gratitude.

"Bob worked overtime cleaning overused restrooms at the special event on Saturday. Because of that, we got rave reviews for our service by the customer."

"Mary Ann's efficient routing of our trucks when we were jammed with work on Friday got everyone home to their families for dinner and saved the company hundreds of dollars."

A steady drip of sincere gratitude can drive engagement. Note the word "sincere." Most people have an amazing capacity to identify a false compliment. Real praise is specific. Well-delivered praise also ties the action to the outcome. People appreciate praise more when they understand how their

NEW PRODUCTS

Your leader for simple innovative technology. Products built and field tested by industry professionals. Equipment that really works!

MEGA SCREEN 600 & 800 RECEIVING STATIONS



- Largest Receiving Stations On The Market Mega 800 51 Sq Ft, Mega 600 40.5 Sq Ft
- Offload At 1000-800 GPM Through Dual Fan Spreaders 4", 6" or 8" Inlet
- 3/8" Gap SS Bars Meet Ecology 503 Regs
- Use For Industrial Truck Clean-out
- Offload 2 Trucks At Once
- 7' Trash Chute Bolts On Either Side
- Septic & Grease Receiving And Lift Station Trash

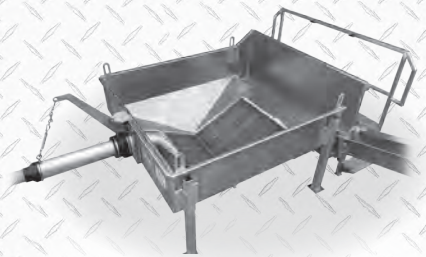
NEW TRASH MASTER 400 RECEIVING STATION



Simplest Auto Screen In The Industry

- Uses Gravity To Separate Trash From Flow Screen
- 4" Power Offload From Truck 500 GPM
- Patent Pending
- 3/8" Gap SS Bars Meet Ecology 503 Regs
- Dewateres Trash - VFD 5-30 RPM
- Heavy Duty Shaftless Screw Moves Trash To Receptacle

MAXI SCREEN 400 PORTABLE SEPTIC RECEIVING STATIONS



Aluminum & Stainless Construction

- 3/8" Gap SS Bars Meet Ecology 503 Regs
- Screens That Really Work
- No Moving Parts
- Gravity Off-Load At 500 GPM
- NEW 4' Trash Extension Puts Trash Directly Into Dumpster

Patented Dual Screen Design

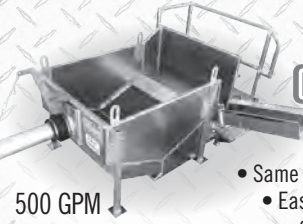
NEW

MICRO SCREEN 400 PORTABLE RECEIVING STATION



- Place Over Frac Tank Or In Ground Storage Tank
- Bolts Securely To Manhole Ring
- 3/8" Gap Bars, 8 Sq Ft Screen Area
- Sealed Lockable Hinged Cover • Fast 4" Offload
- Lightweight - Portable • Small Footprint

OUR SYSTEMS MEET ECOLOGY 503S



MINI SCREEN 400 PORTABLE RECEIVING STATION

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

500 GPM
Patented Dual Screen Design

TRIPOD LID & PUMP LIFTER



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

GRIT ELIMINATOR

- Removes Grit From Flow Stream
- Keeps Onsite Storage Grit Free
- Available in 18, 32, 64, 96 Cu Ft Grit Capacity



HANDLE-TECH Hose & Pipe Handles

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



Authorized Distributor

SHAFT DRIVE PUMPS & AGITATORS



- Move Septic And Grease Interceptor Waste With Ease From Underground Storage Tanks
- Great For Transferring To Land Application Site
- Mix While Dewatering
- Handles Sand Grit And Slurry Type Materials
- Pit Depths Of 3-12 Ft, 3333 Up To 500 GPM, 4444 Up To 1580 GPM

Patz DISTRIBUTOR

TRUCK TOW BEHIND PORTASCREEN SPREADER



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

actions delivered results. A praise segment in your staff meetings ensures you routinely take the time to recognize efforts.

Step 5: Focus on Lessons Learned and Continuous Improvement

Staff meetings that include an opportunity to share lessons learned help drive continuous improvement. At first, people may be reluctant to share shortcomings. However, if you follow step four, you should begin to develop better communication and a sense of trust with your team. Modeling the process is a good place to start.

"I learned something this week that I want to share with you. I had a call with a customer that could have gone better. I'm going to tell you what happened, and then we'll discuss some ideas about how I would handle something similar in the future."

The more you practice this exercise, the greater the gains you should experience.

Step 6: Develop a Schedule and Stick With It

Almost anyone can follow the first five steps some of the time, but those who get the most out of staff meetings hold them consistently. They publish a meeting schedule, and they stick with it. They may shorten a meeting from time to time or reschedule, but they don't treat their chance to gather the team as a low priority.

Good staff meetings aren't perfunctory activities that add little value. On the contrary, when used to their full capacity, they are a dynamic management tool. Now what are you going to do about yours? ■



in the
SPOTLIGHT
By Craig Mandli

NATIONAL VACUUM EQUIPMENT OFFERS SMALLER BLOWER PACKAGE

At their most basic level, blowers and vacuum pumps both create negative pressure. While pumps compress air to create a void, blowers use twin rotors to displace air inside a tank. Pumpers typically have the choice of using either a vacuum pump or blower on larger vacuum trucks, but **National Vacuum Equipment** now offers a smaller version of its blower technology geared toward smaller septic and portable restroom service trucks — the **B250 Max Pak**.

“We’ve had a lot of requests over the years for blowers to fit smaller trucks,” says Mike Rost, regional sales manager for NVE. “Customers who have used our bigger blowers like their durability, efficiency and power and have asked us repeatedly to offer that technology in a smaller package. This is our answer.”

The B250 Max Pak utilizes a hybrid tri-lobe blower with an integral four-way for vacuum/pressure use and inlet filter to provide protection. This package is oil-free and durable, moving 270 cfm and capable of running continuously at 15 inches Hg, Rost says.

“Obviously because it doesn’t require oil, that makes it a very durable option,” Rost says. “It offers significantly more airflow, making it a great fit to service large banks of restrooms at special events quicker and more efficiently. The blower doesn’t give off any foul emissions, which makes it a great fit for special events as well.”

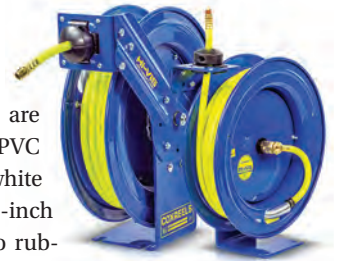
The Max Pak comes ready to mount and includes an exhaust silencer. The 1 to 1-5 gearbox makes it easy to get the optimum revolutions per minute to the blower while keeping the truck’s revolutions per minute in check. While it was designed to fit on a Ford F-550 and Dodge 5500, it can mount on any truck with ample ground clearance, Rost explains. It is also available in a hydraulic drive to accommodate four-wheel-drive trucks. According to Rost, a B500 package is in development and will accommodate larger-sized service trucks and septic vacuum trucks.

“The design is based on our 43 Series blower, but obviously in a smaller package,” Rost says. “It wasn’t designed to replace the rotary vane pump. Instead, we consider this the next evolution in the market. It comes as a bolt-on package that is ready to go.”

800-253-5500; www.natvac.com.

COXREELS HIGH-VISIBILITY SAFETY HOSE REELS

High-visibility safety hose from COXREELS are featured on the P, SH and T Series reels. The PVC and rubber blend, bright yellow hose has a white glossy stripe and is available in 3/8- and 1/2-inch sizes. The hoses offer similar performance to rubber with the weight of PVC, combining positive features of both hose types. They have increased flexibility and better low-temperature behavior while maintaining strength and toughness. With enhanced kink resistance and reduced coil memory, the hoses lay flat to reduce trip hazards. With a working pressure of 300 psi, the hose is suitable to use in applications involving air and water. **800-269-7335; www.coxreels.com.**



MASPORT PLUG-AND-PLAY SYSTEMS

The HXL4V and HXL5V plug-and-play vacuum systems from Masport have a new, compact low-profile design that incorporates an integrated scrubber, oil separator and inlet filter. The systems are fully integrated so they can slot into place, removing installation hassles and minimizing installation labor costs. They are available with plastic, steel or combination oil/flushing reservoir, and self-aligning gearbox and hydraulic drive options are also available. An optional extended self-aligning gearbox is available, allowing for direct alignment to the PTO on all truck models. **800-228-4510; www.masportpump.com.** ■

EASILY MOVE RESTROOMS

Super Mongo Mover®



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



Hitch Hauler™

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

DA
Deal Assoc. Inc.

Toll Free: **866.599.3325**

www.DealAssoc.com



MHC Kenworth

Contact Josh Claybrook @ 918-607-1006 | mhc.com



\$99,975

'20 Kenworth T270 Septic Truck

- 1900 Gal Powder Coated Steel Tank
- 12 Gal Cyclone Sec.
- Jurop XR-260 Vacuum Pump
- 21" Rear Hatch
- (2) 4" Suctions
- 6" Discharge
- 24" Tool Box
- 36" Tool Box
- Trailer Hookups

Chassis Specs

- 300HP Engine
- Allison Auto Trans
- 10K FA & 16K RA
- NON CDL Unit



\$115,900

'20 Kenworth T370 Septic Truck

- 2500 Gal Powder Coated Steel Tank
- 12 Gal Cyclone Sec.
- Jurop XR-260 Vacuum Pump
- 36" Rear Hatch
- (2) 4" Suctions
- 6" Discharge
- 24" Tool Box
- 36" Tool Box
- Trailer Hookups

Chassis Specs

- 300HP Engine
- Allison Auto Trans
- 12K FA & 21K RA



\$132,866

'20 Kenworth T370 Septic Truck

- 3600 Gal Powder Coated Steel Tank
- 12 Gal Cyclone Sec.
- Jurop LC420 Vacuum Pump
- 36" Rear Hatch
- (2) 4" Suctions
- 6" Discharge
- (2) 36" Tool Box
- Trailer Hookups

Chassis Specs

- 350HP Engine
- Allison Auto Trans
- 14.6K FA & 40K RA



\$111,975

'20 Hino 268A Portable Toilet Truck

- 1500 Waste/ 500 Fresh Powder Coated Steel Tank
- Flip Down Dual Toilet Carrier
- Masport 3" Viper Pump Pack
- AMT Stainless Wash Down Pump
- Hose Reel
- 2" Hose & Service Wand
- Dual Storage Boxes
- LED Rear & Side Lighting
- 4" Side Discharge
- NON CDL Unit



\$99,975

'20 Hino 268A Septic Truck

- 1900 Gal Powder Coated Steel Tank
- 12 Gal Cyclone Sec.
- Jurop XR-260 Vacuum Pump
- 21" Rear Hatch
- (2) 4" Suctions
- 6" Discharge
- 24" Tool Box
- 36" Tool Box
- Trailer Hookups

Chassis Specs

- 260HP Engine
- Allison Auto Trans
- 10K FA & 16K RA
- NON CDL Unit



\$115,900

'20 Hino 338 Septic Truck

- 2500 Gal Powder Coated Steel Tank
- 12 Gal Cyclone Sec.
- Jurop XR-260 Vacuum Pump
- 36" Rear Hatch
- (2) 4" Suctions
- 6" Discharge
- 24" Tool Box
- 36" Tool Box
- Trailer Hookups

Chassis Specs

- 260HP Engine
- Allison Auto Trans
- 12K FA & 21K RA

THE MOST LAYOUTS AVAILABLE FOR HANDICAP ACCESSIBLE TRAILERS



Proudly Made Since 2003

Comforts of Home Services, Inc.
BATHROOM • SHOWER • SPECIALTY TRAILERS

See our website for floor plans and options.



GS-07F-0236V

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

AMT
A Gorman-Rupp Company

The Pump People

Please visit us at www.amtpump.com

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

Washdown Duty Pump

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



NAWT
National Association of Wastewater Technicians

**YOUR SOURCE
FOR REAL
LEARNING**

Upcoming Training & Events

SAVE THE DATES

Septic System Design

CPOW Design Course
June 2-3, 2020
Location: Telluride, CO
Contact: Lisa Nicoll
cpow@cpow.net

Inspector Certificate of Completion Training Schedule

CPOW Inspector Course
May 5-6, 2020
Location: Montrose, CO
Contact: Lisa Nicoll
cpow@cpow.net

**University of Arizona
Inspector Course**
August 27-28, 2020
Location: Casa Grande, AZ
Contact: Aaron Tevik
atevik@cals.arizona.edu

RETS Inspector Course
September 25-26, 2020
Location: Arlington, TX
Contact: Lauren Trujillo
rets@rets-llc.com

Soils Workshop Schedule

May 13-14, 2020
Location: Durango, CO
Contact: Lisa Nicoll
cpow@cpow.net

CPOW Site & Soil
June 11-12, 2020
Location: Lakewood, CO
Contact: Lisa Nicoll
cpow@cpow.net

CPOW Site & Soil
September 16-17, 2020
Location: Loveland CO
Contact: Lisa Nicoll
cpow@cpow.net

Installer Training Course

CPOW Installer
September 4, 2020
Location: Greenwood Village, CO
Contact: Lisa Nicoll
cpow@cpow.net



NAWT
National Association of Wastewater Technicians

**Online Vacuum Truck
Training Available!**

**Please visit our website
for more information.**

**YOUR SOURCE
FOR REAL
LEARNING**

For more
information call:

800-236-6298

WWW.NAWT.ORG

\$5,000-\$250,000
ONLY NEED CREDIT APPLICATION!
No one makes it easier!



For more than 40 years, Gerry Oestreich has been a trusted name in new and used equipment financing.

- New Or Used Trucks
- Portable Potties
- Pressure Washers
- Trailers and more ...
- **NEW-WORKING CAPITAL LOANS**

abc
LEASING & FINANCING

Equipping Your
Business for Less -
Call Gerry @ 518-857-5206
or Greg @ 518-330-4113
Today To Learn More!

ABCLeasingNY@gmail.com

Visit Our New Website: **www.abclear.net**



**Municipalities, Farm, Custom Applicator
BioSolid Land Applicators**

New & Used Equip. Built to your specs
Call for information and pricing. Reconditioning of your TerraGator.

Linco-Precision LLC
Ag Technology Solutions

www.lincoprecision.com

900 West Main St.
El Paso, IL USA

Call John Kelly at 800.322.7156

Cell: 309.854.3849

THE HOSE AND FITTINGS EXPERTS

LOWEST PRICES ALWAYS

ORDER ONLINE
24/7

www.pumperhose.com



Kanaflex

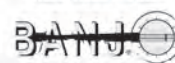
FLEXAUST



tigerflex

GOODYEAR

NAHAD | Safety, Quality & Reliability
HOSE SAFETY INSTITUTE



ABBOTT RUBBER COMPANY, INC.

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

E-MAIL sales@abbottrubber.com • WEBSITE www.pumperhose.com

Septic-Scrub™

Used by More Professional Pumpers to Increase Their Business

Backed By Science ■ Proven with Experience ■ Many Satisfied Homeowners

Septic-Scrub™ is a superior product for the maintenance and restoration of septic system drainfields. Customers appreciate that it is environmentally safe, contains no organic chemicals and does not produce any toxic by-products. Most importantly, **Septic-Scrub works.** It breaks down sulfide buildup in the biomat and soil to allow for better water absorption.

Learn more about Septic-Scrub at www.arcan.com.

arcan

P.O. Box 31057
Clarksville, TN 37040

For information on increasing sales and providing a valuable service to your customers, call Arcan Enterprises at **888-35ARCAN (352-7226)**



ARE YOU UNHAPPY with your current SOFTWARE VENDOR?



TIME FOR A CHANGE?
... WITH SOFTWARE TO FEEL GOOD ABOUT!

Ritam Technologies offers Summit Array™ Software to improve your experience and increase profits

AFFORDABLE . . . Save Money!
SUPERB SUPPORT . . . Quick and accurate answers!
INDUSTRY EXPERTS . . . 39 Years!
NOT JUST A NUMBER . . . You Matter!

**READY FOR CHANGE?
... CALL TODAY!**

- Billing/Receivables
- Route Management
- Inventory Control
- Service Reminders
- Dispatching
- Mobility
- Proof of Service
- Much More!

Home of Single-Click
Route Optimizing

- Portable Restrooms
- Roll-Offs
- Temporary Fencing
- Septic
- Grease
- Drains
- Plumbing
- Others

GET IT ON Google Play

Download on the App Store



Watch Demos

Ritam Technologies, LLC
USA/Canada 800-662-8471 Int'l 925-478-2732 **Call for a live demo**
info@ritam.com www.ritam.com

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

Serving the Industry

Visit your state and provincial trade associations

Alabama

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

Arizona

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

Arkansas

Arkansas Onsite Wastewater Association
www.arkowa.com

California

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

Colorado

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

Connecticut

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

Delaware

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

Florida

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

Georgia

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

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

Idaho

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

Illinois

Illinois Onsite Wastewater Professionals of Illinois
www.owpi.org

Indiana

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

Iowa

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

Kansas

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

Kentucky

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

Maine

Maine Association of Site Evaluators
www.maine.com

Maine Association of Professional Soil Scientists
www.mapss.org

Maryland

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

Massachusetts

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

Michigan

Michigan Onsite Wastewater Recycling Association
www.mowra.org

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

Minnesota

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

Mississippi

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

Missouri

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

Nebraska

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

New Hampshire

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

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

New Mexico

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

New York

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

North Carolina

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

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

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

Ohio

Ohio Onsite Wastewater Association
www.ohioonsite.org; 740-828-3000

Oregon

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

Pennsylvania

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

Pennsylvania Onsite Wastewater Recycling Association
www.powra.org

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

Tennessee

Tennessee Onsite Wastewater Association
www.tnonsite.org

Texas

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

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

Virginia

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

Washington

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

Wisconsin

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

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

NATIONAL

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

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

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

CANADA

Alberta

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

British Columbia

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

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

Manitoba

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

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

New Brunswick

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

Nova Scotia

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

Ontario

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

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

Saskatchewan

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

Canadian Regional

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

Thanks to Michael Septic & Drywell Cleaning

**Tanks,
Trucks
and
Hydro-
Excavators**



**Custom Tank Design
and Paint**

Thanks to Andersen
Sewer Service
of Montana

Ask for our
latest catalog!



**Vacuum
Trailer
Packages**

Shown with optional galvanizing



ST Series Complete Tank Kits Available



**ENDURA
PAINT**
Paint That
OUTLASTS & OUTPERFORMS

**VAXTEEL
VACUUM TANKS
BY LMT**

READY-TO-SHIP

Septic
and Grease

ST Series Gallon Capacities: 1800 - 2300 - 2500 - 3500



Choose LMT to build your custom vacuum equipment
EXPERIENCED VACUUM PUMP SALES & SERVICE



www.lmtmfg.com
info@lmtmfg.com



Format Friendly over all your favorite devices

VAC-CON
MORE POWER TO YOU

**Trailer & Skid Mounted
Industrial Vacuum Machines**



Hydro-excavation Machine



VecLoader



Jetter Machine



Combination Machine

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

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

ultra ultra ultra
LIGHT - VERSATILE - SAFE

ultraSHORE
P R O D U C T S



Quick to Install.
As light as 130lbs.



Roll Your Own.
Optional wheel kit.



Stacks easily with
2' & 4' high panels.

This is What Aluminum Shoring Was Meant to be!



1-800-683-8837

1-800-SHORING

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

www.shoring.com

classifieds

see photos in color at www.pumper.com

BLOWERS

Gardner Denver - Model GAELDRA, Sutorbilt Legend blowers, new surplus series 5LR-RHC. Max. RPM 2850, max. RPM vertical 1070, max RPM horizontal 764, max. pressure 7 PSI, max. vac. in HG 14, max temp. rise 160f, max. discharge temp. 260f. (3) available, \$3,500 each. Call 216-831-8858 or email sales@pkequip.com. (P04)

BUSINESSES



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

320-269-2920

P04

Busy & dominant PNW septic, drain cleaning and portable toilet business for sale. Pumping, repairs, maintenance, inspections, drain field cleaning & jetting, portables, Rich restroom trailer. Owners retiring, training and support if needed. Maintenance contracts and loyalty at it's best! Consistent growth with excellent "cash"-flow. Opportunity for growth and expansion. Experienced septic installer can hit a homerun! (5) Pumpers: Kenworth T800 5,000-gallon tractor/tanker pumper, Kenworth T370 2,500-gallon pumper, Freightliner 2,300-gallon pumper, International 4700 1,600-gallon pumper, Ford 1,500-gallon pumper. W4500 GMC 400/125 & INTL 4700 550/200 tenders. W5500 16' flatbed, 14' Chevrolet box van, Ford F150 4x4 service truck. Trailer jetter, over 20 cable sewer machines, inspection cameras. Late-model 7-unit premium restroom trailer, 100+ all newer rental units. Tons of equipment, welders, tools, machinery, etc. All vehicles and equipment are well maintained. We roll 24/7 fast and hard within a large rural service area. 100% turnkey, sustainable operation. Verifiable business and accounting records. Price includes business, shops, equipment, real estate and all inventory. \$1.4M. If you're seriously qualified, call 208-512-5932 and leave a confidential message. Principals only, no agents and/or absentee owners. (P04)

Septic tank business for sale. Good buy, ready to retire. \$75,000. Comes with 2003 Peterbilt 2,500-gallon truck w/new aluminum tank. Arkansas business makes the \$\$\$ you can pay it back the first 6 months. Tired, ready to retire. Email chevrodooffshore@aol.com. (P04)

Excellent business opportunity for sale! Lakes Region Septic Services Inc., a well-known and established septic company. We are located in the Seven Lakes region of Wakefield, NH and service several surrounding towns. Lakes Region Septic Services Inc., a family owned and operated business, was established in 1961. Also for sale is our septic system installation/excavation business. We also repair or replace existing septic systems as well as new installations! For more information and to set up a confidential meeting, contact our office 603-522-6246 and ask for Kim. (P04)

Business for sale. Located in the Piedmont of South Carolina. 60 mile proximity of Charlotte, NC, Columbia, SC & Spartanburg, SC. (2) 2016 service trucks, (1) 2014 pickup and delivery truck, (2) 3-station total climate control portable restroom trailers, 300 construction units, 36 special event units - used for special events only. Year round work handwash stations, black-water holding tanks, freshwater holding tanks. 30 years in business, established customer base, repeat customers. Owner retiring. 803-385-8681. \$325,000. (P05)

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

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (PBM)

DEWATERING



In The Round 20 ft. dewatering tank - only used about 5 times! In perfect condition. Company is moving in different direction and no longer need this piece of equipment. \$95,000

Call **575-397-2382**
or **575-631-9222, NM**
lcseptictanknm@aol.com P04

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

GREASE TRAP UNITS



2008 Chevrolet C4500, 850-gallon steel tank, Masport pump. \$25,000

John 770-409-2143 P04

HAZARDOUS WASTE UNITS

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

Stainless steel DOT Code hazardous waste or septic. Polar 3,600-gallon tank ready to mount on your chassis or sell outright. 20" rear manway, two 4" inch rear valves with full stainless hose trays. KLM Companies 617-909-9044 (PBM)

New 3,200 U.S. gallon, carbon steel, D.O.T. certified 412 vacuum tank, dump type with full open rear door and a Presvac PVB 750 vacuum-pressure pump installed on a 2021 Freightliner 108SD cab and chassis. (Stock# 13855) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (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# 13877) **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 7501 Vac-Con 390, 130,000 miles, Cat 3126 275hp, 80gpm jet. New hydroexcavating kit & recirculation, new boom (8" hose). Cummins aux. engine. 40' aluminum pipe, washdown gun, jet nozzles. 1,000-gallon freshwater, 1,000-gallon waste tank. ... \$70,000

Seth 330-231-5943, OH P04

REDUCED PRICE! 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. Automatic transmission. Have all repair receipts from day 1. Truck is ready to go to work, serious inquiries only. \$59,500. Call for information & photos - 773-269-7354. (P04)

JETTERS-TRAILER



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

800-624-8186
sales@hotjetusa.com
www.hotjetusa.com PBM

JETTERS-TRUCK



PRICE REDUCED! 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. \$26,500

Frank 978-758-6265, MA PBM

LIST YOUR EQUIPMENT FOR SALE IN PUMPER CLASSIFIEDS!

www.pumper.com/classifieds/place_ad

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

2009 Nissan UD 2300LP extended cab, 6-cyl. diesel w/Allison auto, 54,700 miles. Insulated, heated box w/walk-in door for tools, 600-gallon aluminum water tank, Mongoose 184 jetter unit with remote control, 1,158 hours. All in excellent running condition. Too many extras to list. Winter useable. \$52,500. Unit professionally set up. 563-927-5823. (P04)

LEASE/FINANCING

Western Equipment Finance, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

PORTABLE RESTROOMS

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

Armal portable toilets, brand new, never used, assembled. \$500 each. 810-560-3928. (P05)

For Sale: 18 Satellite Global units, dark green, 2 paper holders, very good condition - \$300 each. 10 yellow Global units, good condition - \$250 each. 8 Satellite Tuffways mounted on two-wheel trailers, gray in color. All machining units - \$1,500 each. FOB. Dickinson, ND. 701-290-6560. NO TEXT. (P04)

200 PJ forest green units, all in good to excellent condition, most have wood skids - \$350 each. 200 PJN3 forest green units all in excellent condition, plastic skids, hand sanitizer dispensers and 4-roll toilet paper dispensers - \$425 each. Sold in quantities of 10 or more, discount if 60 or more may apply. 920-322-3342, WI (P05)

PORTABLE RESTROOM TRAILERS

2013 Ameri-Can Engineering 612 Royale Dooley. Pewter in color. 2 stalls, one women/baby changing station, one men. \$17,500. Please reach out to Kimberli at PortaPros for more information and images 208-467-0089 or kimi@portapros.com. (P08)

2015 Wells Cargo Ultra Lav three-stall restroom trailer. Like-new condition. \$21,500. Call Steve for more info and pictures at 863-581-5680. (P04)

Fancy, large 9-station portable restroom trailer for sale. Great small business opportunity. Serves sanitation needs of up to 1,500 guests/attendees at your event. Large 15' x 32' fancy and fully remodeled unit. Can look under RESTROOM TRAILERS ON EBAY TO SEE PICTURES AND MORE INFO. Can transport. Separate Men's, Women's, Handicap rooms, with new wood-look flooring and wood trim, all electric hand dryers, central HVAC, LED security lights, licensed ADA compatible, hot-water heater, onboard water, 100% porcelain toilets and sinks, wide stalls, wood look floors, real wood trim, etc. Delivered and rented for large outdoor events, wedding, festival, family reunions, corporate picnic, etc. \$35,000 OBO. Compare new at \$60K. Perfect for long term use at colleges, schools, work camps for oil field, athletic stadiums, school districts ISD. Updated and ready for sale, great investment, leases for \$3K per weekend. Licensed and meets all codes, ready to put in place for immediate profits. Easy to clean and maintain durable surfaces, can connect with hose for external water supply. Call Greg 817-683-1485. (P04)

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

PORTABLE RESTROOM TRUCKS



2014 Dodge 3500, Hemi gas engine, auto, 70,000 miles, 2WD. New aluminum 450-gallon vac tank, 300 waste/250 water, Masport vac pump, Honda engine.

Call JR @ 720-253-8014, CO PBM



2003 Kenworth T-300, 250 hp, CAT motor, 6-speed, 278k miles, 900-gallon waste, 500-gallon freshwater, 300-gallon freshwater. Rear toilet rack. 33k GVWR. Transway 250 air-cooled pump. \$23,000 OBO

802-658-6243, VT P04



2015 Dodge 5500, 199,000 miles, 900/300, dual side onboard pressure washer. Solid truck. Asking \$38,000

814-277-6227, PA P05



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

936-641-3938

Check us out on Facebook! PBM



2007 GMC Isuzu NQR 1200 aluminum vacuum truck, 900 waste/200 freshwater. \$10,000

Call 631-299-9906, NY P04



2015 Dodge Ram 5500, 89k miles. Truck was in an accident and being sold as-is at \$27,500. Body has no damage. Body is a Portologix, 500-gallon waste/300-gallon fresh in bed. Liftgate, Challenger pump. DC10 washdown. All in working order. Will sell body-only for \$22,500. New body alone cost over \$45k.

Bruce 631-767-9404, NY P04



2004 Chevy C5500 portable toilet truck. Under CDL. Good truck. Runs good. V8 gas, 6-speed. 500 waste, 300 fresh. Liftgate. Approx. 440,000 miles. ... \$18,500

Chris 662-312-4224, MS P04



2008 Kenworth T300, Paccar motor, 6-speed, 208k miles, 900-gallon waste, 500-gallon & 300-gallon freshwater stainless tank. Transway 250 pump non-CDL truck. Good 22.5 tires and clean interior. Ready to work \$47,500 OBO

802-658-6243, VT P04



Multiple used trucks for sale. 2 stainless: 2012 Ford F550 w/Best Enterprise 800-gallon (550 waste/50 fresh) and aluminum liftgate. Truck does not run - asking \$19,000. Other stainless truck: 1997 International w/Detroit 466 motor, stainless three-compartment 1,500-gallon (900 waste/300 freshwater) - asking \$15,000. 2 carbon steel: Not much info on these - trucks were purchased through a business acquisition - asking \$9,500 each. Call for more information.

Bruce 631-767-9404, NY P04

2006 Ford F750 vac truck with Cummins motor and Masport pump. \$22,500 OBO. Contact us at 419-358-1936 or basi_mm@yahoo.com for more information. (P04)

1999 International 4700 for sale. 1,100 waste/400 freshwater. Approximately 226,000 miles. Asking \$15,000. Contact Jonathan at 843-283-3749 for more details. (P05)

2006 Chevy 7500 with 1,500-gallon slide-in vac unit. 125,000 miles. Automatic. Non-CDL. \$24,500. 919-817-6142. (P04)

PUMPER'S MONTHLY CIRCULATION REACHES

23,000+ READERS!

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

PORTABLE RESTROOM TRUCKS

2017 Ford F550, 6.7 diesel, automatic, 82k miles. Aluminum tank (1,100 waste/400 clean), Masport pump. \$65,000. Any questions call 786-488-4276 or email info@expressportable.com. Financing available with Western Finance. (P04)

2014 Hino 195 stainless steel pump truck, Best Enterprise built 1,050-gallon tank (300 water/750 waste), Conde PTO-driven pump. Runs perfect and dealer maintained, 185k miles. \$34,000. Call 718-634-2780. (P06)

\$30,000 for 3 flatbed/pump trucks. (1) F650 and (2) Internationals. Will separate. One International needs a new motor. Call or text 336-259-4049 for more info and pictures. (P04)

2011 Ford F750, Satellite MD1250 vacuum tank toilet carrier. Under CDL, 190k miles, auto. \$29,995. Call Ken 210-260-1702. Pics www.buckettrucksales.com. (P04)

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

2014 Imperial 1,175-gallon aluminum portable toilet service unit, 775 waste - 400 water with Masport HXL4 pump (no truck). (Stock# 71975V). **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)

PORTABLE SANITATION EQUIPMENT

Imperial slide-in, 350 waste and 150 water, in good shape - \$3,000 OBO. 25 fairly used PolyJohn restrooms, blue and white - \$250 each. 5 hand-washing stations, 2 PolyJohn dual stations, used twice - \$300 each. 4 single hand-washing on wheels - \$200 each. Call 850-554-0563. Can email pictures. (P05)

POSITIONS AVAILABLE

GapVax, Inc., a nationally recognized manufacturing business, is seeking a talented, highly motivated individual to fill a full-time Sales Position in the Midwest (Iowa based preferred) region. GapVax is the leading manufacturer of industrial and municipal vacuum units and hydroexcavation units in the United States. We provide the most reliable, comprehensive, and efficient mobile vacuum units in the industrial and municipal markets. Specifications of the position are listed on our website, www.gapvax.com, click on the Now Hiring link in the left hand column. Send resumes to or betty@gapvax.com or 575 Central Avenue, Johnstown, PA 15902. (PBM)

Production Leader Wanted: 30 Years Baltimore's fastest growing portable toilet and septic company. We are looking for a Production Leader to oversee daily operations. Experience in the environmental waste industry is a must. Responsibilities include overseeing 2,300 portable units, a large trailer business, emergency response teams, dispatch routing, route drivers, troubleshooting, office staff, and computer operations. Interested candidates must have a clean CDL license. Interested? Email cover letter w/salary requirements and resume to cleggore@gmail.com. (P06)

The septic sales rep will sell & provide support to all septic customers, delivering excellent customer service throughout the customer's journey. Responsible for identifying technical needs & recommending appropriate septic products. Familiarization with the installation of these products & training new groups of installers. Responsible for the completion of the sales order process, excellent communication skills, professionalism & a desire to successfully close deals on sales opportunities. Experience in the septic sector a must. 817-262-0744. TX (P04)

PUMPS

Fruitland Eliminator Series vacuum pump - Used for one year, right-angle gear box and 70" PTO driveshaft, model #500 LUF, serial #533884, January 2018, rated @ 1,400rpm. Complete with ready to rig truck mount and hydraulic tanks. Price: "AS-IS" \$5,750 FOB. Cleveland, Ohio. Contact 216-831-8858 or sales@pkequip.com. (P04)

Triplex Jetstream Waterblaster Series X4220 pump - asking \$65,000. Jetstream standard skid galvanized heavy-duty 8" tall skid frame. Color is red. The fittings on the pump are stainless steel so that acid can be used. The pump has two fluid ends - currently it's good for 12,500 psi and pumps 200 litres/min (80 US gallons/min). Includes extra ends good for 20,000 psi and 80 litres/min (21 US gallons/min) and are worth \$15,000. The head and rods have been switched out to meet the requirements for the increased flow and reduced pressure. ONLY 699 HOURS on the 320hp 3306 CAT engine. 50 ft. 5/8" high-pressure hose 25,000 psi and some 2" suction hose. Remote control throttle (50 meters). 140-gallon aluminum fuel tank. Call or email for more information and photos. 604-779-8350; wvo2007@gmail.com (P04)

SUBMIT YOUR CLASSIFIED AD ONLINE at
www.pumper.com

Nissan UD 2300, LP fuel injectors plugged around 350,000 miles. Fueled and would not start at station, 1,500 tank, Masport pump - model HLX75DE2. Asking \$4,000 OBO. Pick up in Des Moines, IA. Call Emmett at 515-975-8475. I will send pictures. (P04)

Buy & Sell all makes and models, new & used vacuum pumps, blowers, high-pressure water pumps, new and good used replacement parts. Buy discounted pumps online 24/7. Call us for a current inventory list. **www.VacuumSalesinc.com, (888) VAC-UNIT (822-8648)** (PBM)

RENTAL EQUIPMENT

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

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 TANK FORMS

Liquidating precast concrete septic tank operation. Professionally made septic tank forms, boom trucks, complete 8-yard (Stevens) batch plant & mixer, along with associated equipment. For complete equipment list & pricing email precast@frontier.com or call 931-526-2964. Cookeville, TN. (P04)

SEPTIC TRUCKS



2012 International 7600 WorkStar, MaxxFace 13 motor, 8LL transmission, 258k miles, air-ride suspension, full lockers. 3,500-gallon stainless steel tank (3,300 waste/200 fresh), washdown system, NVE 866 Challenger pump, see-level load indicator. There is also a spare NVE 866 Challenger pump and gearbox to go with the truck. The hoses will be included in the sale. \$70,000
740-391-5514, OH P04




2013 Kenworth T440, 4,200-gallon aluminum Progress tank, Challenger vacuum pump, Garnet gauge, jetter. New transmission and rebuilt engine 01/23/2020 by Kenworth with 1-year/100,000-mile warranty. \$115,500
Abpracadabra Septic Pumping LP
832-777-7540, TX P04



1995 International 4900, 2,300-gallon tank with Jurop pump. DT 466 engine. 9-speed transmission. Shifts great, good clutch. Starts quick and runs great. No oil leaks. Good tires, good brakes. 210k miles. This truck is ready to work. Comes with 6 new hoses bought in 2019. \$30,000 or make offer. Located in Virginia.
Call/text Chris 804-815-9675 P04



2005 Ford F750, 2018 1,850-gallon tank, 2018 Jurop PN84D pump. 6-liter, 6-speed, 63,800 miles. New injectors, new tires, non-CDL, runs great. Belfair, WA 98528 \$35,000
360-275-1996 P05



1988 International 1954 septic pump-er. DT-466 diesel engine. 2,700-gallon tank, Jurop pump. The tank and pump were added new to used truck frame in 1998. Mileage is 414,947. Truck was moved to backup status in 2004. Does need work to pass DOT inspection, clutch and brakes. \$9,500
Joe 410-745-2323, MD P04

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



1995 International, DT466 engine, 277,883 miles, 4,000-gallon tank, TSI 500 pump. Tank and pump updated in 2008. \$24,000

Steve 248-343-3010, MI P04



2007 Sterling LT9513, 405,833 miles. Mercedes Benz 4000 - 410hp. Eaton-Fuller 8LL transmission. 2008 Progress 4,800-gallon aluminum tank. NVE 866 vacuum pump. Water jetter. Heated valves. \$47,500

508-697-9974, MA
bobrenton@wvsiofma.com P04



2012 Peterbilt 348, Allison automatic, 4,300-gallon aluminum tank with 3-stage hoist and NVE 4310 blower, heated valves. 20k front & 44k locking rears. SeeLevel tank gauge, DuraBright wheels, CB radio, 50-gallon washdown tank. Strobes/beacons, heated & motorized mirrors, power windows & locks. Original owner, approx. 206k miles (running daily). \$105,000

Call/text 518-225-2560, NY P04

LIST YOUR TRUCKS AND EQUIPMENT FOR SALE IN PUMPER CLASSIFIEDS!

www.pumper.com/classifieds/place_ad



2008 Mack Granite GU713, 3,350-gallon steel tank with Masport pump, 92,300 miles, new tires all around, service up to date. Heated power mirrors, a/c, power windows. Runs good, ready to work. \$60,000 OBO

209-329-3679, CA P04



1986 T-600 pump truck, newer Fruitland vacuum pump 3406 B with recent in-frame, 8-speed trans, good drive tires, 386,000 miles. \$25,000

Mike 406-861-0779, MT P04



2012 International 4300, 26k GVRV. 6-speed manual transmission, aluminum 2,500-gallon U.S. tank, PTO-driven Masport 350cfm vacuum pump, PTO-driven 3,000psi General brand jetter with 200 ft. of 3/8" jetter hose. Aluminum tool box. \$42,900. Call, text or email Billy for more details and pictures.

770-365-2566, GA
billy@septicblue.com P04



2004 Peterbilt, 3,600-gallon tank, 500cfm Masport pump, one owner. Very well maintained, have all records. Rebuilt pump, new clutch, new turbo, recent tires, Caterpillar motor, 8-speed transmission, many other new parts. \$30,000 OBO.

860-664-9692, CT P04



1999 International 3300, 6-plus transmission, 220,000 miles. 2,500-gallon carbon-steel tank, water-cooled Masport H400W pump, new oil cooler and one universal joint. Tank and pump 9-years old. Heated rear valve, front and rear unload, air drop axle. DOT inspection good till April, will have the truck inspected and fix anything that it needs. New paint, hose trays Line-X'ed, heavy-duty hitch wired for trailer. 60-inch box, air-ride seat. Real good condition and ready to work. Needed a bigger truck. Can text or email pictures. \$25,900

906-293-6110, MI P04



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



2013 Kenworth T800, Cummins ISX15, 485hp, 18-speed. 4,200-gallon tank - 4,000-gallon waste/200-gallon freshwater. Full hoist, full rear-opening door. Transway 1200 pump, 10gpm 3,000psi, high-pressure jet. \$120,000 OBO

802-658-6243, VT P04



2005 Sterling, new 2,500-gallon tank, 450hp Cat engine, 435,000 miles, 10-speed, air-ride. Rebuilt Battioni pump by Lely manufacturing. \$37,500

Call 828-361-3390, NC P04



2004 Sterling Acterra, 33,000 GVWR, 2,500-gallon with 1100 Series Battioni 396cfm pump. Fresh paint, new tires, plenty of hoses over 150 ft. 6" lower valve and 4" pump valve heated. 145,002 miles with CAT 350hp, engine is also automatic. Very nice truck, only needs to be put to work. \$68,999

Aaron Crocketts Sewer & Septic
812-882-3572, IN P04



2010 International, 198,000 miles, 8LL, 3,500-gallon steel tank, Masport pump package.

866-720-4999 PBM



2007 Peterbilt 335: 2,500-gallon aluminum Imperial, MEC 5000, lift axle. 116,000 miles, 9-speed, C7 Cat, A/R. Excellent shape, owner-driven most of miles. \$70,000

Ryan@sodergrenseptic.com P04



2011 Western Star septic truck with Elliott septic tank. 275,000 miles. Location: Delanco, NJ. Truck: Detroit DD15, 14.8L, 475hp. Eaton manual RTO-16908LL 8LL-speed. Rear 4.30 tri-axles, 86,000 lb. GVWR, steel frame, 260" wheelbase. Tank: Elliott 4,620-gallon with National Vacuum Equipment (NVE) rotary-vane pump. Asking \$79,500

Peter 516-297-3691, NJ P04

SEPTIC TRUCKS



2017 Hino 338, 82,333 miles, GVWR 33,000lb, 2,500-gallon tank. ...\$89,000
Call Mike 518-622-3353
or 518-772-7992, NY P04



2013 Freightliner Cascadia, new 3,500-gallon vacuum tank, new Jurup R260 pump, new power takeoff, new Detroit DD15 450hp motor. New transmission, 10-speed, 355 rear lockers, suspension, cold a/c, 90% rubber on tires, disc brakes. 513,000 miles. Red and black, excellent find with all the new parts and accessories.\$50,000
800-721-2774 PBM



2000 Freightliner pump truck. Strong Cummins 330 ISM engine, 829,654 miles. Super 10 transmission, rebuilt approximately 5 years ago. 3,600-gallon tank, newly sandblasted and painted. Masport pump. Good tires. Strong truck! Runs everyday! \$32,000 OBO
772-777-5494, FL P04



1997 Peterbilt 379, C-12 engine, 240k miles, 3,600-gallon PikRite vacuum tank, 750 Presvac vacuum pump. Works daily. \$50,000 OBO
Call 484-764-6351, PA P04



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

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



2018 Hino 338, 45,000 miles, automatic, 220hp, new 2,500-gallon carbon-steel tank, new Masport Viper pump 350cfm, new tires and aluminum rims. Call for price.

Alan 786-908-5436 P04



2014 Peterbilt 337, under CDL, 260hp, automatic, new 2,000-gallon carbon-steel tank, new Masport Viper, 350cfm, new tires and aluminum rims, automatic PTO. \$65,000

Alan 786-908-5436 P04



2015 Peterbilt 337, IN STOCK, 300hp, automatic, 2,200-gallon aluminum tank, HXL400 pump.

866-720-4999 PBM



2002 Sterling with 3,650-gallon aluminum tank, Battioni water-cooled pump. Hoist, full-open hatch, onboard 8gpm jetter, 200-gallon water tank. New tires. 10-speed transmission. ... \$33,500 OBO

612-221-8997, MN P05



2015 Freightliner, DD15 Detroit, 505hp, 415k miles. 10-speed transmission, Jake brake, a/c, cruise. New: 3,700-gallon tank, stainless-steel hose-trays, Challenger 607 vac pump, paint, aluminum wheels & tires. Extremely nice, clean truck. Financing and delivery options available. \$77,000

Hull's Truck Bodies, LLC
740-820-5338, OH P04



2002 Volvo, 350hp, Volvo engine, 8LL transmission, a/c, cruise, engine brake. 3,000-gallon Presvac tank with hoist & full-open rear door, Wittig vacuum pump. New tires & paint. This truck is in like-new condition. Extremely clean. 222,000 miles. Financing and delivery options available. \$52,000

Hull's Truck Bodies, LLC
740-820-5338, OH P04

1994 Volvo WG64 with Presvac 3,300-gallon tank. Cat 3406, 400hp with Fruitland 1200 vacuum pump. \$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)



2010 Kenworth T800, ISX Cummins 485hp, 167k miles. 4,200-gallon tank (4,000 waste/200 freshwater), full hoist, full rear-open door. High-pressure jet, 10gpm @ 3,000psi. \$105,000 OBO

802-658-6243, VT P04



1999 International 4,500-gallon vacuum truck equipped with a 415 Masport vacuum pump. Heated mirrors, Johnson Mathews emission-reduction system, Caterpillar 3406 engine. Asking \$30,000 OBO

Call Guadalupe Valencia
408-799-7993, CA P04



2001 Mack, 3,300-gallon tank, 50-gallon freshwater tank with 12v washdown pump. Wallenstein vacuum pump, 150' of 3" hose, 3" suction, 6" air discharge. Truck has 150,000 miles, Allison automatic, parked in winter months. \$29,500

Call/text 989-370-7598, MI P04

Pre-owned 3,750 U.S. gallon, aluminum, 2-compartment vacuum tank with an NVE 367 vacuum pressure pump. Installed on a 2001 Freightliner C120 cab & chassis. (Stock#0428V) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

2009 Sterling Acterra cab & chassis, Progress 4,000-gallon aluminum vacuum tank with a Masport Hydra vacuum pump. (Stock# 7179V) **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)

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



International 8600. Only 156,000 miles on a Cummins ISM. Engine brakes. New 3,700-gallon steel tank, new pump, new PTO. Air-ride, air suspension. \$79,000. Shipping and financing available. We also have aluminum and steel tanks ready to ship.

**Call Isaiah @ 501-284-5505,
Logan @ 832-928-0985, P04
or Caleb @ 281-914-1192, AR**



2012 Freightliner M2 with only 164,000 miles on a 280hp Cummins ISB. New 2,500-gallon aluminum tank. New vacuum pump. New PTO. 72-point inspection. Fresh DOT inspection. Shipping and financing available. Clean title in hand. Fleet maintained truck. Ready to work. Located in Central Arkansas.

**Call Isaiah @ 501-284-5505,
Logan @ 832-928-0985, P04
or Caleb @ 281-914-1192, AR**



2005 International 9400, ISX Cummins, 450hp, 264k miles, 10-speed transmission, Jake brake, A/C, cruise. New: 3,500-gallon tank, stainless hose-trays, Jurop R260 vac pump, paint, aluminum wheels and tires. Very clean, low-mile truck. Financing and delivery options available. \$59,000

**Hull's Truck Bodies, LLC
740-820-5338, OH P04**

LIST YOUR TRUCKS AND EQUIPMENT FOR SALE IN PUMPER CLASSIFIEDS!

www.pumper.com/classifieds/place_ad

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# 13875) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648) (PBM)**

SERVICE/REPAIR

Dynamic Repairs - Inspection Camera Repairs: 48 hour turn-around time. General Wire, Ratech, Ridgid, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info call Jack at 973-478-0893. Lodi, NJ. **www.dynamicrepairs.biz (PBM)**

SLIDE-IN UNITS



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

**Call JR @ 720-253-8014, CO
or Mike @ 303-478-4796 PBM**

TANKS



New 2,000- to 2,500-gallon aluminum tanks with lights; New 1,800- to 2,500-gallon steel tanks with lights. New 450-gallon (300-gallon waste/150-gallon fresh) aluminum slide-ins. In stock, ready to ship. New and used CDL and non-CDL trucks available.

**Call JR @ 720-253-8014, CO
or Mike @ 303-478-4796 PBM**



2018 Morocco 4,620-gallon lined steel tank. Masport pump. Removed in 2019. Hauled freshwater only. Have everything to mount on truck. Delivery available. Call for price.

724-747-3229, PA P04



2018 Pik Rite 4,620-gallon lined steel tank. Masport pump. Pulled off truck in 2019. Hauled freshwater only. Have everything to mount to truck. Call for price.

724-747-3229, PA P04



Frac Tanks from Geneva Equipment. Financing available! Delivered to your door! Perfect for: Portable sanitation storage; Dewatering; Wastewater storage and treatment; Hydroexcavation; Stormwater runoff. Geneva Equipment has 1,000+ frac tanks available, epoxy lined and EPA compliant.

**Call 855-202-7872
or sales@genevaequipment.com
www.genevaequipment.com PBM**



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)**



Tanks in stock, ready to ship out or let us install it for you. Restroom, septic, grease in stock with mounting kits.

Call 888-6VACTANK today! 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**

New 4,200-gallon septic tank, 20' long, complete with full-length aluminum hose trays, (2) 4" valves, (2) manways, painted with tank lining. CLOSEOUT PRICE - \$13,985. Larger tanks available at commensurately higher prices. Please contact Air-Flo Mfg./Crown Tank at 607-733-8284. (P04)

TOOLS

Crust Busters: Portable, lightweight machine, guaranteed to mix up septic tanks and grease traps! Save time and money! **www.crustbusters.com, 1-888-878-2296.(PBM)**

T&T Tools, Probes, Hooks: Probes feature steel shafts with threaded and hardened tips. The insulated **Mighty Probe™** tested to 50,000 volts. **Top Poppers™** open manhole covers easily. Free catalog. **www.TandTtools.com. Phone 800-521-6893. (PBM)**



FILL a job opening

BID OUT an upcoming job

ANNOUNCE contracted services offered

SELL used equipment

OBTAIN a position wanted

FIND IT IN THE CLASSIFIEDS!

In Pumper magazine and on the web. Pumper.com

TOYS

Septic pumper and vacuum die-cast toy trucks: In your choice of colors and logos, several cabs available. Call 877-450-2100, write to Granite State Collectibles, PO Box 440, New Ipswich, NH 03071; or www.granitestatecollectibles.com. (PBM)

TRAILERS- VACUUM/TANKER



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

Call Cory
800-558-2945 Ext. 426 PBM

TRUCKS - BOOM



THE BEAST! Heavy-spec 6x6 boom truck w/Del Zotto boom. 2007 International 7400 SFA, 6x6, DT466HT. Allison MT643 5-speed automatic transmission. Meritor transfer case. Fabco front differential. Virgin rubber 95%. Hand-held remote boom controls to work safely and allow distance while loading and setting tanks. Boom articulates left and right to allow movement of your tanks in the hole safely. I challenge you to find another boom truck built this tough and ready to work in the United States! 35,500 miles & 3,007 hours. Turbo does need to be replaced. As-is, I will sell for \$85,000 or I will replace the turbo prior to sale for \$90,000.

Jimmy 850-814-9944, FL P04

TRUCKS - MISC.

Carpet and tile cleaning van ready to work. 2015 Dodge Ram Promaster 1500 van. 2019 Amtex Prowler 3033 truck-mount extractor, including hoses, tile tool, Bonzer carpet wand, stair tool, hose reels, fresh- and grey-water tanks and other misc tools. \$38,500. 406-351-9642. (P04)



1996 Freightliner, FL chassis, Cummins 400hp, 10-speed transmission, 860k miles, running daily. Keith Huber 2,946-gallon tank, hydraulic lift with Fruitland pump. Strong suction. Southern truck, no rust. \$25,000

Alan Glenn 256-960-9267, AL
alan@mazamaservices.com P04



2002 Ford F550 Super Duty with new 7.3 diesel motor and new transmission. Receipts available for engine and transmission. 1,000-gallon tank, Masport vac pump with Honda engine, plug and play. Have to sell because of CARB regulations. \$9,800

Karl Meyers 707-888-1659, CA
karlmeyers99@gmail.com P04



1999 International 4700 T444E, new Masport vac pump, new paint, new tires, 1,200-gallon capacity. Ex-city truck. Need to move on from this truck because of CARB compliance. \$23,000 OBO

Karl Meyers 707-888-1659, CA
karlmeyers99@gmail.com P04



1998 International, 5,351 original blower hours. \$85,000.

James Rooney 713-304-4148, TX
mickey@cleancosystems.com P04



1994 Kenworth T800 w/Detroit Series 60, 10-speed transmission, 3,500-gallon tank, approx. 500k miles, 5,800 hours. We just bought the business and the truck was part of the package – we do not need an additional truck. Current inspection, ready to work. \$28,500 OBO. Feel free to call or email with any questions or for more pictures.

Joe 315-365-2853 x201, NY
info@averdi.com P04



2006 International, 184,902 miles, PD blower, 7,802 blower hours, 20 ft. trenches. \$135,000

James Rooney 713-304-4148, TX
mickey@cleancosystems.com P04



Reduce disposal cost by 80%, do twice as many tanks per day. Split compartment 4,000-gallon Labrie Juggler truck that can process and reintroduce filtered grey water back into tank and self-cleaning filtration system. 2008 Freightliner M2, 199,000 miles, 450hp Mercedes, automatic Allison transmission, remote control automated valves, Labrie filtration system and computer, motorized hose reel. \$400,000 would be the new price of this truck, but as a used truck price is \$124,000.

919-817-6142, NC or
dylan@grease-cycle.com P04

VACUUM LOADERS

2000 Sterling CleanEarth combo, stainless steel debris tank, 1,200-gallon water tank, 824 blower, Myers water pump. Great plant truck. \$50,000 OBO. 813-677-7655 (P04)

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

SOLED

Sell your equipment in *Pumper* classifieds

Reach over 25,000 potential buyers each month when you list your equipment in the classified section. Plus, your listing is placed automatically online at the *Pumper* website. In addition, your ad will be placed in the *Pumper e-Trader*, an electronic magazine that is e-mailed to readers. That's three ways to move your equipment out of the yard!

Why wait?

Go to
pumper.com/classifieds/place_ad



Scan the code with your smartphone.

PLACE YOUR AD ONLINE AT www.pumper.com



Iron-Vac Truck Sales LLC

• www.iron-vac.com • 1-855-476-6822 •



TRUCK SALES • TANK SALES • PUMPS/PARTS • MANUFACTURING • CUSTOM RIGGING



NVE, Masport Distributors



***New and Used Truck Dealer**

***Steel Tanks**

***Aluminum Tanks**

***Custom Sizes**

***Short Lead Times**

Call us today – Isaiah: 501-284-5505 | Logan: 832-928-0985 | Caleb: 281-914-1192

WE HAVE THE ANSWER TO THE QUESTION YOU HEAR MOST: “Is there anything I can put in my tank?”

USDA-Approved
Liquid Bacteria/
Enzyme for
Residential and
Commercial Septics

CCLS® Septic Tank and Cesspool Treatment

- ▶ Maintains Septic Systems
- ▶ Digests Waste
- ▶ Eliminates Odors
- ▶ Unclogs Plumbing Waste Lines
- ▶ Reduces Organic Buildup



Cape Cod Biochemical Co.
Pocasset, MA

800-759-CCLS

Please consider our Pumper-Specific Products to enhance your capabilities and your bottom line.

Additional Products



Breaks down grease, digests waste, eliminates odors, unclogs drains.



Opens problem drains, removes buildup, keeps drains free-flowing, maintains grease traps and controls odors.



Restores drainage to clogged and sluggish drainage fields and eliminates odors.



Green Products for Septic Professionals | Since 1976 | www.SepticOnline.com

INDUSTRY NEWS

Wastequip names Bryant chairman of the board

Marty Bryant was appointed chairman of the board of directors at Wastequip. Bryant has served as the company's CEO since 2012 and has been a member of its board of directors since that time. His career spans all facets of industrial and automotive manufacturing, from design and development to executive management and successful distressed business turnarounds.



Marty Bryant

O.J. Watson Equipment joins Vac-Con distribution network

O.J. Watson Equipment joined the Vac-Con distribution network providing coverage in Colorado and specific counties in Wyoming. O.J. Watson has built custom trucks from pickups to large workhorses since 1912. Headquartered in Denver, the company also operates a service facility in Greeley, Colorado.

Over 30 years building quality equipment!

HotJetUSA®

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

HOTJET II

WITH PAYMENTS AS LOW AS **\$565.00**

*\$2,995 MSRP SALE PRICE WITH 20% DOWN D.A.C.

35 HP Vanguard Engine • 10GPM @ 4,000 PSI
Cleans 2-12" Drains with Hot OR Cold Water
*Delivery to lower 48 States Only - CALL FOR DETAILS

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

Surco
Potty Fresh Plus
Portable Toilet Deodorant

Powerfully-effective odor control liquid portable toilet deodorant!

Non-Formaldehyde • Deep Blue Non-Staining Dye

SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com



Mitch Halbardier

Halbardier joins Vacuum Truck Rentals

Mitch Halbardier is the newest member of its sales team at Vacuum Truck Rentals. He will serve the Deer Park, Texas, region and brings more than 18 years' of experience in the vacuum truck and heavy-equipment industry. Halbardier holds certifications in several Vactor CBT-based training programs, as well as Vactor 2100 mechanics training and Vactor HXX products/mechanics training. He also holds training certifications with IBAK camera systems and PipeLogix, and he has worked with many other manufacturers and equipment including Keith Huber, Galbreath, Presvac Systems, Global Vacuum Systems and GapVax.

GPS Insight acquires ServiceBridge

GPS Insight acquired Chicago-based ServiceBridge, a field service management software company that serves small businesses and franchises. Founded in 2010, ServiceBridge offers software solutions that enable field service teams to dispatch technicians, manage customer data, streamline workflow management and franchise operations, and analyze results. ■

MECH

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

The Best Package On The Market Includes:

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

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

MECH 800.362.0240
www.mtechcompany.com

JnA Main Line Vac

Get Yours Today with **Free Shipping!**

*(US Only)

Works on 3" & 4" pipe

\$129

To order please visit our website at jnamainlinevac.com

Clear The Main Line With Ease!
NC Tax Applies

Irwin Septic Pumping - Plumbing Repairs
(920) 655-8712

FREE PRIVATE LABELING

Drainfield Solutions
Root Control - Septic Solutions
Grease Solutions

www.lenzyme.com
800-223-3083

Join A National Brand: www.RooterMan.com

ROOTERMAN

"TO THE RESCUE"

NO ROYALTY ON PERCENTAGE OF SALES

Franchise Package **\$3,975**

RESERVE YOUR EXCLUSIVE TERRITORY • Call 1-800-700-8062

PUMPER REMINDER COLOR POSTCARDS

www.customcolorpostcards.com
Personalized service and custom to your needs.
onsitecompany@gmail.com | 781-844-8600
25 Years of Service

Beyond buckets and blades.

digDIFFERENT

FREE subscription at digdifferent.com

Fresh Content

IS KEY TO YOUR COMPANY'S MARKETING STRATEGY...

LOTS OF IT.

GalactIQ Media's content generation team specializes in custom-built, affordable solutions exclusively tailored to fit your needs.

GALACTIQ MEDIA
GalactIQMedia.com
contentpros@galactiqmedia.com



Surco
Fresh Lube
Pump Oil Odor Control Additive

Counteracts offensive exhaust odors generated by septic vacuum pumps

SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com

EASY-KLEEN
PRESSURE SYSTEMS LTD.
MANUFACTURER OF HIGH PRESSURE CLEANING EQUIPMENT

WOLVERINE
DRY STEAM GENERATORS
DRY STEAM GENERATORS

20/30/40/50 BHP
Up To 2,000,000 BTU

Curing
Thawing
Degreasing
Degassing
Melting
Cleaning & Restoring
Prepping Surfaces for Paint
Purifying
Weed Control

YouTube
www.youtube.com/easyklean
1-800-315-5533
www.easyklean.com • sales@easyklean.com

The Shaddix Company

Custom Made To Your Specs Truck Beds & Forms

1500 & 1000 Gal.
2 Compt. Septic Tank Forms

Septic Tank Delivery Beds

Call Dewayne for a quote!

256-737-0051
www.shaddix.us

EASY-KLEEN
PRESSURE SYSTEMS LTD.
MANUFACTURER OF HIGH PRESSURE CLEANING EQUIPMENT

VAN PACK JETTERS
12 GPM @ 3500 PSI

OPEN JETTER TRAILERS **GROUNDHOG JETTER**

ENCLOSED JETTER TRAILERS (Hot Water)

VACUUM TRUCK HEATERS
440,000 BTU to 4,000,000 BTU

YouTube
www.youtube.com/easyklean
1-800-315-5533
www.easyklean.com
sales@easyklean.com

T&T Tools, Inc.
800.521.6893

CALL for a **FREE** Catalog

Many styles Available

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

www.mightyprobe.com

R. Nesbit Portable Toilets introduces:
The Sani-Klip

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

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

SURCO
PORTABLE SANITATION PRODUCTS

XTREME
BEST Water Soluble Packets

SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com

Let Us Build Your **JETTER**

Diesel Propane Gas
Hot or Cold

AMERICAN JETTER.COM
866-944-3569

DREDGING & DEWATERING SERVICE

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

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

1.888.428.6422

SNELSON@TANKTEC.BIZ

TankTec

Tank Technologies & Supply Co, LLC

WWW.TANKTEC.BIZ

300 to 6000 Gallons

Aluminum or Stainless

IN-STOCK!



FORD - F550

1500 GALLON 1100/400

NVE 304

FLOJET

\$82,900



IN-STOCK!

INTERNATIONAL MV607

2000 GALLON 1500/500

NVE 304 DC10

HANNAY

\$109,600

IN-STOCK!!



ISUZU NPR-HD

999 GALLON 699/300

MASPORT HXL4

FLOJET

LOW PRICE

\$68,400

300 Gallon (200/100)

450 Gallon (300/150)

600 Gallon (400/200)

800 Gallon (540/260)

995 Gallon (670/325)

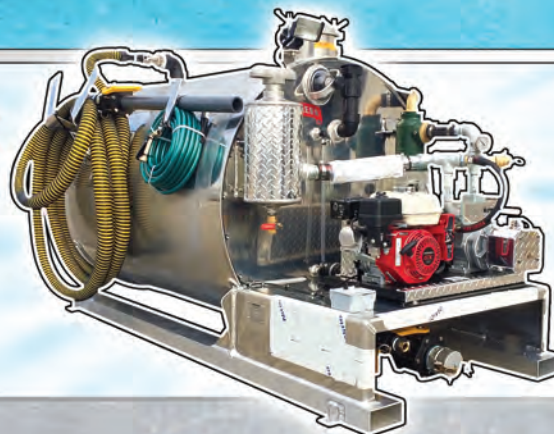
**IN STOCK
SIZES**

Completely self-contained and ready to work!

Smaller or larger sizes available.

Trailer mount, flatbed mount and

custom configurations available.



SLIDE IN TANKS

Standard Features:

Aluminum construction

25' vacuum hose with valve and wand

Honda engine driven vacuum pump

12v water pump

FACTORY BUILT TRUCKS, BUILT-TO-ORDER
IN-STOCK, FINANCING & LEASE OPTIONS

TankTec

TANKTEC USES FLOWMARK FOR FACTORY BUILT TRUCKS



IF YOU PREFER ANSWERS OVER QUESTIONS

The choice is clear...



US

VS.



THEM

Since PolyJohn was established in 1984, we have built our business by keeping customers our top priority. We do this by providing products that meet and exceed their needs and the needs of the end-user. We continually improve our popular products and keep an enormous stock of parts for old and discontinued products, so you always have access to what you need. Our products also come with the best warranty in the industry.

We also take tremendous pride in customer service. Most of our sales reps have been with us for many years, so they are extremely knowledgeable and know the industry inside and out. They have a strong bond with their customers and go the extra mile for them. To us, you're not just a number; you're a partner and friend. That's why we say, "The only thing that lasts longer than our products is our relationships."

In a time when there are more questions than answers, know that we have been and continue to be **there when you need us.**



POLYJOHN[®]

ALWAYS HAVE BEEN
& ALWAYS WILL BE

there when you need us

2500 GASPAR AVE., WHITING, IN 46394

PJPUMPER.COM | 800.292.1305



DOWNLOAD OUR GUIDES

PJProductGuide.com | PJBuyersGuide.com





PRESVAC SYSTEMS

DESIGNED AND BUILT FOR PERFORMANCE



Liquidvac

- > SS 316 Construction, High Polish Finish
 - > Waste Tank: 3000 US Gallon
 - > Water Tank: 300 US Gallon
 - > Presvac PV750 Vacuum Pump
 - > 400 CFM @ Free Air
 - > 350 CFM @ 15" HG
 - > Max Vacuum 27" HG Continuous
 - > Max Pressure 35 PSI
 - > Wash Pump: 10 GPM @ 2500 PSI

Liquidvac – Trailer

- > 9600 US Gallons
- > SS 316 Construction
- > Presvac PV750 Vacuum Pump
 - > 400 CFM @ Free Air
 - > 350 CFM @ 15" HG
- > Max Vacuum 27" HG Continuous
 - > Max Pressure 35 PSI
 - > Deutz Diesel Drive



Aquavac 4150

- > 15 Cubic Yard Tank
- > Carbon Steel Construction
- > Kaiser KWP7000i Liquid Ring
 - > 4150 CFM, 24" HG
 - > Fruitland RCF500
- > Pressure Off Pump



Quality...
...is our Trademark

Established 1972



4131 Morris Drive
Burlington, Ontario, Canada L7L 5L5
Fax: 905-681-0411

Nationwide Sales & Service

800-387-7763 | 905-637-2353 | www.presvac.com