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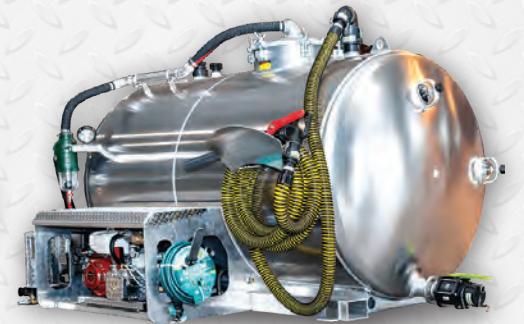
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- Ken Wysocky

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ON THE COVER: Timothy A. Giard & Son Plumbing & Heating found a valuable new revenue stream by adding a pumping specialty. Partners Jeremy Giard, left, and Timothy Giard are shown in the company yard. Their Volvo vacuum truck carries a tank from New England Mechanical Overlay and a National Vacuum Equipment vacuum pump. (Photo by Noah Willman).

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Education Is the Solution to Securing Septic Tank Lids

Jim Kneiszel, Editor



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

Another child drowns after falling into a septic tank. Industry professionals voice frustration with a pattern of safety lapses. | By Jim Kneiszel, Editor

Back in January, I wrote about my frustration over the ongoing problem of unsecured septic tank lids and numerous instances of children being injured or dying when falling into an exposed tank. No matter how many times we read about these tragedies, it seems like a solution to the problem remains elusive.

The day after Trent Wren read that column, the chief septic inspector for the Warren County Health District in Ohio was called out to look at a dosing tank following a recent service call. What he found was dismaying.

“There were eight screws, all standing up real proud. They were all unscrewed when somebody serviced that tank, I presume. And my hunch is they didn’t screw them back down,” Wren recalls. “Not too far away, I went to a second house and the lady said we had to (secure the lid) because it had not been screwed down by the service provider.”

This happens occasionally, says Wren, who has inspected an estimated 7,000 tanks during his 30 years with the county. So he keeps an assortment of stainless steel screws and a power screwdriver in his car to lock down the neglected lids. Each time he finds a plastic lid with missing screws, a broken or deteriorated concrete lid or no cover at all, he shudders at the potential tragic consequences.

He couldn’t take it anymore, so he shot me an email recently out of desperation.

“Since your editorial, I am watching like a hawk,” he wrote. “But me watching and you preaching probably won’t be enough.”

Sadly, I think he’s right. I have written about this issue a lot over the years. And I don’t think I can ever write about it too much.

ANOTHER TRAGEDY

Shortly after the January column was published, a 2-year-old boy in Washington state fell into an unsecured septic tank and drowned. Mozzie Herrera died because homeowners are often oblivious to the dangers posed by an unsecured septic tank and, unfortunately, some service providers and local officials with oversight responsibility are uninformed or not diligent about safety.

You want evidence in this most recent case? A news report about the child’s death featured a TV reporter saying responding police “secured” the lid so no one else would fall in. The camera panned down to show the tank covered by a scrap of plastic with a few bricks on top to keep it from blowing off the riser. The authorities should have made sure the tank was properly safeguarded before leaving the scene.

According to the KIRO 7 report, when parents Kiersten Lawing-Pletcher and Eddie Herrera couldn’t find the toddler, they frantically ran through the yard and passed the septic tank several times, never thinking he could have

fallen in. A responding police officer checked the tank and discovered the boy’s body.

“It’s killing me inside that my son passed away due to this. And it shouldn’t have happened,” a distraught Herrera told the reporter. “We want you guys to know that it is dangerous. Please don’t hesitate. Take care of (the tank lid) as soon as possible. Don’t wait until tomorrow because tomorrow is not promised.”

BRINGING AWARENESS

This news story made me wonder how long the tank was uncovered before the little boy fell in. How many people spent time in that backyard with the tank in that condition, with the potential danger never occurring to anyone until it was too late?

Educating the septic system user and constant training of service providers is the best way to reduce the risk of these tragic events, according to Wren. In the Washington state case, he isn’t so hard on the news reporter or the police who responded.

“If you’re the last one to touch it, you better make sure it’s secure. The lack of common sense with this septic stuff is mind-boggling. People come from the city and have never been on a septic system. As long as the toilet flushes and things go away, they don’t think about it all.”

Kim Seipp

gent whenever they service a septic system, Wren says.

“It’s about professionalism and our industry taking responsibility for what we should be responsible for,” he continues. “Every pumper and service provider needs to be thinking there is a chance for something terrible to happen.”

And the way the onsite industry is evolving, there should be a greater concern about tank security, according to Wren. Before Ohio rewrote its wastewater rules in 2015, he says most systems used conventional concrete tanks and drainfields. Access was either buried or the riser was covered by a 100-pound

“It’s not really a police matter. I would expect them to think they did what they could with what they had on the scene. We can’t rely on police or the fire department to seal up our septic tanks,” he says. “And I don’t expect a news reporter to know much about septic tanks.”

Of course a case like this could be traced to a poorly trained do-it-yourselfer who was ill equipped for maintaining safety. But qualified contractors need to be dili-

concrete cover that was difficult for anyone to move, especially children.

Today, most new systems in Ohio utilize advanced technology, have plastic tanks and require risers to the ground surface for easier inspection. Where before there was usually one tank access point, now there are multiple tanks and lids at the surface, creating more safety risks. At the same time, the majority of homeowners are away during inspections and service calls, reducing the opportunity to educate users about safety.

TAKING STEPS

There are a few things Wren can do to improve septic system safety. First, he can track how many unsecured lids he encounters. Also, he advises installers during new-system inspections that they need to secure lids every night when they leave the job site. And he needs to speak to homeowners as often as possible. And lastly, Wren can lobby about enhancing safety requirements every five years when wastewater regulations are updated, something that is happening this year.

The National Association of Wastewater Technicians addresses tank safety in all of its designer, operations and maintenance, and inspector training classes, according to Kim Seipp, education coordinator. Safety awareness and proactive work with users of septic systems will be the most effective way to prevent tragic incidents, Seipp says. New regulations may be a more difficult route.

“At this point it’s education, education, education. Practitioners should take every opportunity to talk to homeowners. Most people get it when you educate them about why this is important to do and they get on board,” Seipp says. “When you start looking at instituting rules and regulations, where are the teeth? It costs too much money to try and enforce them.”

EVIDENCE IN THE FIELD

Seipp and her husband, Jeff Seipp, work for their family company, High Plains Sanitation Service, in Colorado and pride themselves on ensuring tank safety when they leave a job.

“If you’re the last one to touch it, you better make sure it’s secure. The lack of common sense with this septic stuff is mind-boggling,” she says. “People come from the city and have never been on a septic system. As long as the toilet flushes and things go away, they don’t think about it all.”

The Seipps have encountered a lot of dangerous situations typically brought on by homeowner ignorance or service provider error. Oftentimes homeowners want to dig up and open their lids to make the job easier for the pumper, and they have rolled up on several tanks with drowned pet dogs in them. Discourage homeowners from opening the tank before your arrival, Seipp tells pumpers.

The Seipps once went through an entire subdivision providing inspections and found screws missing from the lids at every house.

“It’s really important that people understand these things need to be secured. If people choose not to do the right thing, it drives you crazy,” she says. “As a practitioner, our policy is if we see something like a broken or crumbling lid, we have a conversation with the owner and help them to help themselves. I call it an educational opportunity. Don’t just do the job and walk away.”

A TICKING TIME BOMB

Like Wren, I am haunted by all-too-frequent stories like the senseless death of little Mizzie. Someone, somewhere along the line either had no concept of the dangers or just didn’t care enough to secure that tank — and walked away with it wide open. It was like a ticking time bomb waiting to go off. We all need to do whatever we can to prevent sad stories like this one from happening in the future. **P**

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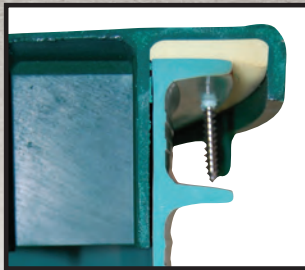
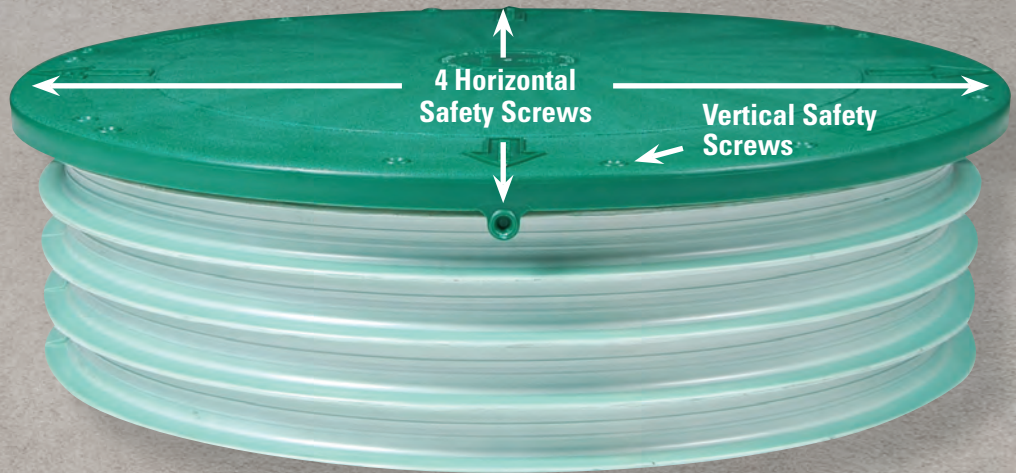
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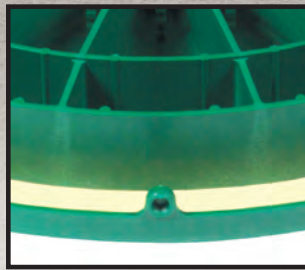
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SUMMER EVENTS

tips for smooth service

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A GREASE TRAP RIDDLE

the separation solution

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a maintenance walk-through

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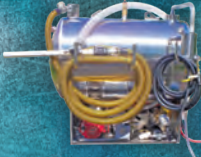
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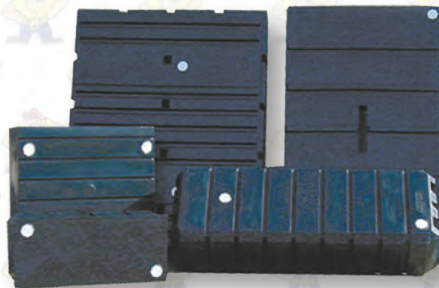


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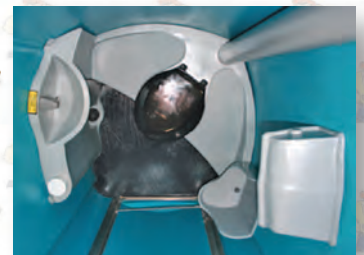
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The crew at Timothy A. Giard & Son Plumbing & Heating includes, from left, Jeremy Giard, Timothy Giard, Tim Hunt, Allyson Giard, Paul Dubois, Chris Eyssi and Dale Brien. (Photos by Noah Willman)



JUST ADD VACUUM TRUCK

A Massachusetts plumbing outfit decides it's time to stop passing up opportunities to pump septic tanks. The result is a successful new profit center.

By Ken Wysocky

For years, people calling Timothy A. Giard & Son Plumbing & Heating for septic pumping were referred to other local contractors. That practice ended with the purchase of a used vacuum truck in August 2018, signaling a new direction for the 35-year-old, family-owned company based in North Andover, Massachusetts.

The upshot? A new revenue stream and a way to tap potential new customers for the company's plumbing and hydronic heating services, says Jeremy Giard, 27, the company's vice president and co-owner with his father, Timothy Giard.

Missing out on pumping revenue always bothered the younger Giard. He already was somewhat familiar with the industry, having worked occasionally for a relative who operates a septic service company formerly owned by Giard's grandfather, Emile.

"It always was in the back of my mind — something I always wanted to do," Giard explains. "My dad and I have been spitballing the idea for the last few years. And other competitors in the area are getting older.

Timothy A. Giard & Son Plumbing & Heating

North Andover, Massachusetts

OWNER: Timothy and Jeremy Giard

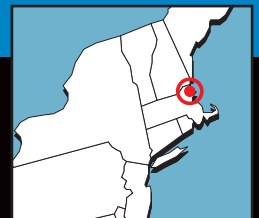
FOUNDED: 1985

EMPLOYEES: 6

SERVICE AREA: 20-mile radius around North Andover

SERVICES: Residential plumbing and heating, septic service

WEBSITE: www.giardplumbing.com



"So I figured this is a good time to offer this service to our clients," he continues. "We already have a foot in the door with our hydronic and general plumbing services, and people ask periodically if we know anyone who pumps out tanks. Instead of referring them to other companies, I said I'd find an inexpensive truck and start doing it ourselves."

Giard's interest intersected with opportunity when he saw a used vacuum truck for sale in the Pumper Trader classified ads: a 1989 Volvo Aero equipped with a 4,000-gallon tank. For Giard and his father,

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Left: Jeremy Giard connects suction hoses to reach a customer's backyard tank.

Below: The 1989 Volvo carries a new New England Mechanical Overlay tank and National Vacuum Equipment vacuum pump. It is shown with several plumbing Ford Transit and Transit Connect service vans used on the plumbing side of the business.



Above: The door proudly displayed on the garage wall was from a Ford truck used by Jeremy Giard's grandfather who at one time ran his own septic service business.

it was a now-or-never moment, he recalls.

"So I drove up to Maine to take a look at the truck and fell in love with it," he says. "And that's how we got started. But I'm not in this to take out anybody or ruffle any feathers. I just saw a need that will emerge

in the near future and figured rather than let someone else take it, why not me?"

Easy access to a treatment plant, located just 3 miles away, made the proposition even more attractive. "I can put the truck in neutral and pretty much coast there," he jokes.

SOLID POTENTIAL

The vast majority of local towns in the company's service area (North Andover is about 30 miles north of Boston) primarily employ septic systems to handle waste, so there's no lack of potential customers. To gain customers, the company relies on word-of-mouth referrals, as well as direct mail flyers and social media platforms such as Facebook and Instagram, he says.

On the other hand, Giard says he's not interested in generating an

“ My dad still treats every client as if it's his first one. I'm convinced that's why he's been so successful for 35 years. He still grinds out every day like it's his first day in business. ”

JEREMY GIARD

explosive influx of customers, which would make it more difficult to provide good customer service and to continue tending to plumbing customers. "We're in this for the long game, not exponential growth," he explains.

Giard spends an average of two days a week pumping septic tanks with a driver the company hired specifically to handle pumping. The duo pumps out anywhere from four to six tanks a day, he says.

"We'll soon get to a point where our driver will do it full time and take it from there," he notes. "Right now he's the only one with a commercial driver's license, so he drives and we both do the pumping."

What would Giard tell other plumbers who might consider diversifying into septic pumping? Do the marketing groundwork, and then be patient since building a new business from scratch takes time, even under the most favorable of circumstances.

"You're going to get some bumps and bruises along the way," he says. "But if growing a business like this is your goal, you've got to stick with it. At times, your truck might break down and the phone might not ring as much as you want it to. But all you can do is get your name out there and tell people why they should use you."

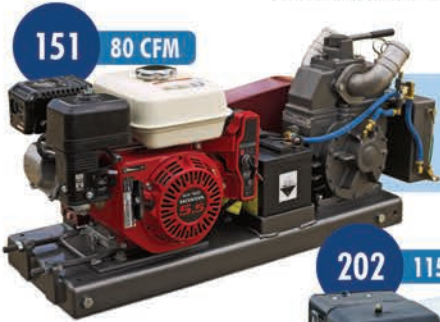
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KEY TO LONGEVITY

Timothy Giard established the company in 1985 in a tiny office in his parents' home. The business primarily centered on residential plumbing and repair along with installing hot-water boilers for hydronic heating systems — plus the occasional remodeling project thrown in the mix.

Providing both plumbing and heating services proved to be a good business mix with plenty of opportunities for cross marketing. Jeremy Giard estimates the company's current revenue breakdown on the plumbing side is about 50-50 between heating and plumbing.

How does a company stay in business for 35 years? Being honest with customers, which leads to a lot of referrals, he says.

"My dad taught me to give customers as much information about their problem as possible, then present them with options and let them make a decision," Giard notes. "We're not going to try and pull a fast one and sell customers something they don't need."

Giard also credits the company's middle-of-the-road position in the market in terms of pricing — not the cheapest outfit around, but not the most expensive either. And a little luck didn't hurt.

"We always were small enough to sneak past any [economic] recessions," he adds. "We offered multiple services and never had more than 10 employees. Our guys always have something to do. ... We've never laid anyone off in 35 years."

EQUIPPED TO SUCCEED

The company's only vacuum truck is the 1989 Volvo, updated with a 3,600-gallon steel tank fabricated by New England Mechanical Overlay and a vacuum pump from National Vacuum Equipment. It made sense for the company to buy a used truck for a new business venture. By avoiding a large monthly payment on a truck loan, the company is under less pressure to build business faster than desired, Giard points out.

"It's not costing us anything if it sits for, say, a week," he says. "By not over-extending ourselves financially, we're in a better position to succeed."

For plumbing services, the company relies on five service vehicles: a 2015 and 2016 Ford Transit 250, 2015 Ford Transit 350 and 2015 Ford Transit Connect. The company left the drain cleaning arena several years ago, but it still owns a Milwaukee Tool drain snake and an AIRSNAKE for unclogging smaller drainlines.

The company also owns a RIDGID SeeSnake standard camera and a Milwaukee Tool infrared thermal imager, used to detect leaks inside walls, floors and ceilings. Technicians generally prefer Milwaukee Tool power tools.



Jeremy Giard and Paul Dubois lay hose to reach a customer's tank for pumping.



Above: On only its fourth day on the job for Timothy A. Giard & Son Plumbing & Heating, the tank on a 1989 Volvo rig imploded at a customer's house. It's likely a rotted baffle was to blame for the catastrophe that led to the company getting a new tank. (Photos courtesy of Jeremy Giard)

TANK IMPLOSION SOUNDED LIKE A SHOTGUN BLAST

After thinking about it for years, Jeremy Giard was pretty stoked to finally add septic pumping to the plumbing and heating services offered by the company, Timothy A. Giard & Son Plumbing & Heating, that he co-owns with his father, Timothy Giard. But his excitement took an abrupt hit on just the fourth day of pumping. That's when a 4,000-gallon vacuum tank aboard the 1989 Volvo truck imploded in a customer's driveway.

"I was standing behind the house and talking to our driver — my cousin, Paul Dubois — when I heard a noise that sounded like someone had just fired a shotgun," he recalls. "I ran around the corner of the house and saw a completely imploded tank."

"From what we could tell, the baffle rotted out where it connects to the bottom of the tank ... so it couldn't handle the vacuum pressure — it took itself right in."

The good news is the truck features a hydraulic hoist for more efficient dumping. As such, the hoist absorbed most of the impact instead of the truck's chassis. Had it been bolted to the tank, Giard believes the frame would've been twisted. In addition, the truck was only about a half mile from the company's shop.

The bad news is the tank was a total loss. "We thought we were done with pumping," he says. "I even briefly listed the chassis for sale."

But that all changed weeks later when the insurance company that covers the company's vehicles unexpectedly gave the business a check for a new tank. Timothy Giard then reached out to a friend, Brian Foulds, who owns New England Mechanical Overlay, a New Hampshire company that builds pressurized vessels. Foulds agreed to fabricate a 3,600-gallon steel tank.

Jeremy Giard wanted to reduce the tank size for two reasons. For starters, the original tank violated weight-restriction laws if fully filled, so the company could never take full advantage of its capacity. Furthermore, the local waste treatment plant charges a disposal fee based on the tank's overall capacity, whether it's full or not. That means the fee was always disproportionately higher relative to how much waste it actually was dumping, he explains.

"Most septic tanks around here are 1,500-gallons, so we still can fit about 2 1/2 typical tanks' worth of waste in a 3,600-gallon tank and not violate any weight restrictions," he says.

The new tank was designed with thicker-than-normal baffles and two exterior retaining rings for added structural strength to minimize the risk of implosion, he says. "The company usually builds boilers," Giard says. "This was the first time they'd built this kind of a tank. The guys up there were absolutely phenomenal."



Above: Several hoses are employed at this job so the truck can remain on the street and not threaten damage to the landscaping or the customer's driveway.

“ My dad taught me to give customers as much information about their problem as possible, then present them with options and let them make a decision. We're not going to try and pull a fast one and sell customers something they don't need. ”

JEREMY GIARD

SUSTAINABLE GROWTH

Pumping septic tanks currently accounts for about 20% of the company's business volume. Giard would like to see that rise to 30% or even 40% in the years ahead. Ideally, he envisions adding another vacuum truck within five years to have enough capacity to handle any additional customers the company might pick up as other area pumpers retire.

In the meantime, Giard says he plans to keep learning as much as possible about the pumping industry and keep a sharp focus on providing optimal customer service, just the way his father has for decades with plumbing and heating clients.

“My dad still treats every client as if it's his first one,” Giard says. “I'm convinced that's why he's been so successful for 35 years. He still grinds out every day like it's his first day in business. And my goal is to keep doing that.” **P**

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NEW Masport vacuum pump, aluminum rims,
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Is It Time to Cut a Few Customers Loose?

A careful examination of your company's profits by individual client and client segments may reveal you're working for nothing in some cases | By Jill Johnson

Few businesses truly understand the actual profits generated by individual sales. Most metrics for sales effectiveness are monitored by reviewing top-line revenue results. Yet the most critical determinant of ongoing business viability is understanding what revenue actually drops to the bottom line after all the costs have been taken into account.

You must understand what profit is generated by sales to each of your customers. Then consider what the benefits and vulnerabilities of the cumulative impact of these sales mean to your business. Knowing the breakdown of profitability by individual sales can have a significant impact on your ability to achieve business goals.

1. Understand the impact of the profit per sale.

Many expenses go into determining a company's profitability. The same is true for determining the profitability of a sale. Each sale has multiple components impacting its final profit. You should consider your total cost of goods sold, including investments in promotion and delivery expenses. Factoring in the costs associated with the staff time required to generate a sale is a must, too. Unfortunately, few companies consider all these expenses when developing their marketing and sales strategies. Whether you are working on growing your business or you are struggling financially, the impact of the true profits generated by each individual sale takes on greater importance.

2. Know your profit per customer.

There are two ways of looking at your sales profitability data. The first is by the individual customers. Frankly, not all customers are worth the effort to generate the sale. Sometimes your growth goals for your business mean you are also growing beyond customers you have historically served. This transition period is a very vulnerable point for any business. It is also very stressful because you might be wrong and wind up losing a customer who could have provided more revenue value if you had not been afraid to maximize your relationship.

Carefully study the costs associated with serving each customer. Perhaps there are long-term clients you like personally, but if you have not

taken the time to explore the costs of the sale, their value to your business may have changed dramatically over the years. Before abandoning these customers, try to identify options to trim your expenses without jeopardizing your quality. But it may be time to move on if they are not generating any real profits for you.

3. Review your customer segments revenue.

The second way of looking at your sales profitability data is by combining clients using some specific target marketing components. Using a target marketing approach to group your customers by similar characteristics provides you with a more detailed understanding of what is working and what is not and also makes it easier to identify trends in the data that you can use to assess the profitability of each of these major segments.

Engaging in discounted pricing strategies often attracts customers who are buying from you based on price, not your value. If you are in a service-oriented business, this can be a slippery slope.

There are many options for grouping your customers into segments. For business-to-business clients, you could group them by their industry sector, number of employees, location, etc. For business-to-consumer customers, you could group them by where they live, personal attitudes, age, family size, income level, etc.

The key to effective target marketing is to focus your sales activities and expenditures toward those customers who can best be served by your company, who will stay with you over the long term and who will generate solid profitability. If client segment A generates solid profits for you but all of your marketing efforts are being devoted to client segment B who are barely breakeven, the choice is obvious. You must retool your marketing and sales activity to attract more prospects from client segment A.

4. Monitor individual client profitability.

A complete review of the mix of your customers and sources of sales will reveal your potential vulnerabilities if market conditions change. It is not enough in today's complex and competitive marketplace to only look at your total overall sales. If you have one customer that generates more than one-third of your sales, you are in an extremely vulnerable position if you lose that client to a merger or change of staff or if it goes out of business. Controlling and monitoring your client profitability and cost of sales allows you to take corrective action before your business' survival is at risk. This takes on even greater importance if you are overly dependent on key customers for your profitability.

5. The impact of pricing on profitability.

A close companion to client profitability is understanding both the impact of various pricing strategies on the perceived value of your goods and services and how they intertwine in attracting customers who will buy from you. Engaging in discounted pricing strategies often attracts customers who are buying from you based on price, not your value. If you are in a service-oriented business, this can be a slippery slope. You may get clients who keep you busy, but who do not generate the profits you need to build a sustainable enterprise or build your net worth. It is a delicate balancing act, but it's one you must realistically consider, given your business objectives.

6. The impact of strategy on profits.

You must also consider the financial consequences of your business direction and your vulnerability to setbacks. This assessment allows you to make better business decisions and set a more realistic strategic vision for your organization. "Finding a lane" or picking your niche through target marketing must also incorporate a true understanding of the costs of reaching the right customers, as well as their ability to add to your bottom line in a meaningful way.

FINAL THOUGHTS

Reviewing the trend information for each of your major client segments is a highly impactful approach to reevaluating the effectiveness of your sales and marketing. It removes your emotions and relationships with your clients to allow you to be more detached in considering their impact on meeting your business objectives. If you are not attracting the kinds of clients generating the profitability to move your enterprise forward, it is time to reconsider your approach. **P**



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

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

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

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

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

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

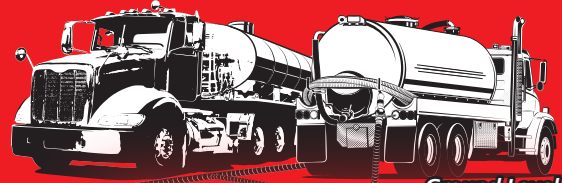


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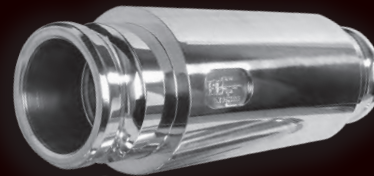
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- ◀ 6" Discharge
- ◀ 24" Tool Box
- ◀ 36" Tool Box
- ◀ Trailer Hookups

Chassis Specs

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- ◀ 24" Tool Box
- ◀ 36" Tool Box
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Chassis Specs

- ◀ 260HP Engine
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- ◀ 12K FA & 21K RA



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Need Cash? Don't Forget to Explore SBA-Backed Loans

The federal Small Business Administration doesn't hand out money, but it backs loans that can help your pumping business grow | **By Ami Kassar**

Where does a pumper turn when he or she needs an infusion of cash to buy a new piece of equipment, launch a new service offering or build a new shop? The first stop for funding toward a new vacuum truck might be the friendly hometown banker who knows you and your business. Or you might approach that well-heeled uncle to get in on the ground floor in the wastewater industry.

If you exhaust those two options, consider going to the Small Business Administration, a federal agency that doesn't operate as a bank but instead acts as a valuable conduit to lenders predisposed to work with businesses like yours.

You might think the SBA is a big, bureaucratic behemoth that would be difficult to tap into for financial assistance. But that is just one of the misconceptions people have about the government agency, which has been around since 1953 and generally receives good reviews from the businesses it assists.

Let's talk about three of the biggest myths surrounding the SBA. You may have heard:

The SBA lends money.

Although the SBA can directly lend money in cases of disaster, that's not its main role when it comes to lending. Instead, it serves as a government guarantee program for banks and nonbanks.

That means it essentially serves as a backup to lenders who might otherwise not be interested in making loans to smaller and/or unproven businesses. It offers guarantees up to 85% for loans up to \$150,000 and 75% for loans bigger than that. Because lenders working with the SBA are less likely to endure the full brunt of defaults, they're more likely to make loans to unproven businesses.

The SBA does set requirements and application process details. Applications will require personal background information, a business plan, personal and business credit reports, income tax returns, bank statements and a resume, among other things. It's also possible personal or business collateral is required.

One benefit for the borrower is that loan terms tend to be longer (up to 10 years) and require smaller monthly repayments due to favorable interest rates.

The SBA is only for mom and pop shops.

Mom and pop shops like your pumping or portable sanitation com-

pany are among the kinds of businesses the SBA is looking to help, but they can also work with much larger businesses. Through its flagship 7(a) program, SBA-backed loans can be as large as \$5 million for needs such as working capital. And through its lesser-known 504(b) program, as much as \$12.8 million can be obtained for businesses seeking to buy real estate or major equipment.

A \$5 million or \$12.8 million loan is way above what a mom and pop shop needs. While there's no one-size-fits-all template for a typical SBA loan customer, most are businesses that are going to have anywhere between \$50,000 and \$5 million in annual revenues and up to 40 employees, which fits the scope of many companies in the pumping industry. Those businesses are likely to be cash flow positive and profitable.

Of course, if mom and pop shops need a loan, small amounts are available, too. There are no minimum guaranty amounts for any SBA loan program.

My banker didn't tell me about SBA-backed loans or said I'm not qualified, so I'm out.

Not to fear: You're most likely not "out." About 2,200 banks and nonbank lenders throughout the U.S. write SBA-backed loans. Each one uses the program differently and requires varying qualifications.

So even if one lender rejects you, it doesn't mean that all will. It's always worth trying another lender (or two or three) if you get rejected — advice that applies when seeking non-SBA loans as well. If you go to a doctor and don't like what he or she says, you may try another physician, so why not do the same here?

In addition, there may be other reasons why your go-to lenders may not tell you about SBA loans. Perhaps they're ignorant about the program. Or maybe their employer doesn't give them incentives that make them want to push SBA loans; remember, your banker is trying to make a living, too, and might push you toward more profitable options for his or her own pockets.

It might even be something as simple as your banker doesn't want to go through the necessary paperwork. Lining up an SBA loan usually does require more documentation than a regular loan. And large banks often aren't

Even if one lender rejects you, it doesn't mean that all will. ... If you go to a doctor and don't like what he or she says, you may try another physician, so why not do the same here?

interested in making small loans, which can be less profitable and riskier than larger loans.

So, if you get rejected for an SBA loan by a large bank, try a smaller bank, which may well specialize in the program and have lenders who are well versed in the process.

UNDER FURTHER CONSIDERATION

Hopefully this clears up some of the misconceptions about the SBA and its lending programs. These programs work, as many business owners will attest, and there's no downside in at least considering an SBA loan the next time you need funding. Its website, www.sba.gov, is helpful as well, providing further information in an easy-to-use format. **P**



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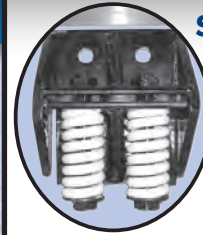
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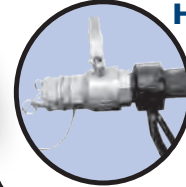
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Explore the Benefits of Purchasing Through a Dealer or Distributor

Ample parts inventory, fast delivery and thorough new-equipment prep process are a few advantages for pumpers, according to suppliers | **By Joan Koehne**

When a business is ready to invest thousands of dollars in new machinery and equipment, sometimes it's best to cut to the chase. Buying direct from manufacturers has its advantages. Contractors can cut out the middleman and get a factory-direct product at manufacturer pricing. Fewer steps in the supply chain streamlines the delivery process. Plus, contractors can request special orders to meet their needs.

On the flip side, buying from a dealer or distributor has its own set of benefits.

Ron Selfe, president of VARco in Manassas, Virginia, and Jim Redstreak Sr., president of Vacuum Sales in Lindenwold, New Jersey, offer two different perspectives.

VALUE ADDED

VARco supplies products to a wide-ranging market, including the septic, hydroexcavating and portable restroom industries. The company carries a selection of products including hose, valves, vacuum pumps, portable sanitation chemicals and steel goods for vacuum trucks.

Vacuum Sales is a dealer for multiple equipment manufacturers including most of the major vacuum pump and blower brands. Its customer base includes municipalities, septic service and portable restroom contractors, cleaners, environmental spill response companies and related businesses in the tri-state area of New Jersey, eastern Pennsylvania and New York. In contrast to VARco (an online retailer), Vacuum Sales also maintains, repairs and modifies machinery and equipment at its 10,000-square-foot facility.

Redstreak describes the benefits of working with a dealer as "value added." The value begins with "dealer prep." Mechanics will spend six to 12 hours meticulously checking out new equipment shipped from the manufacturer.

Contractors gain confidence in their purchase, knowing the equipment has been checked by the manufacturer and rechecked by the dealer. Everything from a small skid- or trailer-mounted jetter unit up to an industrial vacuum loader or combination machine undergoes a thorough prep to assure it will operate at the highest level.

Down the road when the equipment needs preventive maintenance or repair, it's back to the dealer. Vacuum Sales' facility can accommodate

up to five pieces of equipment simultaneously. Mechanics color-code service tickets to efficiently categorize, prioritize and schedule repairs. Code Red indicates the customer is waiting to get its equipment back in action in a hurry.

"We understand what downtime means to our customers," Redstreak says.

EXTENDING WARRANTIES

Dealers also handle a variety of warranty work for contractors. "A lot of times we go above and beyond what the warranty is on that particular product line," Redstreak says.

Having a local service center available for warranties may save contractors time, money and manpower. There's no need to go directly to the manufacturer, which might be located across the state or across the country.

“They have product knowledge down, right down to saying what type of box it's packed in. Everybody in our office is very experienced in what we sell.**”**

Ron Selfe

Dealers also sell a wide range of stock replacement parts that contractors need for quick fixes. Vacuum Sales carries \$1 million in replacement parts, sold throughout the U.S. When it comes to filling an order, application is the key, according to Redstreak. "We're basically applications engineers. Once we know what the application is, we know what to offer the customer," he says.

It's the business of Vacuum Sales and VARco to know their products well. VARco employs a product specialist to answer questions and walk customers through problems that might occur with their vacuum pumps. Likewise, VARco's customer service employees all have previous experience working in the warehouse.

"They have product knowledge down, right down to saying what type of box it's packed in," Selfe says. "Everybody in our office is very experienced in what we sell."

VARco fulfills orders for U.S. and global customers from its warehouses in Ohio, Arkansas and Virginia. The company partners with multiple manufacturers, some that only sell their products through distribution networks. Buying straight from the manufacturer isn't an option in those cases.

LOOKING FOR CONVENIENCE

"The biggest thing with us is convenience and quick service. We are open 8 a.m. to 10 p.m., seven days a week, 365 days a year," Selfe says. Contractors can call in an order on Sunday night and take delivery as early as Tuesday.

Product diversity is another benefit to the consumer.

"We try to carry everything they're looking for," Selfe says. If VARco doesn't stock what a customer requests, the request is referred to a product specialist who tracks it down. "Many of our products in the catalog came from people looking for things. We're very sensitive to what they need," Selfe says.

Contractors may see advantages to ordering in higher volumes, although VARco fulfills orders of all sizes. Hoses are the biggest seller. The company buys in huge volume to mass-produce the hoses and fittings.

Convenience is the common thread for both VARco and Vacuum Sales. Both companies fill a need by supplying the goods and services that contractors rely on to keep their operations running.

"A lot of what we sell is critical for our customers' businesses," Selfe says. **P**

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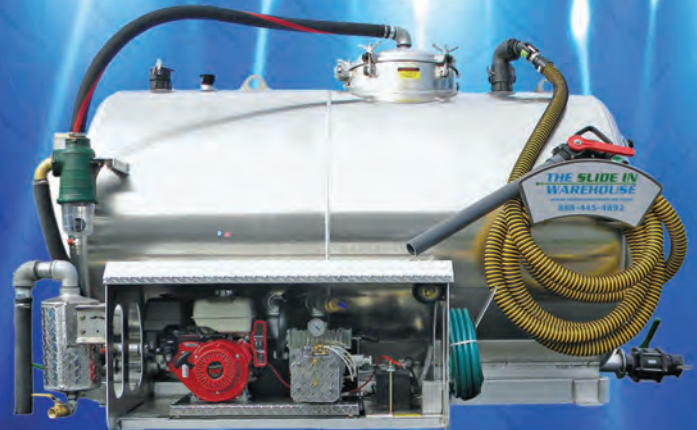


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If only I'd sought educational opportunities sooner, I could have grown my business faster and at a younger age

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 Professional Onsite Wastewater Reuse Association of New Mexico and the Colorado Professionals in Onsite Wastewater.

Name and title or job description: Ralph Baker Dotson, president

Business name and location: AAA Allied Septic Service, Santa Fe, New Mexico

Services we offer: Pumping, installation and maintenance of conventional, advanced, and alternative septic systems and wastewater reuse systems. We're a maintenance service provider and do real estate transfer inspections.

Age: 52

Years in the industry: 38. I started part time with my parents when I was 14.

Association involvement: I've been in the Professional Onsite Wastewater Reuse Association of New Mexico, or POWRANM, for 13 years. I have served the last five years as president and have been on the board. I'm also a member of Colorado Professionals in Onsite Wastewater.

Benefits of belonging to the association: Educational classes, collaboration with colleagues and keeping up to date and informed about rule changes. We're an affiliate of the National Onsite Wastewater Recycling Association, so we get its benefits as well.

Biggest issue facing your association right now: Trying to get people to give their time and get involved is a big issue. Sometimes people join for the educational benefits but then don't participate.

Our crew includes: My wife, Gina, is my business partner and office manager. She does scheduling and paperwork and runs the finances. I could not do it without her. Our son Gino is finishing college but works summers in all aspects of the business. He plans to eventually take over the company. Steve Sandoval, our lead technician, runs the pumping and inspection side of the business. Our customers love him. James Payne, our senior technician, is our excavator and installer. Oscar Tena is our newest technician. We're lucky to have a smart, ambitious guy like that.

Typical day on the job: I start the morning at the shop, doing paperwork, scheduling and meeting with the technicians. Then I'm off to the New Mexico Environment Department getting permits or turning in transfer evaluations. I may go to a job site to prepare an estimate or work on a design, or be out in one of the septic trucks pumping or on a site installing. In between, I'm on the phone with POWRANM board members for our weekly conversa-

tions or with the Environment Department. Then, of course, there's always the unexpected emergency.

The job I'll never forget: My dad passed away when I was 16, and I will always remember that first summer going out with a guy named Ed Fine who worked for my parents, really learning how to operate the backhoe. I was thrust into the work from this life-changing event, and he took me under his wings and taught me the business and helped me get a license. I'm grateful to him to this day because I learned a lot from him. With as many jobs as I've done that are tough and unique and fun — and I like to specialize in the hard stuff, the sites nobody else wants to touch or figure out — what sticks out is that summer and this man really being there and helping and teaching me.

My favorite piece of equipment: Most of my equipment is my favorite because I'm a really strong believer that you have to invest in and purchase the right equipment to do the job correctly. But, having said that, the new septic truck we just purchased at the NOWRA conference in Colorado and my Caterpillar excavators are my favorites. The septic truck is a 2020 Freightliner built out by KeeVac Industries with a 2,500-gallon aluminum tank and a Challenger blower (National Vacuum Equipment). I have two Caterpillar 304E excavators. And I have one Caterpillar mini-excavator, which is a lifesaver for getting into small places and saving hand-digging and hard labor for me and the crew.

Most challenging site I've worked on: There was a small lot in the resort town of Red River where we had to meet a setback to a national forest property, a creek, high groundwater and a river. The owners were selling the property and were told they could only have a holding tank; however, the loan institutions wouldn't loan on a resort property using a holding tank. We designed the site with an Eliminite advanced treatment system and a low-pressure pipe system. We literally made the setback by 1 inch. The state used it as a training site for inspections. They had about 10 inspectors to evaluate and measure setbacks. And the owners were able to sell house.

Oops, I wish I could take this one back: I wish I could have been more open-minded when I was younger about the educational piece to the business. If I could go back in time and change something, it would be that instead of thinking I know a lot of things, I would have listened or sought education earlier because I think that would have grown my business faster and



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at a younger age and changed life for me and my family. Gene Bassett, who's been the president of National Association of Wastewater Technicians and a NOWRA member, opened my mind and pushed me in the right direction for education.

The craziest question I've been asked by a customer: "Why can't you make the water go uphill without a pump?"

If I could change one industry regulation, it would be: Requiring continuing education to renew your license. At one time it was in the regulations, but it got taken out because it was considered a dual licensing type of thing so it was never enacted. I think it would be a big benefit for everyone — for contractors in learning, for the state in having better-trained people in the industry and for the end-user consumer. One problem in New Mexico is the licensing side and the installing and pumping side of the industry are separated. The construction industry holds our license and the Environment Department issues our permits. The POWRANM has been working for years on trying to reconnect the two.

Best piece of small-business advice I've heard: I was visiting a plumber friend and he gave me the best advice I ever got — "Be honest and learn to say no when you have to. You can't help everybody in their time frame." He also emphasized "education, education, education."

Planning for the future: The future for Gina and me is working with our son. He worked summers with us when he was in school, and then we really wanted him to go to college. He took some engineering classes for wastewater and is getting a degree in business so he could learn an aspect of the business that I didn't learn early on. He already has NAWT pumper and inspector certifications.

If I wasn't working in the wastewater industry, I would: Growing up in the industry, I never thought about another career — although I did actually



Above: The crew at AAA Allied Septic Service includes, from left, Dotson, Ramon Cardiel and Steve Sandoval. They are shown in the company yard with a 2006 Freightliner built out by Garsite/Progress with a 2,500-gallon aluminum tank and National Vacuum Equipment pump, as well as a 2020 Freightliner built out by KeeVac Industries with a 2,500-gallon aluminum tank and NVE blower.

consider becoming a priest at one point. And if things had been different, I might have ended up being a lawyer.

Crystal ball time – This is my outlook for the wastewater industry: There's a concern about the lack of younger people getting into the industry. We've discussed that at NOWRA and POWRANM. You've got a lot of great older guys like Gene Bassett, Ralph Macchio, Tom Ferrero and all these guys who have built some professionalism for this industry. But who's going to be there to carry that on? My concern for the future is if we don't get younger people into the industry and get them educated, trained and involved, how will this affect our industry and will we become less professional? It's not a glamorous industry, but it's needed. **P**

- Compiled by Betty Dageforde



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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil, Water and Climate. He works with the National Association of Wastewater Technicians and is a recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Send Anderson questions about septic system maintenance and operation by email to editor@pumper.com.

A Tale of Two Onsite System Inspections

Following correct step-by-step processes is the key to ensuring successful inspections for both gravity and pump systems | **By Jim Anderson, Ph.D.**

In past columns, I have discussed the need for and the use of standard inspection methods for various levels of inspection. Levels or types of inspections include a cursory visual inspection, operating inspection, code compliance inspection and a warranty or guarantee inspection. These types of inspections can overlap or be part of additional activities, such as troubleshooting problems, or can stand on their own to meet some type of requirement, such as inspections for real estate transfer.

It continues to be important that all parties to the inspection understand the purpose and standards followed for the inspection performed so that results are not misinterpreted by the homeowner, buyer or permitting authority. I have long been a proponent of operating-level inspections for real estate transfer and inspections to determine maintenance needs and schedules.

CURRENT CONDITIONS

Simply stated, an operation-level inspection is based on the current condition of the system and reflects whether system components are in good condition and working the way they should. I ask the question: Is each component well maintained and working as it should to move water from one part of the system to the next?

For a gravity system, the operation-level inspection needs to determine if wastewater is moving from the house to the septic tank. Are all house water sources connected to the system or are there some delivered elsewhere? Is the septic tank structurally sound and watertight? Is it operating at the proper level and delivering effluent to the distribution boxes or dropboxes? And then is water from the distribution boxes or dropboxes moving to the treatment trenches or bed?

These conditions can be determined by opening all the components and running or introducing water to the system. Investigating water sources in the house and turning them on while observing whether the water reaches the tank can be done with or without the use of dye. Similarly, opening the tank and distribution boxes as water is moving through the system will demonstrate if they are operating as they should or if there are any backups, slowdowns or backyard surfacing.

A list of items to be evaluated for each of the components is followed to make sure that not only is the water moving through the system, but each of the components is also in operating condition. For example, septic tank baffles are present and not deteriorated, piping enters and leaves the tank at the proper level and the distribution boxes are not deteriorated.

A MORE COMPLEX SYSTEM

Many systems today have additional components that involve pump tanks or chambers, pumps and the associated controls to ensure the proper amount of effluent is delivered when the pump is turned on. With pumps in the system, the operation inspection becomes more complicated.

First, determine if the pump is operating on demand or with a timer. On demand means the pump turns on and delivers a predetermined dose to the system. With a timer, the pump only operates for a set amount of time at set time periods.

For on demand, the pump will turn on every time the amount of water for a single dose is delivered. Typically, the amount of the dose is set at about one-fourth the estimated daily flow. The disadvantage of this approach is that water is not used equally throughout the day. So in the morning and evening, more than one dose could be delivered to the soil treatment part of the system in a short time, putting unnecessary stress on the soil treatment unit.

It continues to be important that all parties to the inspection understand the purpose and standards followed for the inspection performed so that results are not misinterpreted by the homeowner, buyer or permitting authority.

Using a timer spreads delivery of the water to soil treatment unit system more evenly during the day. This may require a larger pump tank because water needs to be stored in the tank until the timer allows the pump to run. In recent years, there has been increased use of advanced pretreatment components using timers to deliver effluent to the next component or soil treatment unit. This makes the inspection process more complicated.

In an on-demand system, determining whether the pump is operating can rely on an evaluation of electrical connections and the presence of floats, including an alarm float. By lifting the floats, pump operation can be observed. Does water move out of the tank to the soil treatment unit? Similarly, you can evaluate whether the alarm triggers by lifting the alarm float. The pump chamber or tank should be evaluated, as with the septic tank, to make sure it is structurally sound, all openings are watertight and all electrical connections are waterproof with connections made outside the tank.

CHECK WITH SERVICE PROVIDER

Unless the inspector of a timer system is also the service provider, the inspector may not have access to the timer settings for the system. And as with any system, running water through the system must be done with care to avoid causing damage. The inspector should contact the service provider for information on when the system was serviced, repairs completed, etc., to determine if the system is operating as it should. The tank and electrical connections should be evaluated for any potential problems.

As systems become more complicated, the protocols and methods of inspection need to change. Standards will need to be changed and upgraded to reflect how each new component can be evaluated. **P**



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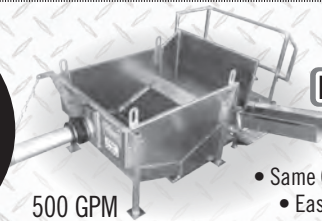
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Survey Finds Support for More Water Regulations in Michigan

By David Steinkraus

A survey by a Michigan nonprofit group found strong public support for more regulation to protect water quality. Survey work was done last fall, and results were released recently. The magazine is owned by the Center for Michigan, which also commissioned the survey and describes itself as a “think-and-do tank.”

The survey consisted of a formal poll done online by a consulting firm, an informal online poll of magazine readers, and community meetings where people could discuss issues. There were 20 questions covering general water topics and some specific ones, such as a proposed underwater oil pipeline between Michigan’s Upper and Lower peninsulas and the sale of groundwater as bottled water.

Pumper looked at the broader water and onsite system questions. A copy of the report can be found here: www.bridgemi.com/sites/default/files/water_report_final.pdf.

One question noted that Michigan does not regulate the maintenance of private wells and septic tanks and asked whether the state should increase regulation. Of respondents in the formal poll, 63% say it should while 37% say it should not.

One question asked whether the state should generally have stronger regulations to protect water quality, and 77% of respondents in the formal poll say yes, while 21% want regulations to remain about the same and 3% say rules should be relaxed to promote economic growth.

Also in the formal poll, 68% of respondents say the general water quality of the Great Lakes is great or good, and 54% say the quality of inland lakes and rivers is great or good.

“It obviously shows people care,” says Dendra Best, executive director of WasteWater Education in Traverse City. “It’s a great start and opens the door to a more in-depth examination.”

She applauded some of the questions for laying out a factual background. The one about bottled water, for example, noted Nestle pays the city of Evart \$3.50 per thousand gallons of water, the same rate as any other business or residential customer. Yet in a question about whether farms should be required to reduce runoff in order to protect surface water quality, she says there seems to be an assumption that the state is full of small family farms. In reality, the state’s ag sector is controlled by only four or five large companies, Best says.

The survey falls down in who it contacted, Best says. “If this is a road map for state policy, there are some pieces missing from this. It seems to be weighted toward the main centers of population.”

Almost half of responses in the formal poll came from the heavily

populated southeastern corner of the state that includes Detroit and the surrounding urban area. The next largest fraction of responses came from the area around Grand Rapids — the state’s second largest city. These two areas combined account for about two-thirds of all responses. It’s easier to get responses from people in urban areas, and those are the people who tend to join environmental groups, Best says.

Her part of the state — the northern half of the Lower Peninsula — accounted for only 8% of responses in the formal polling. There is a similar lack of representation of other rural areas, she says, yet it is these areas that the urban poll respondents go to for their water recreation.

Best also notes the absence of young people. Of formal poll respondents, 54% were age 55 or older. People 18 to 34 comprised 21% of respondents, yet these are the future policy wonks and researchers and should be reached, she says.

Also missing is minority representation. In the formal poll, 82% of respondents were white, but only 2% were African American (Flint is about 54% African American), and less than 1% were Native American, Hispanic or Middle Eastern. The largest minority response came from Asians at 9%. They comprise 3.4% of the state’s population.

Another interesting result of the survey was the difference between the formal poll results and the community conversations, Best says. In the question about regulation of private wells and septic tanks, support for more regulation increased from 63% in the poll to 85% in the community conversations, and opposition dropped from 37% in the poll to 15% in the conversations. It shows what can happen when people have more time to think, Best says.

Eric Casey, executive director of the National Onsite Wastewater Recycling Association, looked at the report and focused on the question about onsite systems. “It’s not that surprising to read about a survey where homeowners are looking for regulation on water infrastructure broadly,” he says.

The water crisis that struck Flint and Michigan’s lack of a statewide septic code (it is the only state without a statewide code) probably sensitize Michigan residents to those issues, Casey says. Yet their responses fit with surveys and other anecdotal evidence from other parts of the country, he says.

“There is a great desire to get more government involvement in providing infrastructure and regulating it as well,” he says. For onsite systems, involvement mainly means funding for repairs and replacements because current sources of money are very limited. There is also support

for more regulation among industry professionals, he says. For example, the Maryland Onsite Wastewater Professionals Association has partnered with other groups to push the legislature for stronger licensing.



Alaska

Cuts in the ferry system serving the islands of southeastern Alaska created a problem for residents: no access to pumpers. In the past, the city of Gustavus could count on up to 18 visits annually from pumpers based in the capital city of Juneau. But ferry service to the island stopped in January, reports Alaska Public Media.

“The ferry system is the best way to get the trucks out there for these communities that don’t have sewage treatment plants,” says Trevor Richards, a co-owner of Juneau Septic Systems, which serves Gustavus. “The only other option is to go with the landing craft, which tend to be \$500 per hour. [That’s] the quote I’ve been given,” he tells Alaska Public Media. That would lead to very large costs for customers, he says. Ferry round trips are about \$800.

No 2020 ferry service for Gustavus was scheduled before this month.

Wyoming

As a result of his research on compliance with state and county water regulations, an environmental lawyer asked for a state investigation of two commercial septic systems in southern Teton County.

Dan Heilig, senior conservation advocate for the Wyoming Outdoor Council, says the systems at the Hoback Market and Hoback RV Park do not appear to have the proper permits. A records request to the Department of Environmental Quality produced a dead-end document and led to his request, he tells the *Jackson Hole News & Guide*.

“Here’s a letter from DEQ saying, ‘You need to be permitted under DEQ,’ but there’s no follow-up from DEQ,” Heilig says. “The record just goes dark. What happened?”

Business owners say they have the required documents for their systems. Heilig says this is not personal, but he is looking at every septic permit in the county.

Wisconsin

Two bills in the State Legislature would extend the life of the Wisconsin Fund, which helps people pay to remedy failing onsite systems. Officials in Crawford County, in the southwestern part of the state along the Mississippi River, support the extension. The fund is scheduled to end in 2021, according to the joint newspaper website www.swnews4u.com. The bills would keep the fund going until 2023.

A sanitation and zoning technician says about 800 of the 3,600 onsite systems in Crawford County are not compliant with regulations. He anticipates submitting between 50 and 55 applications to the fund this year. If all are approved, county residents would receive about \$300,000 to help remediate systems.

The Taylor County Board of Supervisors voted 15-2 to create a revolving loan fund to remediate failing onsite systems. The county, located in the central part of the state, has about 4,600 systems, and an estimated 2,000 of those do not have permits, news outlets report. The fund will be \$300,000.

One of the supervisors who voted against the loan program says the county should not act like a banker and says he is concerned about what the county would do to people who do not or cannot repay loans.

Nation

NOWRA has been pushing an increase in the amount of money available for onsite system repairs, but that won’t be happening this year, says Eric Casey, NOWRA’s executive director.

Although there is \$5 million available, it will all be used for wells because the U.S. Department of Agriculture did not have rules ready for the onsite grant program, he says. Those rules should be in place for the next fiscal year, which begins in October. But the money will not necessarily be available immediately if Congress does not pass the required appropriations bill before the fiscal year begins, he says. It is common for the appropriations bill to be late as lawmakers negotiate, and that is even more likely in this election year, he adds.

NOWRA and seven other organizations (Groundwater Foundation, National Association of Wastewater Technicians, National Environmental Health Association, National Ground Water Association, Rural Community Assistance Partnership, Water Systems Council, and Water Well Trust) have written to the Senate and House appropriations and agriculture committees asking for \$20 million for wells and septic in the next fiscal year. This money would be distributed as grants to nonprofit organizations for revolving loan funds to help homeowners, Casey says.

NOWRA and the Rural Community Assistance Partnership have been working on a similar program through the U.S. Environmental Protection Agency, Casey says. Sen. Cory Booker, D-New Jersey, has introduced bipartisan legislation for this. **P**

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Tom Jakubowicz bought this 2019 winter white International HX truck with a 5,000-gallon stainless steel tank and National Vacuum Equipment 4310 blower from Imperial Industries. The truck is powered by a Cummins X15 500 hp engine tied to an Allison 4500 automatic transmission. Features include a heated water compartment, Garnet SeeLevel indicator, heated jackets and 4-inch intake and 6-inch dump valves, stainless steel hose trays, rear manway, LED work lights, dual toolboxes on both sides, Alcoa aluminum wheels and premium leather interior. Graphics were provided by Jay's Sign Service. Jakubowicz is the driver, and the truck is used for residential and commercial pumping and grease trap service. **P**

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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.

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www.aowainfo.org; 334-396-3434

Arizona

Arizona Onsite Wastewater Recycling Association
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Arkansas

Arkansas Onsite Wastewater Association
www.arkowa.com

California

California Onsite Wastewater Association
www.cowa.org; 530-513-6658

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Florida

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Georgia

Georgia Onsite Wastewater Association
www.onsitewastewater.org
706-407-2552

Georgia F.O.G. Alliance
www.georgiafog.com

Idaho

Onsite Wastewater Association of Idaho
www.owaidaho.org; 208-664-2133

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
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Maine

Maine Association of Site Evaluators
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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
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Mississippi

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

Missouri

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

Nebraska

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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
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Texas

Texas On-Site Wastewater Association
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Education 4 Onsite Wastewater Management
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Virginia Onsite Wastewater Recycling Association
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Washington

Washington On-Site Sewage Association
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Wisconsin

Wisconsin Onsite Water Recycling Association
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Wisconsin Liquid Waste Carriers Association
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NATIONAL

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

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

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

CANADA

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

British Columbia

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www.bcossa.org; 778-432-2120

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Manitoba Onsite Wastewater Management Association
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New Brunswick Association of Onsite Wastewater Professionals
www.nbaowp.ca; 506-455-5477

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Waste Water Nova Scotia
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Ontario

Ontario Onsite Wastewater Association
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Ontario Association of Sewage Industry Services
www.oasisontario.on.ca
877-202-0082

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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

STARTING @ \$99,500

(7) 2020 KENWORTH T880 DAY CAB TRACTOR
CUMMINS X15 @ 485 HP, 10 SPEED, 13,200LB FA, 40,000LB
RA ON AIR RIDE, MULTI-FUNCTIONAL WET KIT



BALANCE OF 5 YEAR FACTORY WARRANTY

STARTING @ \$179,500

(4) 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



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(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,
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BALANCE OF 5 YEAR FACTORY WARRANTY

STARTING @ \$185,500

(11) 2020 MACK GR64 ROLL OFF
MACK MP8 @ 455 HP, ALLISON AUTOMATIC, 18/46 ON
MRIDE, 75,000 LB AMERICAN OR GALFAB HOIST, PIONEER
RACK 'N PINION TARP



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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

STARTING @ \$199,500

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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

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(3) 2020 PETERBILT 567 ROLL OFFS
CUMMINS X15 @ 500 HP, ALLISON AUTOMATIC, CHALMERS,
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TARP, LOW MILES



CHASSIS PRICING AVAILABLE

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2015 PETERBILT 367 VAC TRUCK
CUMMINS ISX15 @ 550 HP, 18 SPEED, 20/46 ON
HAULMAX, 110 BBL TANK, MASPORT PUMP



BALANCE OF 5 YEAR FACTORY WARRANTY

\$169,500

2017 KENWORTH T880 ROLL OFF
CUMMINS X15 @ 485 HP, ALLISON AUTO, 20/46 ON
CHALMERS, 60,000 LB GALFAB HOIST, PIONEER RACK 'N
PINION TARP



CHASSIS PRICING AVAILABLE

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



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J&J TANK, FRUITLAND PUMP



CHASSIS PRICING AVAILABLE

PRICED @ \$95,500

(4) 2015 KENWORTH 367 VAC TRUCKS
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110 BBL CROWN TANK, NATIONAL PUMP

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DEWATERING EQUIPMENT

Bright Technologies, Division of Sebright Products, 0.6-meter skid-mounted belt filter press

The compact 0.6-meter skid-mounted belt filter press from **Bright Technologies, Division of Sebright Products**, has stainless steel frame and roller construction, as well as radius wedge zone and wing roller for sludge dewatering. Components include a sludge pump, polymer system and wash-water booster pump. Options include a sludge flowmeter, air compressor and discharge conveyors. The compact walk-around skid design can be utilized in as little as a 10-by-20-foot floor area. The Boerger rotary lobe sludge pump has a maintain-in-place design offering ease of maintenance. Cake solids of up to 35% can be achieved. Rates of 25 to 50 gpm make it ideal for small applications or when a processor has outgrown dewatering containers. **800-253-0532; www.brightbeltpress.com.**



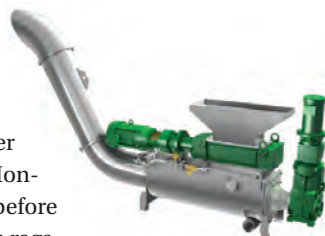
In The Round Dewatering horizontal drum

The horizontal biosolids dewatering system from **In The Round Dewatering** has a stainless steel drum with perforated plastic tile lining. The drum is mounted on a roll-off frame for easy transport and unloading. Water trays allow containment of discharge water. An 18,000- to 25,000-gallon batch is mixed with polymer before being filtered in the rotating drum, driven by a 1/2 hp variable-speed electric motor with a heavy-duty chain and sprocket. The turning eliminates crusting and wet pockets to produce uniform, consistent results. The dewatered material dumps easily, and the drum is self-cleaning.

317-539-7304; www.itrdewatering.com.

JWC Environmental Monster Wash Press

The **Monster Wash Press** from **JWC Environmental** cleans and compacts the discharge from screens, separating water and organics from the solids. Its Muffin Monster grinder preconditions screenings before entering the press. The grinder breaks open rags, plastics and trash to promote washing and re-



moval of soft organics. The rotor paddle in the wash zone agitates the material to enhance water penetration throughout the debris for better removal of organics from the solids. Organics are washed back into the wastewater treatment process, while the solids are compacted into a dry, less-odorous solid plug. The press is designed for easy maintenance. The rotor and field-replaceable screen can be removed from the top of the unit, minimizing the clearance space needed around the unit during maintenance. A grinderless version is available. **800-331-2277; www.jwce.com.**

DEWATERING/BYPASS PUMPS

Boerger BLUEline

The **BLUEline** rotary lobe pump from **Boerger** is a self-priming, valveless, positive displacement pump used to convey viscous and abrasive materials. There are 21 pump models in six series with pulsation-free operation, fully reversible rotation, dry-run capabilities and flow rates up to 7,500 gpm. The pumps are stable and wear resistant with a maintenance-in-place design that allows for all wetted parts to be easily replaced through the front cover without removing the pipe or drive systems. **612-435-7300; www.boerger.com.**



Hydra-Tech Pumps S4VHL

The **S4VHL** 4-inch hydraulic submersible sludge/slurry pump from **Hydra-Tech Pumps** offers 3-inch solids handling and head capabilities up to 210 feet. This heavy-duty slurry pump is designed to handle wastewater and sewage and will fit through a 20-inch-diameter manhole. Its primary applications are sewer bypass into force mains and general transfer of solids-laden fluids. Combined with HT25 to HT60 power units, it is capable of flows up to 750 gpm. This safe and variable-speed hydraulic drive submersible pump can be used where electric power is hazardous or impractical. **570-645-3779; www.hydra-tech.com.**



Industrial Flow Solutions BJM Pumps KZN Series

The **BJM Pumps KZN Series** of pumps from **Industrial Flow Solutions** is designed for difficult slurry, sand and sludge pumping applications. Pumps are constructed with an abrasive-resistant 28% chrome iron (600 Brinell, 57 Rockwell C) impeller, wear plate and agitator. In addition, pumps have Class H motor insulation with integral amperage and temperature overload protection, double silicon carbide mechanical seals in a separate oil-filled seal chamber, a heavy-duty lip seal to protect the seal chamber from solids migration, and a hardened ductile iron volute with 300 Brinell hardness for twice the abrasion resistance of standard ductile iron. The largest model has a maximum 22.75-inch diameter, allowing it to fit in tighter spaces than side-discharge pumps. **860-399-5937; www.flowsolutions.com.**

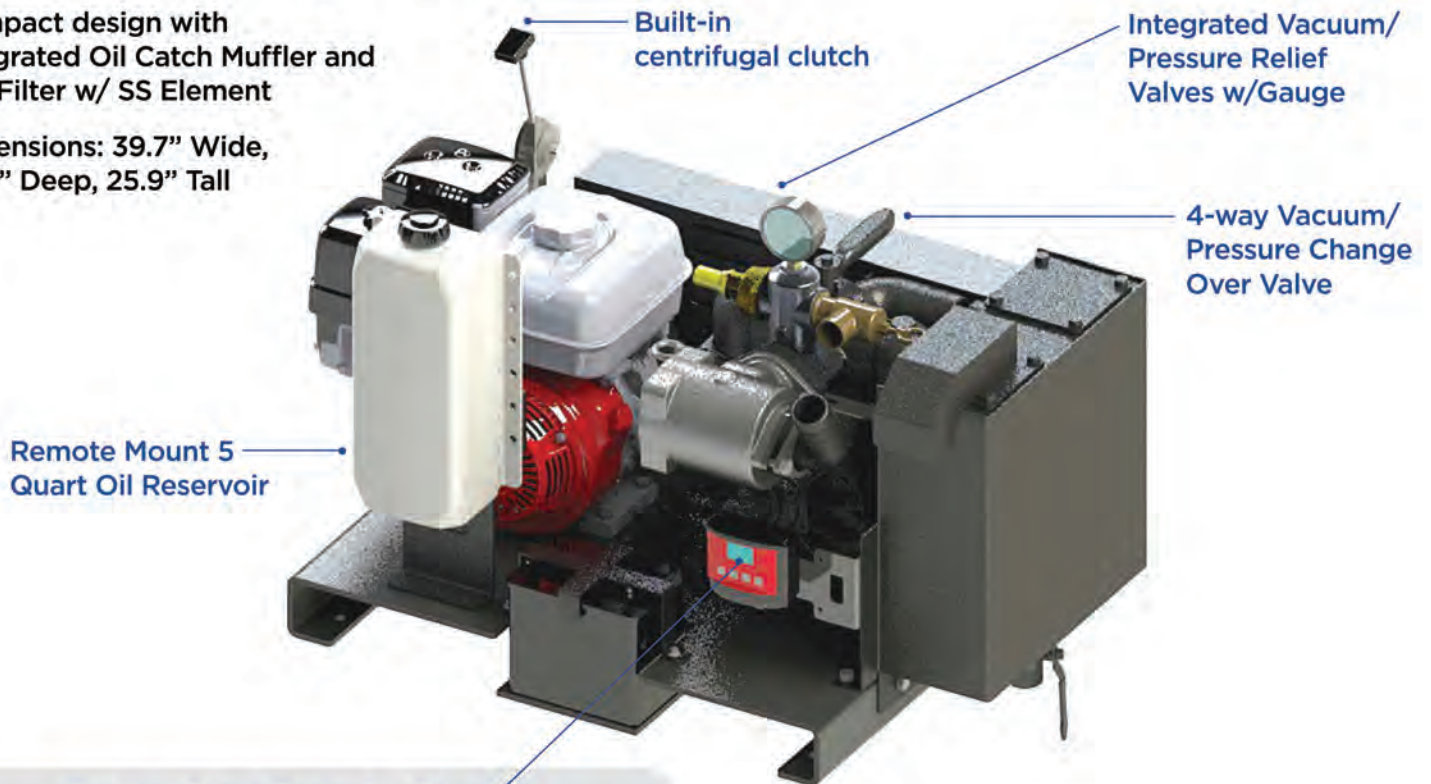


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DIGESTER

Bionetix International BCP12

The **BCP12** anaerobic digester from **Bionetix International** contains facultative anaerobic bacteria with a total count of 5 billion CFU/g that can digest sludge aerobically and anaerobically. They can be used for reduction of mass and volume of sludge in aerobic, anaerobic and facultative lagoons. Bioaugmentation with BCP12 can increase the efficiency of overloaded treatment systems by breaking down proteins, carbohydrates and lipids mostly through hydrolysis and further through acidogenesis. In addition, bioaugmentation reduces unpleasant odors. It also increases the production of biogas, increasing wastewater treatment plant productivity. It is applied to the primary digester, and application rate is based on digester volume. **514-457-2914; www.bionetix-international.com.**



ROLL-OFF CONTAINERS



AQUA-Zyme Disposal Systems ADS

The **ADS** 30-yard open-top roll-off dewatering unit from **AQUA-Zyme Disposal Systems** can be filled with 22,000 to 25,000 gallons of biosolids at 1% to 2% solids in about two hours. After draining for 24 hours,

the unit can be picked up using a standard-capacity roll-off truck and transported for solids disposal. Sludge volume can be reduced by 80%, with reductions to 98% in BOD, COD, FOG and TSS. Effluent is clear, the unit has few moving parts, and the size of filter media can be selected according to job requirements. Standard equipment includes a roll-over tarp system; side, floor and center screens; 1/4-inch floor plate; seven-gauge side plates; four door binder ratchets; eight drain ports; two inlet ports; and a long-handle scraper. Units are also available in a 15-yard size. **979-245-5656; www.aqua-zyme.com.**

Park Process Sludge King II

The **Sludge King II** roll-off dewatering container from **Park Process** uses filters that turn 90 degrees at the bottom of the container, leaving standing water in the cake. This also increases the usable area of the filters by 33% over older containers with only one center filter wall. The increased filter surface area and the narrowed sludge compartments formed by the additional filter panel translate into drier cake formed in less time. **855-511-7275; www.parkprocess.com.**



Pik Rite self-contained roll-off unit

Pik Rite self-contained roll-off units are fully operational at the pumping site without a chassis. The heavy-duty front platform holds the user's choice of pump and a Kohler 25 hp electric-start engine. The tank is set up with a level indicator, rear sight eyes, 36-inch top manway, 20-inch rear manway, 3-inch intake with an internal 3-inch standpipe, and a 4-inch discharge. The low-profile, 12-inch primary shut-off is paired with a 10-gallon secondary shut-off. Spray-on protective liner under the hoses protects from scratches and promotes durability. Work lights and a safety beacon are mounted on the rear tank head, and a ladder is mounted on the side. Polished aluminum hose trays and custom paint finish are standard. Other customizable options are available. **800-326-9763; www.pikrite.com.**



SCREENS/STRAINERS/SCREENING SYSTEMS



Enviro-Care BEAST

The **BEAST** septage, FOG and sludge screening system from **Enviro-Care** is engineered specifically for heavy debris-laden sludges such as septage. It is designed for fast truck unloading, eliminating the need for rock traps or grinders. It is extremely forgiving when screening FOG, and has all the tools to adjust to the viscosity and debris content of each load it processes, meaning mixed loads are not a problem. At its core is a tank-mounted, perforated plate, rotating drum screen with 6 mm openings. A dual drive system allows the screen and the discharge auger to run independently to maximize capture and remove solids faster. **815-636-8306; www.enviro-care.com.**

At its core is a tank-mounted, perforated plate, rotating drum screen with 6 mm openings. A dual drive system allows the screen and the discharge auger to run independently to maximize capture and remove solids faster. **815-636-8306; www.enviro-care.com.**

ScreencO Systems Trash Master 400 Auto Screen

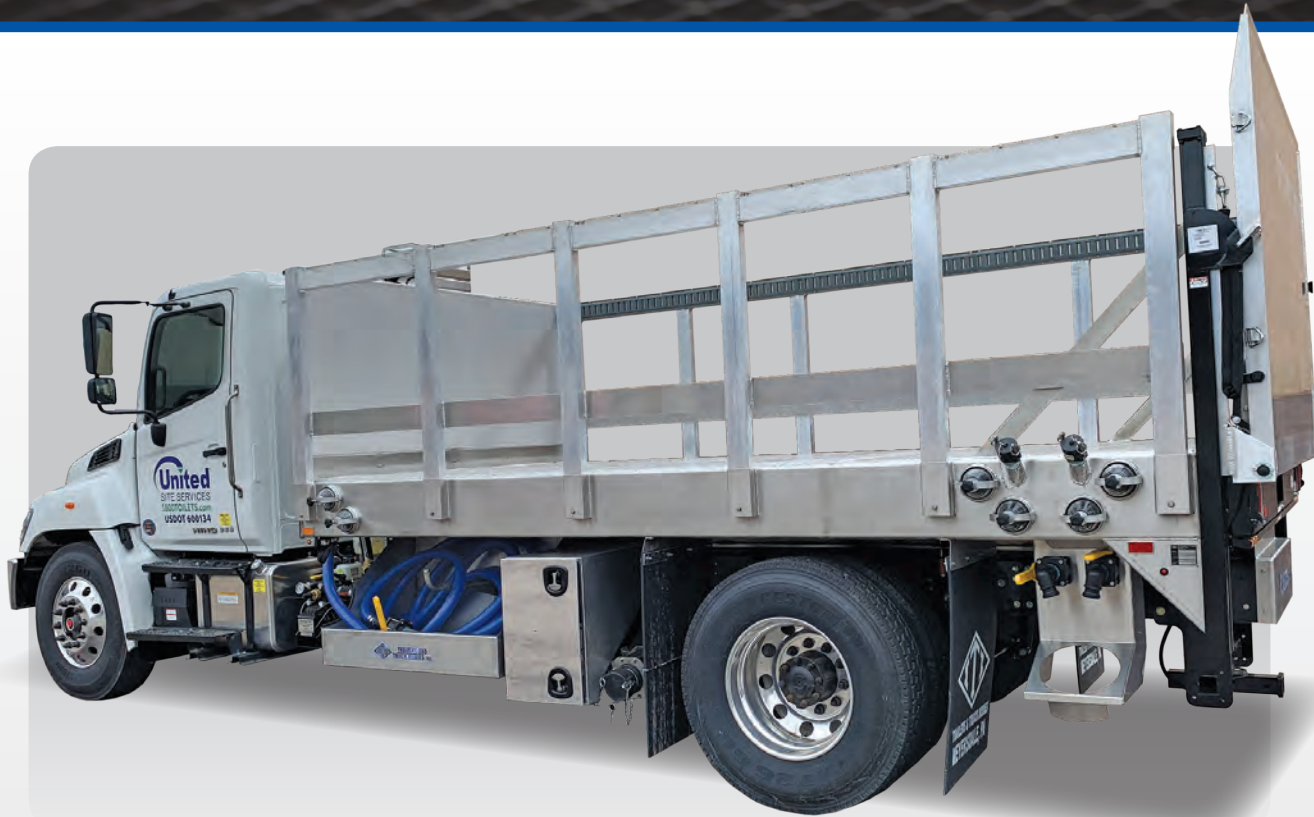
The **Trash Master 400 Auto Screen** from **ScreencO Systems** uses gravity to separate the trash from the flow stream through a 4-inch inlet with a fan spreader to power-offload vacuum trucks. It has an aluminum hopper with a 6-inch outlet cam and 3/8-inch gapped 1/4-inch bar screen that meets U.S. Environmental Protection Agency 503 regulations. A stainless steel U-channel with plastic-lined titanium UHMW provides for years of wear, with a high-strength alloy steel 8 1/2-inch shaftless screw that moves trash to a waste container. The stainless steel U-channel has slotted drain holes and a center channel bar screen for cleaner and dryer trash. A custom-built stainless steel bar rake is included for easy maintenance. A front spray bar with a 1 gpm nozzle keeps the unit clean and free of buildup. A 2 hp NORD gear reduction drive with Lenze variable-frequency drive control accomplishes a variable-speed screw from 6 to 30 rpms. **208-790-8770; www.screencosystems.com. P**





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CASE STUDIES

Septage Disposal Management

By Craig Mandli

CASE STUDY

Dewatering centrifuge helps dairy operation get handle on solids disposal

Problem: Bettencourt Dairies in Wendell, Idaho, houses more than 13,000 Jersey dairy cows with a cross-vent barn with a scraper system to convey wastes. At this dairy, each milking cow produces an average of 18 gpd of manure and associated wastewater. Previously, the farm used only conventional slope screens for its primary separation, which removed the coarse material. The farm had to dredge its 200-acre-foot waste lagoon once a year. The facility needed to process and meet its nutrient management plan when it added cross vents and vacuum trucks to move the manure from the barns.



Solution: In 2018, the facility decided to add a **Centrisys/CNP CS26-4DT** dewatering centrifuge to remove the fines from the manure. "We saw the Centrisys centrifuge as the only piece of equipment that was going to be able to get the solids out of our water," says Don Brand, Bettencourt Dairies operations manager of equipment and buildings. "The centrifuge seemed like the only piece of equipment that would be able to grow and expand with the operation."

Result: Without added chemicals, the centrifuge removes most of the solids, typically leaving less than 1% total suspended solids in the effluent manure that previously went into the lagoons. Instead of dredging a few feet of solids from the lagoon, the centrifuge reduces the solids down to only a few inches. Now the farm only has to dredge its waste lagoon every two to three years. The residual manure is 25% total solids and is resold as compost fertilizer. "The Centrisys centrifuge was the first piece of equipment that we bought for manure processing that worked — from the beginning — the exact way it was promised," Brand says. **262-654-6006; www.centrisys-cnp.com.**

CASE STUDY

Receiving station helps ready plant for increased influent load

Problem: Legislation for septic tanks in Florida may lead to increased septage volume at Indian River County's residuals dewatering (biosolids) facility. Moves are afoot to require inspection and pumping of septic tanks every three to five years.



Solution: The county chose a fully automated **Raptor Septage Complete Plant** from **Lakeside**. The compact, self-contained unit compacts and dewateres screenings to 40% solids. An overnight self-cleaning cycle stops the buildup of grit in the bottom of the unit. The system is preengineered, and all-stainless steel construction resists corrosion.

Result: Far more grit and rags are captured than anticipated. A 4-cubic-yard container is filled daily. There have been no equipment issues, and only basic daily maintenance is required. **630-837-5640; www.lakeside-equipment.com. P**



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in the
SPOTLIGHT
By Craig Mandli

PRODUCT SPOTLIGHT: THE ETH SERIES FROM COMET INDUSTRIAL PUMPS OFFERS A COMPACT EQUIPMENT SOLUTION

Vacuum excavation continues to grow in prevalence and popularity, but huge hydroexcavators and vacuum trucks aren't always able to get into all the tight spaces where crews need to work. Fortunately several manufacturers are now addressing the need for smaller, yet fully equipped and capable machines. These skid-mounted vacuum excavation units are built for easy installation on both new and used truck chassis and can even be mounted on all-terrain vehicles for more remote work.

To provide pumping power to these compact packages, Comet Industrial Pumps has introduced the ETH Series, a range of triplex pumps with nickel-plated brass head and aluminum body weighing only 88 pounds. The pumps are designed to offer similar performance to the typical high-flow pumps found on large hydroexcavation units, but in an ultracompact size.

"This is a pump series designed to be compatible with any hydroexcavation truck," says Pete Gustin, product manager for Comet Industrial Pumps. "It saves a lot of space and weight while providing the psi you need. Most trucks are overweight, and this helps mitigate that issue."

The ETH Series is a solution for urban and industrial pumping and hydroexcavation units, according to Gustin. It offers multiple gearbox positions and a symmetrical crankcase for application flexibility, along with oversized, tapered roller bearings for increased durability. Stainless steel, spherical suction valves provide complete sealing. It comes standard with heavy-duty seals that have low-pressure lubrication and a recirculation chamber. In addition to self-priming, it offers quick access to oil and seals for simple routine maintenance. The unit is also available with a female shaft.

Gustin says that as the company researched ways to increase efficiency and decrease the footprint of its pumps, it found that many customers ran pumps that were too overpowered. "Most contractors don't use near the 4,000 psi capacity that their pumps offer," he says. "We've been able to shrink down their pump while still providing them the power they need."

ETH Series pumps are available in models that offer 1,450 to 1,750 rpm, 7.9 to 14.23 gpm, and 35.9 to 39.8 hp. "This pump has been the silver bullet for many of our customers," Gustin says. "It's exactly what they've been looking for." **800-708-1894; www.cometpump.com.**

SCREENCO SYSTEMS MICRO SCREEN 400

The Micro Screen 400 septic receiving station from ScreenCO Systems is designed for smaller septic receiving, portable restroom trucks, grease or oil recycling, and it includes 8 square feet of screening area. Two versions of the lightweight screen are available. One is capable of fitting directly over a manhole or underground storage tank/sump with 18-inch center ring and 30-inch mounting plate. The other is a stand-alone unit with a 6-inch rear cam outlet and adjustable support legs. Both units have a sealed and lockable hinged cover. The system allows for gravity offload of 400 gpm through a 4-inch inlet cam with fan spreader, which deflects waste down onto the screen. The dual-screen design is nonmechanical and uses gravity to separate the trash from the waste stream. The standard unit features all-aluminum construction with stainless steel 3/8-inch gapped bar screens on opposing angles. The Micro Screen 400 is also available in all stainless steel construction. **208-790-8770; www.screencosystems.com.**



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Vacuum Truck Rentals announced Donald Calhoun as the newest member of its sales team, serving the Deer Park, Texas, region. He has 32 years' experience in the vacuum truck and heavy-equipment industry.



Donald Calhoun

TRUVAC partners with Ditch Witch in Colorado and Oklahoma

TRUVAC by Vactor added two Ditch Witch dealers to its network. Ditch Witch of the Rockies in Colorado and Ditch Witch of Oklahoma will offer the full line of TRUVAC vacuum excavators. TRUVAC by Vactor now has 87 dealer locations. **P**

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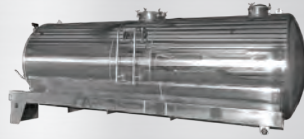
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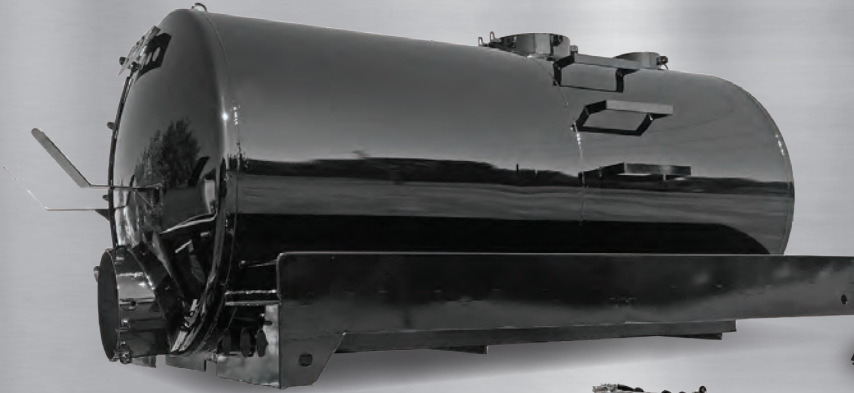
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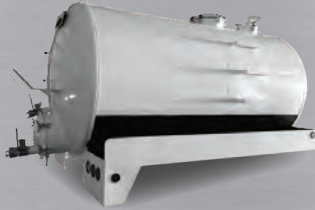
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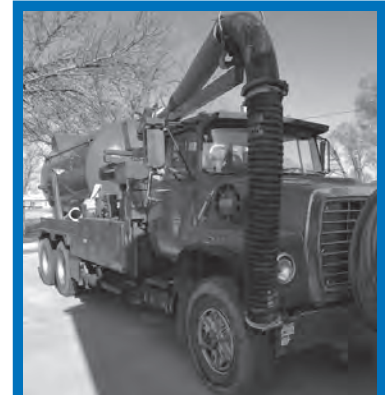
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JET VACS



1985 Ford F8000 Chassis vac truck w/ Vactor 812-C sewer jetting & vacuuming unit, 16,205 miles showing, title will be marked miles exempt, VIN: 1FDYW80U1FVA43742, Caterpillar 3208, diesel, water cooled engine, steel fuel tank, electric start, Eaton, manual transmission, tandem axles, air suspension, differential lock, air brakes, power steering, 11R 22.5 front tires, 11R 22.5 rear tires, steel wheels, heater, radio, leather seats, Vactor 812-C sewer jetting & vacuuming unit 1,262 hrs, was winterized and batteries removed. Last annual vehicle inspection August 2018, SN: Vactor 85-07-2751 VIN 1FDYW80U1FVA43742. Read Less.
Any questions, call 515-573-0651. IA (P06)

JETTERS - TRAILER



The HotJet II® is a best-selling hot-and cold-water drainline cleaner featuring a 35hp Vanguard engine by Toyota and delivering 10gpm @ 4,000psi that cleans drains up to 300' and 12" in diameter. Priced at \$32,995 including freight to the lower 48 states, the HotJet II® is American made using nonproprietary parts for affordability and ease in serviceability making its return on investment truly impressive.
Financing available. 800-624-8186; sales@hotjetusa.com; www.hotjetusa.com (PBM)

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JETTERS – TRUCK



2004 Chevy 3500 Express Van. Dual rear wheels. Utilimaster body, 6.0 gasoline engine. Mileage 223,581. Mounted 2010 Pressure Pro Skid Mount Jetter. JB HDC5550HG, 5.5 GPM @ 5,000 PSI. Honda GX690 24 HP gasoline engine. Jetter HRS 588. 250-gallon tank. 300-feet of 3/8" hose. Price \$10,500.
Contact Joe at 410-745-2323 (leave message) or tylerconco@aol.com. Jetter can be purchased separately. MD (P06)

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)

MISCELLANEOUS

Vacant manufacturing facility, 51,000 square feet with high capacity well, with or without pretreatment sewage facility. 2000 Freightliner with 4,100-gallon aluminum tank. 1991 GMC with 2,300-gallon tank. 1979 Articulate John Deere tractor (50 series engine) and 3,300-gallon Balzer tank with injectors. Call 920-290-6452. (PBM)

PARTS & COMPONENTS



Clear the Main Line with ease, JnA Main Line Vac. Just hook the line vac to your hose, insert the incoming mainline pipe and watch the line come clean. Works on 3" & 4" pipe. Free shipping in the US. \$129.99.
Order at jnamainlinevac.com. (P06)

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)

PORTABLE RESTROOM TANKS

In search of Slide-in Portable Restroom Service unit. Must have fresh water holding. 300-600 gallon total holding desired. Send availability and price information to totalsepticservicebteam@gmail.com. (P06)

PORTABLE RESTROOM TRAILERS

2001 ACSI Restroom Trailer, 7 stall plus urinals, 1,000-gallon waste tank, A/C up top, dual axle. \$17,500. Call Kynan @ 406-529-6372 or email Kynan@northstarmso.com. TX (P06)

2013 Ameri-Can Engineering 612 Royale Dooley. Pewter in color. 2 stalls, one women/ baby changing station, one men. Please reach out to Kimberli at PortaPros for more information and images 208-467-0089 or kimi@portapros.com. \$17,500. ID (P08)



2 brand-new 2020 custom-made ADA Restroom Trailers – We are the manufacturer, we also make hot water sink trailers & shower trailers. Each one is identical, both just need the finishing mechanical items. Designed to be operated with wheels removed & lowered to the ground. With all water running into a holding tank or bladder bag, OR each can have a grinder installed and a holding tank installed in the mechanical room, we have 2,500-gallon holding tanks available separately. Dimensions 7' x 10', fully insulated, epoxy, non-slip floor. 2 separate entrances, FRP walls, LED lighting, roof top air conditioning, electric strip heaters, aluminum exterior, aluminum handicap ramp. Light weight ~ easily pulls with a 1/2 ton pickup. Each trailer is \$15,000 as is or ask us for an updated quote with how you want 1 or more finished.
Contact: Russ 928-242-1106, Russ@ElkCreekBuilders.com, www.sinktrailers.com. AZ (P06)

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



2015 Dodge 5500, Cummins auto, 93,500 miles, aluminum tank, 800 waste/400 water, DC10 wash down Masport pump. **Call JR @ 720-253-8014, CO. (PBM)**



2012 TSSP J5 Ford F550 2WD route service truck, 1,100/400, 198,056 - \$32k. 09 T-37SS Hino 268 2WD route service truck, 1,300/400, 269,799 - \$35k. 14 T-55 Hino 195, 2WD P&D 12 hauler flatbed w/liftgate, 149,291 - \$35k. 14 T-57 Hino 195 2WD P&D 12 hauler flatbed w/liftgate, 153,212 - \$35k. 14 T-58 Hino 195 2WD P&D 12 hauler flatbed w/liftgate, 162,407, \$35k. 6 Polylifts - \$500 per toilet.
Steve Clifford 234-600-9330 or sclifford1@ur.com. OH (P06)



2 - 2002 International 4300's, hydraulic brakes with 1,600/400 aluminum tanks, Masport pumps, DC10 wash-down pumps. Trucks are located in southern California. **Call or text Ryan 951-834-3790 email ryanb@uwscmpany.com. (P06)**

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2008 Kenworth T300, Transway 250 pump, stainless 900-gallon waste/800-gallon fresh water, 208k miles, non-cdl. Dual service, rear toilet rack. **\$40,000 OBO. 802-658-6243. (P06)**



2003 Kenworth T300, 900-gallon waste/800-gallon fresh water, Transway 250 pump, 278k miles. Dual service, rear toilet hauling rack. **\$25,000 OBO. 802-658-6243. (P06)**

1999 International 4400 for sale. 1,100 waste and 400 fresh water. Masport pump with dual side service. Asking \$15,000 or best offer. Call 843-283-3749. (P07)



2012 F550 Superduty, 2WD, 200,000 miles, v10, steel, has pottie rack on rear to haul 2 units, tank is 250-gallon fresh water/900-gallon waste, truck has been kept inside its whole life and runs weekly!! \$14,500. **Call or text Patrick 859-991-9316. KY (P06)**

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)

2014 Imperial, 1,175 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)

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



1,500-gal slide-in vac unit on a pre-emissions 2006 Chevy 7500 flatbed with liftgate. 125,000 miles. CAT engine, Allison trans. \$21,900.
919-817-6142.
dylan@grease-cycle.com. NC (P06)



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)



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.
Call 936-641-3938.
Check us out on Facebook! (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 SINKS

New custom hand-wash trailers for sale. 11 and 12 station units, top quality, prompt turn around and delivery on all orders. Call Rick @ 330-716-2004. (P07)



Brand new 2020 12-Sink, Hot Water Trailer, all steel frame undercoated, 500+ gallons fresh water/500-gallon grey water, USB 110V outlet, (4) 110V outlets outside, (4) 5,000 lb Leveler jacks, aluminum exterior, 12 SS sinks, adjustable water faucets (to meet new guidelines), paper towel dispensers, liquid soap dispensers, plumbed for easy winterization, LED interior & exterior lights, high efficiency on demand LP water heater, Light weight ~easily pulls with 1/2 ton pickup. We are the manufacturer in AZ. Also make 16 sinks and 20 sinks HW trailers. \$31,800. Discount for 2 or more.
Call Russ @ 928-242-1106
www.sinktrailers.com. (P06)

POSITIONS AVAILABLE

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)

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 hydro-excavation 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)

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PUMPS

Buy & Sell all makes and models, new & used vacuum pumps, blowers, high-pressure water pumps, new and good used replacement parts. Buy discounted pumps online 24/7. Call us for a current inventory list. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

RENTAL EQUIPMENT

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

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. Heavy duty - professionally made septic tank forms, boom trucks, riser molds, rebar cutter, and associated equipment. For complete equipment list & prices per piece, email tankco@charter.net or call 931-526-2964. Cookeville, TN. (P05)

SEPTIC TRUCKS



The truck is a 2009 Dodge 5500 and I'm asking \$6,000 OBO. Really I'm selling it because the engine is in excellent condition and the pump is great. The tank imploded but that is still coming with the truck. **Please text me at 801-414-5538 or email me at victor@mvp-rentals.com. ID (P06)**



2011 International 4300, DT-466, Allison auto, 204k miles, new 2,500-gallon tank, new Jurop PN84 vacuum pump. **\$53,000.**
305-691-8407. (P06)



2013 Freightliner, 6.7 Cummins, 173k miles, auto transmission, under CDL, A/C and cruise. New: 2,000-gal tank, stainless steel hose trays, Jurop PN84 vac-pump, steer tires, aluminum wheels and paint. Very clean southern truck. **\$52,000. Call Hull's Truck Bodies LLC. at 740-820-5338. Finance and delivery options available. OH (P06)**



2005 Peterbilt, 3,600-gallon septic pump truck. Good 330CFM Transway pump, CAT engine, 8-speed trans. 97,000 original owner driven miles. Truck still operational daily. More photos upon request. Need tires and tank work. \$25,000. **Call Paul 978-423-1116. MA (P06)**

2005 International 7500, HT570, 8-spd roadranger, 3,600-gallon steel tank, (2) tool boxes, HXL400W Masport water cooled pump, (2) 4" load (front driver side & rear), (1) 6" discharge, A/C, heated mirrors, air ride driver seat. Runs well, ready to work. \$40,000 OBO. Peter 240-375-7249. MD (P06)

1997 Ford LN9000 with Presvac 2,300-gallon DOT-certified tank. Tank in great shape. Cummins with Fuller transmission. Just inspected, runs excellent. \$22,500. KLM Companies 617-909-9044. (PBM)



2016 Freightliner Cascadia, 175,000 miles, DD13, 425 HP, automatic, new 4,000-gallon steel tank, new tires all around, new Masport pump, Hydra plug and play. \$99,000. **Call Alan 786-908-5436. (P06)**



2010 pre-emission Ford Tanker, 4,000-gallon tank, 10-speed road ranger, Garnet level indicator, Jake-brake. **\$70,000. Foundation and Septic Solutions, email don@amaenvironmental.com or 860-798-4089. CT (P07)**



2013 Peterbilt 348, 4,000-gallon aluminum tank, 866 NVE pump, PX-8 350 HP, 10-speed, full diff locks, 100,000 miles. **\$97,000 OBO. 231-250-1483. MI (P06)**



2014 Peterbilt 337, 260 HP, automatic, new 2,000-gallon carbon steel tank, new Masport pump Viper 350 CFM, new tires all around and new aluminum rims, automatic PTO. **\$65,000. Call Alan 786-908-5436. (P06)**



2012 Peterbilt 337, automatic, 165,000 miles, new 2,500-gallons carbon steel tank, new Masport Viper 350 CFM, automatic PTO. **\$69,000. Contact Alan 786-908-5436. (P06)**

2012 Freightliner M2112 with new 5,000-gallon carbon steel Dynavac septic tank. Triaxle with 450 HP DD13 with Fuller 10-speed trans, air-ride suspension, Fruitland 500 vacuum pump, excellent condition. \$78,950. KLM Companies 617-909-9044. (PBM)



New 2020 MY Hino Portable Septic with 2,000-gallon 1/4" steel vacuum tank, Masport Viper 3" pump, hot shift PTO, AMT stainless 12V heavy duty wash down pump with hose reel, 21" top hatch, 3" low-pro primary & cyclone secondary, 4 rear sight glasses, 4" side discharge, (1) 3" suction port, (1) 2" side toilet service suction with 2" hose wand. 24" toolboxes with trays, heavy duty bumper with flip down toilet rack, 2 stage powder coated tank. Non-CDL, automatic trans, heated mirrors, power windows/locks. 5 year/250,000 mile warranty! **\$108,500. 918-607-1006. (P06)**

2006 International 4300 with 297,000 miles, 6-speed transmission (new reman with less than 1,000 miles), air brakes with spring suspension. 2,300-gal waste/300-gal fresh tank. Liquid heated valve collars. Liquid heated/cooled Jurop air pump, AMT washdown pump. Asking \$45,000. For Pictures or more information please contact via email at: totalsepticsservicebteam@gmail.com. IA (P06)



NEW 2020 MY Hino cab & chassis, ready for body or tank swap, 26,000 GVW (non-CDL), 260 HP, 2500 RDS, automatic trans, heated/power mirrors, power windows and door locks, safety kit, clear back of cab, synthetic fluids, chrome wheel simulators. 5 year/250,000 mile engine warranty! We can roll the axle to meet the cab to axle of your body. 4 units remaining. **\$64,900. 918-607-1006. (P06)**

Vacant manufacturing facility, 51,000 square feet with high capacity well, with or without pretreatment sewage facility. 2000 Freightliner with 4,100-gallon aluminum tank. 1991 GMC with 2,300-gallon tank. 1979 Articulate John Deere tractor (50 series engine) and 3,300-gallon Balzer tank with injectors. Call 920-290-6452. (PBM)



New 2020 MY Hino with 1,900-gallon 1/4" steel vacuum tank, 2 baffles, pump, hot shift PTO, 1/4" hose trays, 12-gal cyclone sec, 6" disc, (2) 4" suction ports, powder coat tank, 36" toolbox, heavy duty bumper, trailer hookups, non CDL, automatic trans, heated mirrors, power windows/locks. 5 year/250,000 mile warranty! **\$96,625. 918-607-1006. (P06)**



2017 International, 6.7 Cummins, 74k miles, auto transmission, under CDL, A/C, cruise, new aluminum tank 900/400, Jurop PN58 vac-pump and 94GPM washdown pump. This truck has all new equipment, excellent condition **\$56,000. Financing and Delivery options available. Call Hulls Truck Bodies at 740-820-5338. OH (P06)**



This is a 2008, GMC 183 miles, aluminum tank over 1,500-gallons, Masport pump. Very good condition, clean title in hands. Asking price: \$21,000 US. **My phone number is 201-286-0623. NJ (P06)**

1999 Ford Louisville tri-axle cab & chassis with a 3,300 U.S. gallon, Keith Huber Dominator, two compartment (300 water - 3,000 waste) C/S. Full opening rear door, dump-type unit with a Becker 440 vacuum pump and jetting system. (Stock #9510C). www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (PBM)



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. \$107,500. **Abacadabra Septic Pumping LP. 832-777-7540. TX (P06)**



2006 Peterbilt, 4,000-gallon Transway steel tank with a fruitland 1200 vacuum pump, heated valves, exhaust brake, estimated mileage between 400,000-500,000 on truck, odometer has been replaced twice, estimated 100,000 on new engine, 80-90% rubber all the way around. \$40,000. **Call Jim 610-716-4031 or jim@jgallagherseptic.com. PA (P06)**

2009 Sterling Acterra cab & chassis, Progress 4,000 aluminum vacuum tank with a Masport Hydra vacuum pump. (Stock# 7179V) www.vacuumsalesinc.com (888) VAC-UNIT (822-8648). (PBM)



2008 International 7500 Workstar with auto trans and new Maxxforce 10 engine, approx 3,000 miles on motor, 3,500-gallon tank with H400W Masport vacuum pump. This truck is ready to go to work today. Asking price is \$49,500 OBO. **More pictures upon request. Raymond Howard at 386-935-3334 or 386-288-9919. FL (P06)**

LIST YOUR EQUIPMENT IN PUMPER CLASSIFIEDS!
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2013 Freightliner M2, U.S. Industries 1,800-gallon restroom service body with attached Jurop PN-58 pump SN:k60333. Hose is 3inch dia. and 30ft. long. Truck has new tank and new paint job was done 3 months ago. \$59,000 or OBO. **504-464-4436 or dolph@pelicanusa.com. LA (P06)**

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



2013 International 4300, under CDL. DT466 diesel, auto., 130k miles. NEW 1,800-gallon steel tank with Masport pump. **Call JR @ 720-253-8014, CO. (PBM)**

New 4,000 U.S. gallon, aluminum, vacuum-pressure tank mounted on a 2020 Peterbilt 348 cab & chassis with NVE Challenger 866 fan-cooled vacuum pump. (Stock# 13875) **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.Vacuum-SalesInc.com (888) VAC-UNIT (822-8648).** (PBM)

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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)



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. **Call 936-641-3938. Check us out on Facebook! (PBM)**



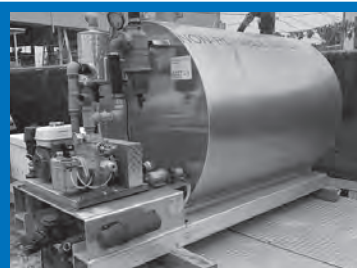
2013 Freightliner Cascadia, new 3,500-gallon vacuum tank, new Jurop R260 pump, new power takeoff, new motor : Detroit DD15, 450 HP. New transmission, 10-speed, 355 rear lockers, suspension, air cold A/C, 90% rubber on tires, disc brakes. 513,000 miles. \$60,000. Red and black, excellent find with all the new parts and accessories. **800-721-2774. (PBM)**

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)

SERVICE/REPAIR

Dynamic Repairs - Inspection Camera Repairs: 48-hr. 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, New Jersey. www.dynamicrepairs.biz (PBM)

SLIDE-IN UNITS



2016 KeeVac Slide-In Vac Tank. 350 waste/150 fresh. Everything works and is ready to work. It was lightly used. Never saw gray or black water, only petroleum contaminated water. Will assist with shipping. **Call JD @ 954-658-1974. FL (P07)**



NEW aluminum slide-in tanks. 2 available. 450-gallon (300/150), Honda motors, Masport pumps. **Call JR @ 720-253-8014 or Mike @ 303-478-4796, CO. (PBM)**

TANKS

New 4,600-gallon Vac-Tank complete with full length aluminum hose trays, lighted tube sight gauge, painted & lined. SPECIAL CLOSEOUT PRICE - \$16,975. Larger tanks available at commensurately higher prices. Please contact Air-Flo Mfg./Crown Tank at 607-733-8284. (P06)



U.S. Tanks Industry, new 1,200-5,000-gallon tanks in stock! Options – two compartment, hoist, installation available, quick build time! **305-691-8407. (P06)**

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)

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. Can email pictures. Call 850-554-0563. (P06)

For Sale: 1,800-gallon steel tank, MEC 8000 vacuum/pressure pump, power take-off. \$4,500. Call Terry - 225-718-2997 (C) or 225-627-4449. LA (P06)



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 or Mike @ 303-478-4796. (PBM)**



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 has over 1,000+ frac tanks available, epoxy lined and EPA compliant. **Call 855-202-7872 or sales@genevaequipment.com www.genevaequipment.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)**



50,000-Gallon Septage Storage Tank- FREE to someone who will move it from existing location. Canton, OH.
Call 330-494-3000 (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)

TOOLS

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.TandT-tools.com. Phone 800-521-6893. (CPBM)

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)

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

1983 Fruehauf, 5,450 U.S. gallon, carbon steel, vacuum tank trailer.
www.VacuumSalesinc.com (888) VAC-UNIT (822-8648). (PBM)



In stock, 6000- and 6300-gallon aluminum single-compartment Imperial vacuum trailers. Call Cory 800-558-2945 Ext. 426 (PBM)

TRUCKS (DUMP, SEPTIC, MISC.)



2013 International, 52,000 GVW, 270 HP, only 77,000 miles, equipped with NEW hydraulic set bed, 12,000 lb capacity. **\$64,000. Call Dewayne 256-338-4985. (P07)**



2011 Kenworth T-800, Cummins ISX 485, 18-speed, Transway-built 4,000-gallon waste, 200-gallon fresh-water w/high pressure jet. Full hoist and rear-open door. Transway 1200 pump. 167,500 miles, 14,500 hours. **Asking \$120,000. 802-658-6243. VT (P06)**



2007 IHC 9900I, Cummins 435HP engine, 243K miles, Pre-emissions, 10-speed transmission, 12K front axle, 40K rear axles, air ride, P/S, A/C, 24.5 tires & wheels, NVE vacuum pump, Troxel 80 BBL vacuum tank, low miles, fancy truck, cleaned, detailed & serviced. \$55,000

Edward Loreda Trucks and Equipment. Beach City, TX 77523. 713-248-5518. (P06)

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800 NUMBER

in your ad, be sure it can be used in all areas nationwide.

VACUUM EQUIPMENT



1998 Safejetvac Model 1015, 10-yard debris tank, 1,500-gallon water tank, Myers water pump 65 GPM @ 2000 PSI, roots 8x24 blower 3650 CFM @ 15" vacuum, front boom with 8'-6" extension, 800' front reel with rotation and brake, 600' of 1" sewer hose. Chassis - Volvo WG-64, 1998 113,413 miles, CAT 3306 300 HP 8,365 hrs, 13-speed Eaton Fuller manual trans. \$65,000. **Contact Tim 205-807-0294 or ttimmons@specenviro.com. AL (P05)**



2003 Sterling 9500 Vac-Con, 80 GPM jet 1" hose, hydro-excavating kit, 130,000 miles, 40' aluminum extensions, brand new boom & hydro exc kit. \$55,000 OBO.
Seth 330-231-5943. OH (P06)

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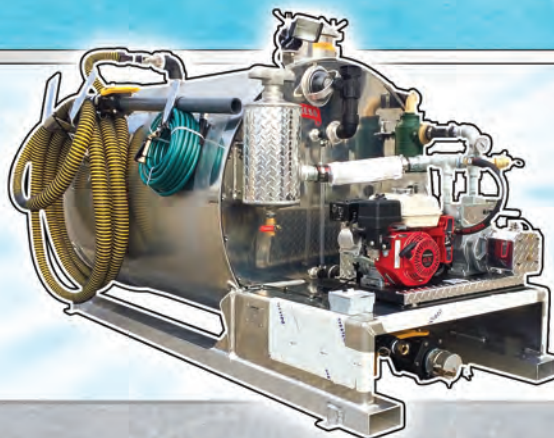
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