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# Pumper

August 2020 | [pumper.com](http://pumper.com)

## AN EARLY START

Paul Lawrence was running a vacuum truck at age 18 and then relentlessly pursued his dream to build a full-service wastewater business

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**SEWER SYSTEM CLEANING  
AND INSPECTION** PAGE 56



SEPTAGE HAULER 44-13

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# WE'RE ALL IN THIS TOGETHER

The COVID-19 pandemic has affected everyone differently, but the common denominator is that it has impacted us all. We do our best to plan our production for the year, but no one could have predicted the massive ripple effect the virus would have not just on our industry but globally. We are actively adapting to the current situation and will be pouring the work and resources into our business so we are able to get you the products and supplies you desperately need.

We are a family-owned business just like many of you. Our dream isn't to be the only supplier in the industry; it's to be the best choice for your needs. We will continue to strive to get there. We just ask for you to stay by our side so we can continue to be by yours.



 For insight into current industry production challenges, read the article **Why Lead Times for Portable Sanitation Supplies are So Long Right Now** at [PROLEADTIMES.COM](http://PROLEADTIMES.COM).



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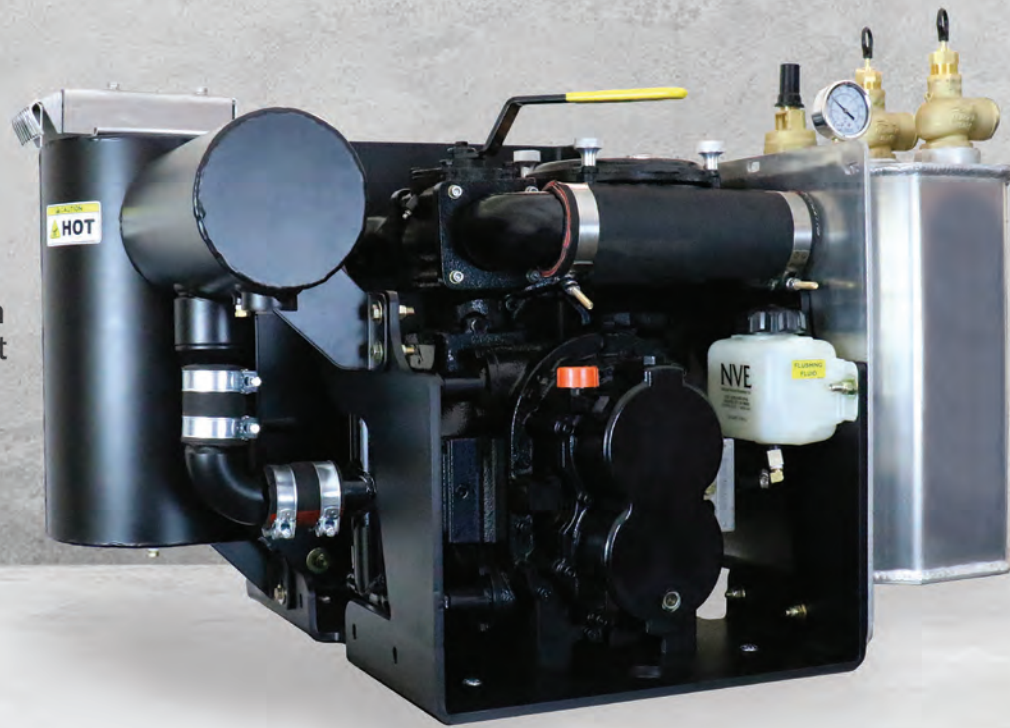
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Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

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**CONTROLLED CIRCULATION:** 20,500 per month. This figure includes all circulation regions (nationwide) and international distribution.

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- Dee Goerge

Paul Lawrence was running a vacuum truck at age 18 and then relentlessly pursued his dream to build a full-service wastewater business.

**ON THE COVER:** Almost 30 years ago, Paul Lawrence followed his small-business dream by opening All American Septic Service in Imlay City, Michigan. He is shown with an International service truck with a 5,000-gallon tank and National Vacuum Equipment blower. (Photo by Amy E. Voigt)

## 10 Between the Lines: Looking Forward to the Season of Giving

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- Jim Kneiszel

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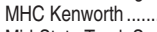


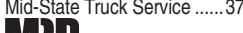




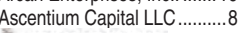


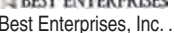












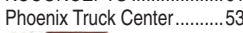










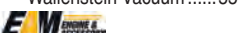












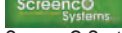





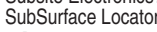










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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

# Looking Forward to the Season of Giving

Pumpers are a generous and caring group. Share your favorite charity and let's make a difference at the end of 2020. | By Jim Kneiszel, Editor

In a few months, we'll be entering the *season of giving*. It's that magical time between Thanksgiving and Christmas when generous hearts take a look at the harvest of profits during the year and consider sharing their gifts with favorite charitable causes or organizations.

I hope that despite the challenges of the past several months, our pumping community has persevered and laid up enough money to meet payroll, maintain equipment and, ultimately, have some left over to contribute to good works in the community.

Pumpers are a generous bunch. I have indelible memories of industry friends who've told me about their charitable efforts over the years. There was the small septic service company that painted one of the vacuum trucks pink and dedicated a percentage of every pumpout to fight breast cancer. Some portable restroom companies donate units and part of their special events profits to support a variety of causes. Other companies support youth sports, homeless shelters, food pantries and the list goes on.

They do this in good times, and I believe many continue to make these important contributions when times are tough. And it certainly has been tough for many of the family businesses that dominate the septic service industry. Fortunately, our industry provides an essential service and most of you were not stopped by the coronavirus. On the contrary, it took the pandemic and stay-at-home orders for the general public to understand just how much they rely on your expertise. Many of you were busier than ever during the first half of this year.

Nonprofit organizations always welcome cash donations, but you may prefer to find ways to contribute your services instead. There are many ways to do what you do best for a charity.

## SHARE YOUR STORY

Through your work, you have given your customers peace of mind that they have safe and fully functioning wastewater systems. The giving isn't over. When the holidays roll around, you'll be giving again from your bounty to support meaningful causes. I want to know about your favorite charity so I can share the information with other pumpers in the December issue of *Pumper*. Maybe sharing a few words about where you like to

give donations will encourage others to join you and sweeten the pot.

So send me an email with a brief description of your chosen charity and include a web address or phone number where other *Pumper* readers can send in their own donations. My email address is [editor@pumper.com](mailto:editor@pumper.com).

*I'll start the ball rolling by talking about a few of the organizations I like to contribute to:*

- **Wisconsin Boston Terrier Rescue** ([www.wisconsinbostonterrierrescue.com](http://www.wisconsinbostonterrierrescue.com)). We have been a volunteer foster family for the Wisconsin Boston Terrier Rescue for several years, and I've been able to witness many dogs saved from abuse, starvation, neglect and constant puppy mill breeding. I've treasured the opportunity to bring these wonderful animals into our home and show them the joy of being a pet and having a family. The transformation of these animals is nothing short of amazing. Many don't know how to walk up a step or accept a human touch, but they quickly learn these things and many more and are eventually ready to move on to a happy forever home. This small organization relies on donations to complete this mission. Each dog comes to us with medical issues that can cost hundreds to thousands of dollars to address before they can be adopted. If you feel this is a worthy cause, please consider sending them a few dollars.

- **American Heart Association** ([www.heart.org](http://www.heart.org)). I have written memorial checks to the American Heart Association more times than I care to remember. That's because I have lost many family members and friends to heart disease, the leading cause of death for men and women. Heart disease took both of my parents and my father-in-law, and it recently struck down a family friend at age 55. One minute he was happy and healthy, and the next minute he was gone. I doubt there is a pumper who reads this column who hasn't been impacted by this terrible killer. If you feel like me and desperately want the medical community to continue its work to stop this disease, please consider making a donation.

- **Your local parks department**. A few years ago when I was serving as an alderman for my hometown, I decided to work with others to donate a disc (Frisbee) golf course for families. I paid a portion of the cost of the equipment and sought donations from others to complete the project. Now I walk past the park almost every day and enjoy seeing groups of people throwing their discs and having a good time. These days, your local city, town or coun-

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ty face lots of budget cuts and can't provide a lot of the amenities they would like. Maybe you could donate a disc golf course in your town, but every community has many needs. It could be a park bench, a veteran's monument or something else. Talk to your local leaders and offer to help out.

## OR DONATE SERVICES

Nonprofit organizations always welcome cash donations, but you may prefer to find ways to contribute your services instead. There are many ways to do what you do best for a charity. On the septic service side, look for organizations that may need a periodic pumpout, such as a church or Habitat for Humanity home. You can also have an impact on individuals in need, such as providing free pumping service to an elderly or disabled person. On the portable restroom side, many groups and causes — such as fun runs, special events run for charity or serving the homeless population, which seems to be a growing concern — would be thankful for a free unit.

Now I need to hear from you. Send in a paragraph or two about your favorite charity to support through your pumping company. I will print all of the submissions in December during that season of giving. ... Who knows, maybe together we can do a whole lot of good on behalf of the pumping community. **P**

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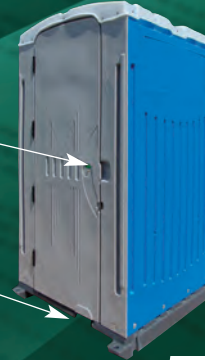
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## 2021 Freightliner

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GOOD LEADERSHIP

## improve workplace communication

There are many problems that can be solved through better communication. Teams that communicate well together tend to be more productive and find that fewer tasks slip through the cracks, while responsibilities are more clearly defined and common goals are established. And ultimately, teams that communicate well together also communicate better with customers. [pumper.com/featured](http://pumper.com/featured)



INSPIRING WORKERS

## ensuring employee engagement

Employee engagement is one of the big issues facing employers. Studies show that disengaged workers contribute heavily to lost productivity, low morale, high absenteeism and costly turnover, to name only a few of the detrimental side effects. Thankfully, there are plenty of solutions. [pumper.com/featured](http://pumper.com/featured)

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SOIL TREATMENT AREA

## sizing a system

Across the U.S., there are two common approaches to determine how large a soil treatment area should be: soil morphology evaluations, and/or percolation or a similar hydraulic test. This article provides a summary of each approach, along with their appropriate applications.

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MAINTENANCE TIPS

## effluent screen cleaning

An effluent screen requires regular maintenance and must be periodically checked. The need to clean a screen should not be considered an indication of a problem since the purpose of a screen is to catch suspended solids. In this online exclusive article, get a step-by-step guide for cleaning effluent screens.

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## PUMPER PROFILE

COVER STORY



The All American Septic Service crew includes (front row, from left) Melissa Schoo, Paul Lawrence, Maureen Walton, Brandon Blatt; (back row, from left) James Crawford, Dave Mead, Todd Cole, Ben Horton, Dave Betker and Bob Ludwig. (Photo by Eric Seals)

### All American Septic Service

Imlay City, Michigan

**OWNER:** Paul Lawrence

**FOUNDED:** 1991

**EMPLOYEES:** 11

**SERVICE AREA:** 50-mile radius including five counties

**SERVICES:** Septic system pumping, installing, maintenance and repairs; drain cleaning and camera work

**AFFILIATIONS:** Michigan Septic Tank Association

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



# AN EARLY START

Paul Lawrence was running a vacuum truck at age 18 and then relentlessly pursued his dream to build a full-service wastewater business

By Dee Goerge

After one semester of college and a summer job working for a septic company, Paul Lawrence knew he wouldn't be going back to college.

"He paid so well, and I was making as much as my dad at GM (General Motors). The smell didn't bother me, and I picked up on it real quick. I was running the service van and pumper truck and doing repair work at 18. I'm glad I never looked back," Lawrence says.

Five years later, he purchased his first truck and started his own pumping business. Now at 51, Lawrence looks at 23-year-olds and wonders how he managed it. Today, All American Septic Service is thriving as it tries to keep up with Michigan's growing economy. He and his team are doing all the jobs he first did as a teenager, plus installing septic systems.

### MENTORING FROM DAD

Before venturing on his own, Lawrence worked for two businesses that did everything from pumping septic tanks to servicing mainlines

and drains. So he had a few years' experience when he saw a 1977 International truck for sale for \$13,000. With financial backing from his dad, Leslie, he purchased the truck and went into business.

"It [buying the old truck] was probably the worst thing I could have done. I worked on the truck about three days every week," he recalls. But he managed to get enough work to buy a newer truck within nine months.

"Before I was doing the work for everyone else," he says, reflecting on the bold entrepreneurial move. "Rather than doing that, I broke off on my own to go in a more diversified direction, and it ended up paying off."

From the beginning, Lawrence valued advice from his father. The first thing father and son dealt with was naming the business. With military folks on both sides of his family, it was important to put "American" in the name. That worked well for marketing too, as it puts the company at the top alphabetically. It also led to eye-catching red equipment with a mustard yellow oval logo with the business name.

(continued)

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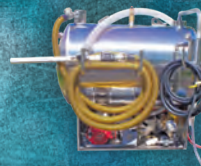
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**Right:** Paul Lawrence discusses the day's work with Melissa Schoo, office manager at All American Septic Service. (Photo by Amy E. Voigt)



**Below:** Technicians Dave Betker, left, and Dave Mead cut and fit PVC pipe to run a new sewer line for a home. (Photo by Amy E. Voigt)



“ Before I was doing the work for everyone else. Rather than doing that, I broke off on my own to go in a more diversified direction, and it ended up paying off. ”

**PAUL LAWRENCE**

The next thing Leslie helped with was advising Lawrence on how to deal with employees. Leslie worked in quality control at GM and had taken a Dale Carnegie course.

“Dealing with my first employees was kind of a struggle,” Lawrence admits. “I’m a doer and not a good boss-person.”

His dad gave him advice that helped: Remember no one is perfect. Take it one day at a time. Realize you don’t know what people are dealing with and the backgrounds they’ve had.

“I try to be more patient and talk them through it. I let them speak their mind, and I interject how they can do better in a more positive direction,” Lawrence says.

### **ADDING EQUIPMENT**

As he learned to work with his employees, Lawrence expanded his services. He started with pumping, and when he could afford it, he purchased his first service van and drain cleaning equipment for repair work.

“That opened the door to a new level for us — excavating,” he says. “Our ratio was 75% to 80% pumping. But now pumping is almost equal to excavation of septic fields and repairs. We are so busy we could double our work. In the last couple of years, we’ve seen the economy explode with building.”

About 10% of the work is new septic installations. The rest are repair and replacement jobs. To keep up with demand and to provide enough

equipment for his employees, he has built an impressive fleet.

For pumping he has four trucks: two Internationals (2010 and 2011) with 5,000-gallon steel tanks and 4310 National Vacuum Equipment blowers; a 2000 WG64F Volvo with a Transway Systems 4,500-gallon steel tank and Fruitland 500 pump; and a 2005 378 Peterbilt with a 4,000-gallon waste/200-gallon freshwater aluminum tank and a NVE 866 pump.

For other services, the company has two Chevrolet Express vans (2007 and 2008) and three pickups: a 2019 Chevrolet Silverado, 2017 GMC 2500 and 2007 Dodge 1500. They are outfitted with Spartan Tool drain cleaning machines, General Pipe Cleaners Gen-Eye cameras, and jettors made by Landa, Shark and Sewer Equipment.

For excavating, Lawrence says he appreciates his newest machine, a John Deere 160G excavator that he says cuts some work time in half. His other excavators include a 2002 New Holland LS180 skid-steer, Kubota XP excavator, New Holland C238 track loader and Komatsu D31PX dozer. Equipment is hauled with two Benson semitrailers (1987 and 1988) and a 1995 Fruehauf semitrailer. The business also has a fleet of utility trailers — from Integrity Trailers, Legend Premium Trailers, Talbert and PJ Trailers.

To land-apply septage, Lawrence has a four-wheel-drive John Deere 8760 tractor and a Balzer 4800 spreader to inject. For cultivating, seeding and harvesting crops grown on the fields, the company runs a 16-row Kinze planter, MT845B Caterpillar tractor and John Deere 9600 combine.

One major equipment expense he hasn’t regretted was switching to 4310 NVE 930 cfm blowers for two of the vacuum trucks. “They [the old

*(continued)*

The background features a collage of images related to water and wastewater treatment. At the top left, a yellow excavator is shown working in a trench with green plastic tanks. Below this, a large concrete structure is being lifted by a crane. In the center, a yellow excavator is positioned near more green tanks. At the bottom left, two workers are installing a pipe in a trench. At the bottom right, a man is kneeling on a lawn next to a green tank and a white bucket. The bottom left corner shows a close-up of blue water with bubbles.

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**Above:** Paul Lawrence walks near the rigs parked in front of All American Septic Service in Imlay City, Michigan. Shown are two Internationals and a Peterbilt; they use either blowers or pumps from National Vacuum Equipment. (Photo by Eric Seals)

“ People call in and say, ‘Can you get me in today?’ and we try to be accommodating. ... I tell the guys to go the extra mile. Give quality work and make sure the customers are happy when they leave. ”

**PAUL LAWRENCE**

## HUGE TANK HELPS SPREADING OPERATION

With a \$400,000 investment in a 549,000-gallon Harvestore Slurrystore (CST Industries), Paul Lawrence will save money and can more easily land-apply septage.

“This gives us a lot more window when it gets too wet and you can wait until it’s drier,” says the owner of All American Septic Service in Michigan. He’d been relying on two smaller holding tanks with a total capacity of 75,000 gallons. To keep up, he had to pump the tanks to land-inject about once or twice a week and go to the treatment plant when land application wasn’t viable due to weather.

Lawrence started land-applying in 1998 when he purchased 70 acres. Later he purchased another 80 acres to rotate with soybean and corn crops. The process included sending letters to neighbors and attending township meetings to get the permit to land-apply along with regular soil tests. With trees bordering the fields and the nearest neighbors at least a half-mile away, it worked well. Then Michigan regulations required injection in 2001, and Lawrence complied. As the business grew, he needed more storage space, so Lawrence saved his money to invest in the larger tank.

“I applied for it, and it took 1 1/2 years to get approved,” he says.

The new tank is 81 feet in diameter and 14 feet tall. Though it was a big investment, it will pay for itself in disposal fee savings within three or four years.

“I am still licensed to dump at two plants, but they have gone so high (with fees) that I try not to go there,” Lawrence says.

pumps] were 400 to 500 cfm, so the blowers double their vacuum ability. They cut 15 to 25 minutes off a job, so they are phenomenal for saving time,” Lawrence says.

## KEEPING CUSTOMERS AND EMPLOYEES

Lawrence relies on his team of employees and an efficient routine to get the work done. His office manager and fiancée, Melissa Schoo, and secretary Maureen Walton set pumping and service schedules the night before so drivers can grab a folder and be ready to go in the morning. Drivers call in whenever they arrive and leave a job and are given additional jobs as they come in.

“Sometimes there are only 10 jobs on the books, but we end up with 25 pumpings,” Lawrence says. “People call in and say, ‘Can you get me in today?’ and we try to be accommodating.” Although All American Septic Service isn’t the cheapest in the area (prices are in the middle), customers tell them they like the quality of service and that they are prompt.

“I tell the guys to go the extra mile. Give quality work and make sure the customers are happy when they leave.”

Lawrence notes that he hired three of his employees through the employment website Indeed. Younger people do everything on their smartphones, he says, so it’s an effective way to find employees. He also knows that Indeed automatically notifies people about other jobs, so he needs to pay good wages and keep employees satisfied so they aren’t tempted to move on.

## USING TECHNOLOGY

Lawrence remembers when his ads ran in 5-inch-thick phone books. Though they are only about 1/4-inch thick now, he continues to run phone book ads to reach older customers. He also uses some radio advertising, but the majority of customers reach him through the company’s website, social media and YP internet advertising. Lawrence and Schoo take care of posting



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photos — and recently a drone video taken by a customer — on Facebook. They pay a YP salesperson to keep up their visibility on the internet, as more people shop online.

He also appreciates the technology on General Pipe Cleaner Gen-Eye camera equipment that can send more accurate information to a phone or flash drive.

In the office, staff use Intuit QuickBooks, as well as Tank Track software that has customer and tank information and reports when to send reminder postcards to more than 12,000 residential customers.

“That has netted a lot of repeat work for the business,” Lawrence says.

Finally, the trucks are outfitted with GPS to provide directions to drivers.

## FUTURE WORK

With restaurants, schools and monthly residential pumping, All American Septic Service doesn't slow down as much as it used to in January and February. Contracts with a large corporation canning plant for drain work and repair during that time also keep crews busy. Lawrence, who does 90% of the contract bidding, also works on the excavating side of the business.

“I do the bigger (excavator) operating for water and sewer stuff and repairs for the canning plant,” he explains. It's safer and faster for him to do some of the more intense jobs like digging near a gas plant, for example.

Recently moving the business from a rural property with a couple of sheds that he outgrew to a 10,000-square-foot building in Imlay City, Michigan, has been helpful. The former vegetable packing plant has room for offices and to store most of the equipment, plus shop space for working on equipment.

Lawrence anticipates continued growth in the area driving more work. He is considering purchasing another vacuum truck. With rural customers in three directions and a metro area with expensive homes in the fourth direction, his diversified customer base continues to grow.

He recently got back into the portable restroom business after being out of it for a few years. He rents about 40 PolyJohn and Satellite | PolyPortables units for commercial construction sites and is considering purchasing another 200 for weekend events. He realizes that would require hiring another employee or two, as it is difficult to keep on top of all the work he already has.

“I put more hours in than anyone else, so there are no loose ends. I want to make sure we grow and try not to turn any work down,” Lawrence says. “As my dad says, ‘Make hay while the sun shines.’” **P**

**Below:** Brandon Blatt uses a bucket to prevent spillage at the hose connection during a pumping job. (Photo by Amy E. Voigt)



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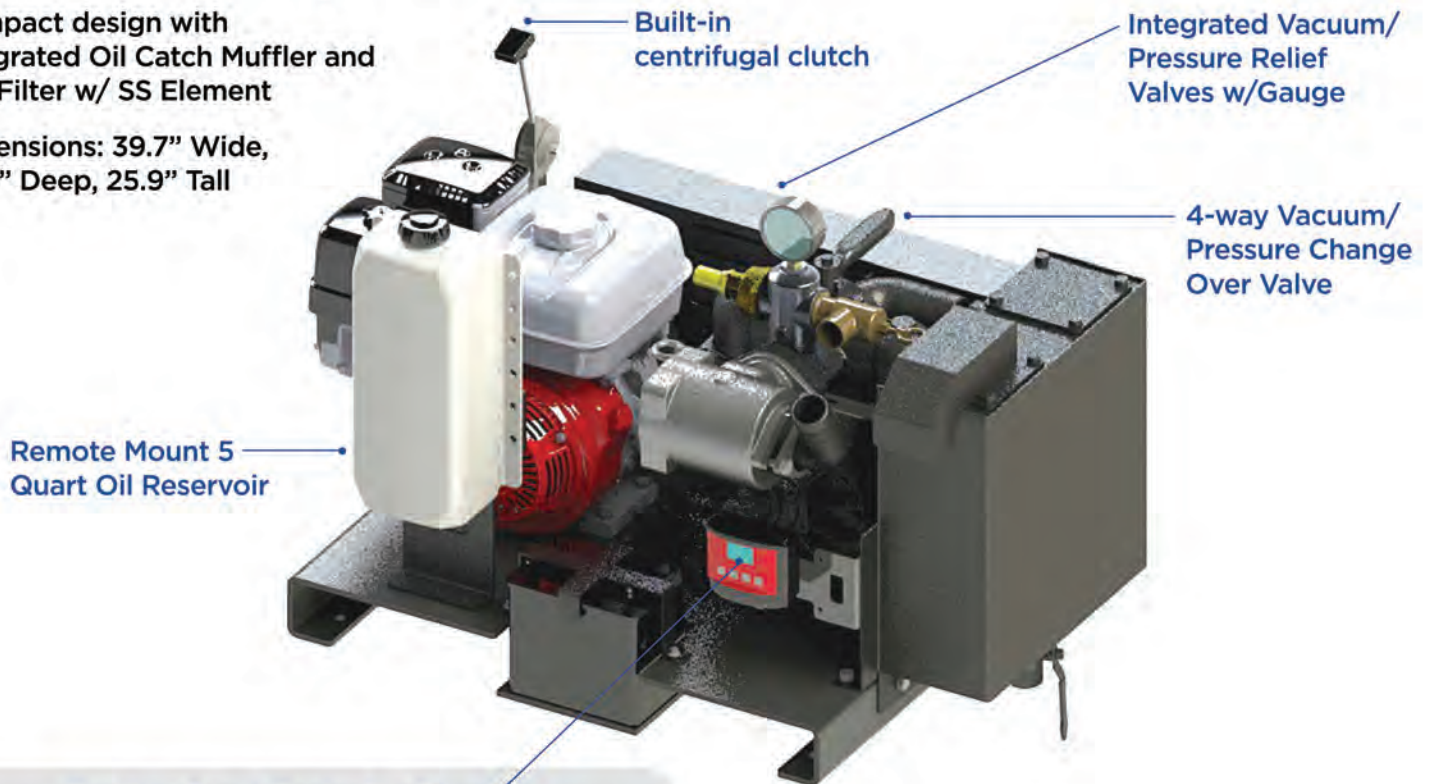
**Above:** Lawrence spends time speaking to customers over the phone at the company office. (Photo by Eric Seals)










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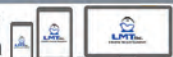
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Joan Koehne

# Know Overtime Rules or Face the Dire Financial Consequences

One New York portable sanitation company will hand out \$7 million to 1,300 employees who worked through lunch breaks and were shorted on overtime pay | By Joan Koehne

**E**mployers may not like to pay overtime, but not abiding by state and federal rules can land them in hot water. It takes just one or two disgruntled employees who realize they have not been paid properly to file a claim in court. An overtime violation that starts small can quickly grow into an expensive legal nightmare.

For example, a portable restroom company in New York will pay more than \$7 million to almost 1,300 technicians to settle a suit over unpaid wages and overtime. Employees argued they worked through lunch hours, although that time was deducted from their pay. They also contended they were only paid their regular rate of pay instead of the overtime rate due to them. Additionally, they worked after their shifts ended without being paid.

Attorney Jodi Arndt Labs of the Law Firm of Conway, Olejniczak & Jerry, says employers need to be aware of the consequences of not following overtime rules.

“A small amount due and owed to each employee can add up significantly in a class action suit, especially when one can go back two to three years to collect unpaid wages. Then you add in the penalty that allows for the wages to be doubled, and attorneys’ fees,” she says.

Once a suit has been filed, state and federal investigators often start looking for other violations, says Michelle Higgins, associate editor in human resources publishing at J. J. Keller & Associates. These violations may have nothing to do with the original infraction. Investigators may check a company’s labor law posters, child labor practices, meal/rest breaks for employees, etc.

“Once the wage and hour investigators start pulling a figurative piece of yarn, everything can unravel,” Higgins says. Besides paying back pay, other consequences may include mandated training for supervisors and years of agency follow-up. There’s also the negative publicity to consider.

“I advise clients that they need to have a good job description that clearly outlines what the employee’s job duties and responsibilities are and that such job descriptions include the criteria needed to qualify as an exempt employee.”

**Jodi Arndt Labs**

## KNOW THE RULES

Higgins encourages companies to do self-audits, review policies and employee handbooks, and watch for (and avoid) infractions experienced by other companies in their industry.

“Be as compliant as possible,” Higgins says.

A good starting point is to know the three fundamental rules of overtime:

- **Employers must pay overtime to nonexempt employees who work more than 40 hours in a workweek.**
- **Employers must pay an overtime rate of no less than time and a half of an employee’s regular rate of pay.**
- **Employers do not need to pay overtime to exempt employees (more about that later).**

Under federal law, an employer has a fair amount of freedom in deciding when employees (age 16 and older) will work. There’s no limit to the number of hours an employee works in a day or week or the number of days in a row. Working overtime can be a condition of employment, and employees can be fired for refusing to work overtime. In addition, employers aren’t required to give advance notice of overtime work and can call in employees on scheduled days off.

While employers have the freedom to require longer hours, they are smart to consider the impact of overtime hours on employee morale. Will the extra workload or last-minute requests cause employees to quit, badmouth the company or be less productive or safety-focused while on the job? The flip side is also true, when employees welcome the opportunity to work overtime.

“Often, employees are happy to earn extra money with overtime pay,” Higgins says. They count on it — or may even fight for the opportunity to work extra.

For less-enthused employees, incentives can help. Even small treats like coffee and donuts or pizza can contribute to management-employee camaraderie, strengthen morale and contribute to a positive company culture. Appreciation, empathy and good communication are also important.

If possible, employers should provide a time frame when overtime will be required. Employees who aren’t happy with their hours should talk with their supervisors, Higgins says.

“Their leader would really need to step in and say, ‘What are you unhappy about, and what can we do to figure out a solution?’”

## EXEMPT EMPLOYEES

While all employees can be required to work overtime, not every employee is eligible for overtime compensation. It all depends on whether an employee is classified as exempt or nonexempt. Employers do not need to compensate exempt employees for overtime hours.

Exempt employees are certain individuals with executive, management or supervisory responsibilities or with administrative duties that require independent decision-making. Exempt employees also include outside sales and computer employees.

“Some examples of employees who may be exempt from overtime would be a CEO, human resource director or vice president of sales,” Higgins says.

One of the biggest misconceptions about overtime is that companies can simply classify salaried employees as exempt when they’re not.

“What happens when employers don’t classify employees correctly? That’s when problems start,” Higgins says.

Arndt Labs says a well-written job description helps to classify employees accurately.

“I advise clients that they need to have a good job description that clearly outlines what the employee’s job duties and responsibilities are and that such job descriptions include the criteria needed to qualify as an exempt employee.”

Additionally, employers should talk with employees about what they do day to day to further categorize them correctly.

“We recommend employers have a policy that defines exempt versus nonexempt and clearly spells out the workweek,” Arndt Labs says. The policy also should set the compensation amount for overtime and state that vacation and holiday hours don’t count toward overtime compensation.

“Employers may think they can avoid overtime obligations (for salaried workers),” Arndt Labs says. “If the employee does not qualify as an exempt employee, then the employer will still need to pay overtime for those hours worked above and beyond 40 hours in a workweek.”

“Overtime pay due to an employee is based on the employee’s regular rate of pay and the number of hours worked in a workweek regardless of whether the employee is paid on a piece rate, day rate, commission or salary basis,” Higgins says.

## CALCULATING OVERTIME HOURS

Aside from compensating employees properly for overtime, employers must also track and report a nonexempt employee’s regular and overtime hours separately.

The Fair Labor Standards Act does not require a particular form for records, but it does require certain identifying information about the employee and data about the hours worked and wages earned. Companies can use various human resource systems to maintain these records. The U.S. Department of Labor wage fact sheet provides more information about recordkeeping: [www.dol.gov/sites/dolgov/files/WHDLegacy/files/whdfs21.pdf](http://www.dol.gov/sites/dolgov/files/WHDLegacy/files/whdfs21.pdf).

At the federal level, the U.S. Department of Labor administers the overtime policies as outlined in the FLSA. These are the minimum requirements; some states and municipalities have their own policies. Employers need to comply with all of these, applying the requirements that benefit the employee most, which can be tricky for companies with

locations in multiple states. Higgins recommends starting with an overall employee policy and including addendums for what’s required in various municipalities and states where the company has workers.

When calculating overtime, employers need to factor in all of the hours worked, including travel time.

“Generally, all hours traveling from the company shop location to a customer site and all travel throughout the regular day are compensable as hours worked,” Arndt Labs says. Employers may establish various rates of pay for employees, like travel time versus an hourly wage. On-call time, nondiscretionary bonuses, shift premiums and other work arrangements also need to be considered when determining overtime pay.

Overtime laws can be confusing, complicated and costly if they’re violated. Arndt Labs advises clients to call her before problems arise. Business consultants, human resource professionals or online resources can also be helpful when it comes to knowing and abiding by the rules of overtime.

“If a business owner is in doubt about what their obligations are to their employees, it is best to call an employment or labor attorney, as it will typically be more cost-effective than facing a wage audit or otherwise litigating a wage and hour claim,” Arndt Labs says. “It is better to be proactive than reactive.” **P**

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# Texas Septic Systems Council Pushes for Independent Real Estate Inspection Reviews

By David Steinkraus

**F**ranc Aguirre sees a problem with septic inspections, and he wants to do something about it by forming a citizens lobbying group through his Texas Septic Systems Council ([www.texassepticssystemscouncil.com](http://www.texassepticssystemscouncil.com)).

“The problem is there’s no law, and there’s no standardized procedure,” says Aguirre, who lives in San Antonio where he owns Septic Systems Express.

The issue is not with new installations, but with system inspections when properties are sold, he says. In Texas these are called property transfer inspections. In other states, they’re known as point-of-sale or time-of-sale inspections.

Onsite professionals are not necessarily the people who do most of these inspections, he says. In addition, he adds, sales are very emotional situations. If a deal is derailed by an inspection report, “It can become very litigious and get very ugly very quickly.”

What Aguirre wants to do — and he says his idea is in its early stages — is push the Legislature to establish an inspection review board. The board would be a private entity that would write an inspection procedure and a form for inspectors to use and then review the completed reports.

After reviewing reports, members of the board would issue a pass-fail decision for a system based on the only two criteria that Texas law sets out for a failed system: wastewater backing up into a building or wastewater on the surface of the ground. Based on other results in the report, the board may issue a letter of recommendation to the buyer and seller, suggesting what could or should be done to ensure the onsite system is working properly.

Board members could meet virtually to save time and cost, and reviews wouldn’t take long, he says. “Many of us, like myself, can look at plans and know in a few minutes whether something functions.”

The board would have no enforcement power, Aguirre says, and could be funded by a small fee for reviewing a report. Because judgments and recommendations would come from the board, there would be no pressure on inspectors to produce a certain result to keep a deal moving, he says.

“I think we have to go that route until we have more detailed laws,” he says.

Aguirre says he is looking now for people interested in joining him because he wants to be ready for the next legislative session, which starts in January 2021. This will not be like a legislative day when people go

to the capitol for a few hours of talking, he says; instead, this will be a focused effort to remain in continuous contact with lawmakers. From his own experience a couple of years ago, when he had a few sentences about graywater inserted into a bill, he knows what it takes to get state law changed.

“I found out then it doesn’t take numbers; it takes guts,” he says.

## Minnesota

All of the people working from home because of the coronavirus pandemic put such a strain on onsite systems that Gov. Tim Walz had to take action.

The problem, reports the news website Patch, is that more people in homes for longer times increased flows to onsite systems that in some cases could not handle the load. As a result, demand for emergency pumpouts soared.

To make work easier for pumpers, Walz signed an executive order last spring to lift seasonal weight restrictions only for trucks hauling septage. Truck weight limits in many Northern states are lowered during the spring because roads may be weakened as they thaw.

## Idaho

The approval of a rural subdivision without a sewer line drew criticism from the city of Lewiston.

Commissioners for Nez Perce County in northwestern Idaho approved a developer’s request to not build a dry sewer line for four of the 16 lots in a subdivision expansion. The \$80,000 line is not practical and is more than 1,300 feet from the most recent extension of municipal sewer, the developer says in his request to the county. He also says the state’s North Central District health office has found the soil capable of supporting onsite systems, reports *The Lewiston Tribune*.

The city is concerned about degradation of water quality. Its community development director wrote a letter that says adding a dry sewer line now will make it easier for homeowners to connect later without disturbing lawns or landscaping.

At a public hearing on the project, Douglas Havens, county commissioner, said a properly designed and installed onsite system can effectively treat wastewater. “You can’t just automatically say there’s something incorrect about every single drainfield,” he says. **P**





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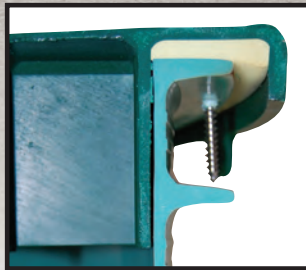
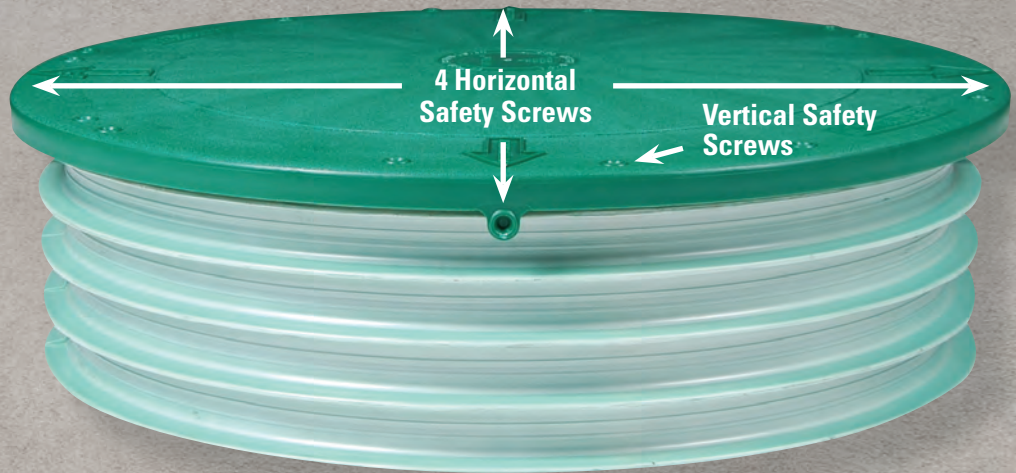
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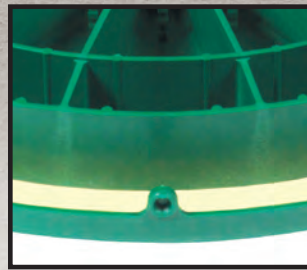
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Russell Trahan is president of PR/PR Public Relations and author of *Sell Yourself Without Saying a Word*. For more information, visit [www.prpr.net](http://www.prpr.net).

# Spreading the Good News About Your Business

Consistently promote your company's wastewater expertise, and watch your reputation grow and more customers come on board | By Russell Trahan

There is an old proverb that goes, "Give a person a fish, and you feed them for a day. Teach a person to fish, and you feed them for a lifetime." The same can be said about publicity. If you do publicity once, you'll only get business for a day. However, if you do publicity with frequency and repetition, you'll build a business that will feed you for a lifetime.

The advice and benefits of seeking publicity go for any type of business, from a major corporation to a mom and pop local company — say your septic service or portable sanitation business. Your goal is to position yourself as an expert in the wastewater industry and to highlight your professionalism in the field.

Continuing with the fishing metaphors, here is some advice to get you on the way to your first monster publicity catch:

**Know what you're fishing for; know who your target market is:** First, you have to decide what you're fishing for; then you go where they are. If you're fishing for trout, you may go to a lake. If you're fishing for salmon, you head to a river. And if you're fishing for mahimahi, you would gas up the boat for some deep-sea fishing. The same is true for your target market. Once you decide who your target market is, you go where they are. If you want name recognition in front of business decision-makers, go to trade, industry or business association publications. If you want the attention of homeowners, go to a local newspaper real estate section or a home improvement blog. Every market has media outlets you can tap into. Know who your target market is and where they're located and you'll get a bite every time.

**Have the right lures; position your expertise:** In a lake, you would want a bobber and lures to attract a fish's attention. In a river or stream, you might want to use a fly-fishing pole. On the ocean, you'd want to be fully strapped in with a strong line and reel. The same is true for positioning your expertise in a way the reader wants to see it. You may think that since *Entrepreneur*, *Fast Company* and *Bloomberg BusinessWeek* are all business publications, you can send the same press release to all of them. But consider their core reader: *Entrepreneur* says who they are in the title; *Fast Company* attracts the reader who wants new, now, next; and *Bloomberg BusinessWeek* is the old steady blue-chip business per-

son. If you tailor your press release to the reader of the publication you want to get into, you'll have them jumping out of the water for you.

**Use the right bait on your hook; use the right content in your hook:** Whether you use a worm, eggs or chum depends on the fish you want to catch. The same is true for the content you use to hook the media's attention. If you don't get the media's attention, your target market will never see your content so you have to present your content in the right way. Many people make the mistake of presenting themselves as the story. The media cares about what you can do for their reader. Who you are and why they should listen to you comes second. Press releases should not be advertorial or self-promotional; they should be educational, informational and content driven. Lead with your unique expertise that can help a homeowner, for instance. Offer the media additional information on a story they're already running and they'll be itching to take the bait.

**Tell a fish story; use your publicity:** Every fisher has a whopper of a story about the one that got away, but just as many have trophies mounted on their walls to prove their skills. The same is true with your publicity: You've got to tell a good tale about it, or otherwise you might as well cut bait and walk away. Start an In the Media page on your website. Nothing impresses a potential client more than knowing the media considers you the go-to source for information on your expertise. Use the publicity you receive in your social media as well. If you're a business-to-business company, you would want to focus on LinkedIn, or if you're business-to-consumer company, you could use Facebook, Pinterest, Instagram or others.

## GET TO WORK

If you're hoping to build business name recognition, increase market awareness or boost sales, you first need to drop your line into the water. Wading into the media doesn't have to be a scary situation. Knowing who you want to hook and having the right bait in your tackle box will land you publicity without much of a struggle. Regardless of whether you're standing on the banks, using a rowboat or in a trawler, it's about positioning your content in front of your target market in a format they want to hear. Then just sit back and reel them in. You'll have a net full of media placements to use in your marketing for a lifetime. **P**



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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](mailto:editor@pumper.com).

# Quality of Fill Can Make or Break an Onsite System Design

Be careful about choosing the correct engineered fill to compensate for limiting layers on your construction site | **By Jim Anderson, Ph.D.**

I receive quite a few questions about using soil fill to overcome site limitations. Sometimes these questions come before fill is used, but more often the questions are about fill that was placed at or around the time the house was built. When I receive these questions about using fill for septic system installation, I point out that our designs and installation guidelines are based on the use of natural and undisturbed soil.

Usually the question revolves around why engineered fill shouldn't or can't be used when my recommendation is for an aboveground mound system to overcome shallow soils over a limiting layer (bedrock, water table or dense soil layers). In a mound system, we use a specified clean sand as the fill. During installation, we are careful not to overly compact the sand in order to maintain its permeability.

What is engineered fill? Fill is a material used to fill in a depression or hole in the ground or to create mounds or otherwise artificially change the elevation of the ground. These may include earthworks such as infill, raising or leveling ground, embankments, foundation pads, road bases and landscaping. Typically, the material is placed in lifts of 12 inches in depth while compacting the material. This is the way house pads and roadbeds are created. This results in a compacted material with reduced ability to accept water, and more important, predicting the exact loss of permeability is difficult.

## PERCOLATION RATES

When soils with textures other than clean sand are moved to a new location, natural soil structure is destroyed, resulting in less pore space and smaller pores available for water movement. It makes it difficult to determine what soil sizing factor to use to design a system. For instance in a soil with a loam texture, percolation rates can vary widely from 10 to 200 minutes per inch. In addition, rates measured in one spot may change dramatically over a short distance.

Since the fill was applied in lifts or layers, there are usually problems with moving water from one layer to another. Moving water from one layer to another requires saturation where the two layers meet. With a lack of structure, movement is restricted between the layers. This reduces oxygen available for treatment and often results in a more resistant biomat, further restricting water movement and causing surfacing and system failure.

Aside from the permeability problems, other issues can be observed in fill. As I looked at engineering definitions of fill for this column, one stated use of fill was to fill in areas of "soft" soil to make the lot buildable. My interpretation of soft soil is high water table soil where the soil is also high

in organic matter. Not necessarily wetland soils, but soils that are wet.

When the low areas containing these soils are filled — changing the surrounding topography — water tables in the fill will be higher than the natural soil condition. Identifying depth to saturated conditions in the fill can be challenging. Since almost by definition the fill is a mixture of materials, redoximorphic features are not well developed or are absent. Unless there is information from open boreholes or piezometers (devices used to measure water levels), the prediction of water levels is difficult.

**The only material that can be picked up, moved and redeposited as fill while maintaining permeability is clean sand, which is why this is the material used in sewage treatment mounds.**

## CLUES FROM COLOR

An additional problem with fill colors is they are characteristic of where the fill was excavated so it may not match with natural soil colors in the area. They can be read as indicating saturated soil conditions when they are not. Correctly identifying the limiting conditions requires evaluation of the natural topography, soils and vegetation in the vicinity to help with identification of problems.

If there are questions, several keys can be used to identify fill soils. When the fill has been placed in lifts, the material has abrupt boundaries. Identifying these conditions requires observing the material in soil pits instead of soil augers. One natural soil condition that can be confused with fill are soils in valleys and near streams where soil materials are deposited by flooding. These materials can have varying colors and a wide range in soil textures, from coarse to fine. This should not be confused with fill soils.

Important landscape features can be used to indicate fill areas. These include short, steep linear slopes; unusually flat areas in a rolling topography; higher areas adjacent to wetlands; the presence of man-made structures (roads, buildings); sparse or different vegetation; and many rocks on the surface.

The only material that can be picked up, moved and redeposited as fill while maintaining permeability is clean sand, which is why this is the material used in sewage treatment mounds, because soil sizing is predictable and the original soil surface is left in place to be part of the treatment process. **P**





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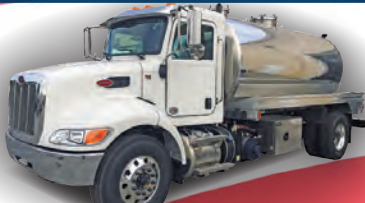


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# North Dakota's New Association Aims for Unified Regulations

A fledgling group of wastewater professionals looks to work with government on sensible rule changes and utilize industry innovations

*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 North Dakota Onsite Wastewater Recycling Association.*

**Name and title or job description:** Tom Schimelfenig, owner

**Business name and location:** Tom Schimelfenig Excavating, Bowdon, North Dakota

**Services we offer:** I do building site prep work, which requires installation of sanitary sewer or onsite wastewater septic systems. I also do wetland restoration for the U.S. Fish and Wildlife Service and various other excavation work.

**Age:** 65

**Years in the industry:** 42. In 1978, I started an excavation business, and septic was part of it.

**Association involvement:** I am the founder and president of the North Dakota Onsite Wastewater Recycling Association. I started the association in 2019 because I thought we needed to unify as a group and as a profession. In 2018, I brought up the idea with several guys when we were in Fargo for training. They thought it was an excellent idea so I pursued it. I went to Minneapolis for the National Onsite Wastewater Recycling Association Mega-Conference to learn about it. That was an experience I'll never forget. NOW-RA really offers a lot to the contractor. We started assembling the association in February 2019. There had been a group of us who got together before that, and we started reaching out to other contractors through email and at training conferences. We are growing slowly and steadily.

**Benefits of belonging to the association:** Before we formed the group, contractors had no place to go for questions when they had issues or about how things needed to be approached. We needed to have a unified group to work on various issues and to combat some of the overregulation. We were ending up with many different types of rules and regulations coming from every different health unit across the state.

**Biggest issue facing your association right now:** Getting the code set up in just one house in the government and getting it implemented right. The present system is in many sections of the government — the state Plumbing Board, the state Department of Environmental Quality, the North Dakota Department of Health, as well as 10 or 11 different health units across the state, which all have their own set of rules and their own opinions about how things should be done. We're trying to bring it to where everybody operates the same across the state. We were making good progress until the coronavirus hit, and that put an end to all meetings.

**Our crew includes:** I work by myself. I hired a guy last year, but he quit



**Above:** Tom and Peggy Schimelfenig stand by a 2000 International 5500I tri-axle dump truck with a 16-foot Ox Bodies insulated box, a 2002 Felling Trailers FT-50-3 trailer and a 1998 Caterpillar 446B loader backhoe (as well as Casey the dog).

before Thanksgiving because he couldn't handle the cold weather. This job is not for everybody. It's stressful and labor intensive. I do all the invoicing, job planning and bidding. My wife, Peggy Schimelfenig, helps with the office work.

**Typical day on the job:** Every day is different. No two jobs are alike. I don't care where you go or what you do — everything you encounter changes your day. It could be the weather or a customer who has a different idea about what they want. You have to be flexible. My bookwork gets done in the evenings or on weekends.

**The job I'll never forget:** I've done a lot of septic systems in my life, and every one is a challenge — meeting the requirements, sizing it right. Sometimes property owners want to add something to a project that isn't on the plan you bid on and at the end of the job some of them don't want to pay for it.

**My favorite piece of equipment:** When I was a kid, my dad moved a house on his farm; I watched a guy run the backhoe and I said that's what I want to do someday — just run a backhoe. I never dreamed I'd be running all this equipment — scraper, dozer, excavator, road grader. I like to sit on the dozer (D61 Komatsu with low-ground pressure tracks), and I love running the excavators, too (CASE 9030B and Caterpillar 304 mini).

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**Most challenging site I've worked on:** The soils around here vary — clay, clay loams, sand, gravel, scoria in the western part of the state and shallow shale in the east — so the challenge is assessing the situation and using the right system. In the area I live in, getting a soil scientist is very expensive so I do all of it. If I run into a snag where I can't figure it out, I rely on Allen McKay, a guy who was an environmental health officer and is now a district health administrator. We use a number of systems, depending on the setback from the water table. The two main ones we put in around here are mounds where it's too wet to put anything else in and a system from Infiltrator Water Technologies with serial distribution. When we get into clays, we use very large systems to get the water to soak away into the soil and get treated properly.

**Oops, I wish I could take this one back:** I've had a lot of challenging projects, but I never had something I wished I hadn't done. If I see something isn't going to work, I'll stop and change it. You have to be flexible.

**The craziest question I've been asked by a customer:** The question I get asked is why the systems have to be so big. People around here are used to what we did 30 years ago where you'd put a septic tank in and probably 100 feet of leachfield. Now we're putting systems in that are four, five and six times that size.

**If I could change one industry regulation, it would be:** Everything that's out there is based on science and there is data proving effectiveness, so I haven't found a regulation that isn't protecting everybody's safety. Some of it may be overdone or is too tough on things, but that's just my opinion.

**Best piece of small-business advice I've heard:** That comes from my mother. She told me to know what you're doing and be consistent so people can rely on you.

**If I wasn't working in the wastewater industry, I would:** In my last three years of high school, I was in architectural drafting. But I'm the type of guy who likes to be outdoors, and I really didn't want to go to college. Now I wish I had because the architectural drafting part of it is what carries me through this industry because I know how to draw things out and how to read blueprints.

**Crystal ball time — This is my outlook for the wastewater industry:**

- Education is the key — this whole industry is all about education. One of our association's goals is to educate the people involved in this industry — contractors, homeowners, regulators and legislators — on how (onsite systems) work and what it takes to maintain them. I go every year to our training conference because there are always things I pick up that are new.



**Above:** Tom Schimelfenig works using a Komatsu D61 dozer, 1980 14-foot International dump truck (green) and 1998 16-foot International 2674 dump truck (red).

You need to have an open mind when you go. As far as training new people coming into the industry, some contractors think we should go back to apprenticeship programs.

- Regarding drainfield material, I think chamber systems have really been a game-changer. It makes these systems more doable, gives them longer life and opens up the door for many different ways to put in a drainfield. And we're using nature more in doing it. We aren't doing the old rock-and-pipe thing; I don't think we got the life out of that product that everybody was thinking we would get. And aggregate supplies in this country are showing signs of being short.

- Another issue for the future is getting new people involved in the industry because 80% of us are going to be retiring in the next few years. **P**

*- Compiled by Betty Dageforde*



**Above:** Lukas Sculley works on installing a 1,600-gallon Brown-Wilbert septic tank for a new five-bedroom home; it has a pump chamber that lifts the effluent up into the drainfield, requiring 550-feet of chambers from Infiltrator Water Technologies for serial distribution, a CASE 9030B excavator (background) and Caterpillar 304 mini-excavator (foreground).



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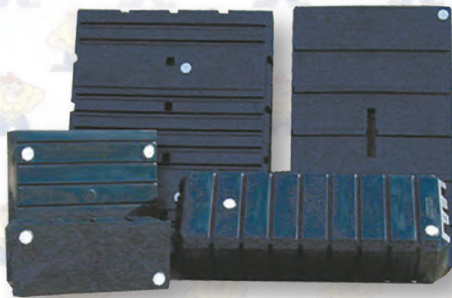
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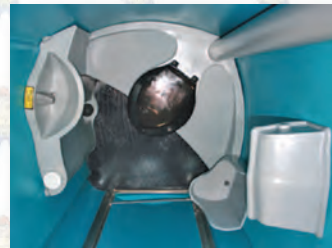
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**\$75,500**



### 2014 Freightliner Cascadia

Cummins ISX or DD15 , auto or manual, NEW 3600 gallon aluminum vacuum tank, Pump of choice!, Toolbox jetter, aluminum wheels

**\$85,000**



### 2014 Freightliner M2

Cummins 280 hp, 6 spd, 204,119 Miles, 33,000 GVW, air brakes, serviced and DOT inspected, NEW 2,500 gal. vacuum tank, NEW Masport Viper plug and play, 350 CFM, 100' of NEW vacuum hose, 10' of NEW discharge hose, #FW4109

**\$60,000**



### 2015 International 7600

low miles, NEW 4000 gal. aluminum vacuum tank, NEW NVE B500 blower, aluminum wheels, In production

**\$85,000**



### 2013 Kenworth T800

Cummins ISX 500 hp, Allison auto, NEW 4,000 gal. vacuum tank, NEW NVE blower B500, 100' of new vacuum hose, 12' of new discharge hose

**\$88,000**



### 2012 Dodge Ram 4500

Cummins, auto, low miles, 750 gal. aluminum vacuum tank

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### 2015 Peterbilt 579

450 hp, 13 spd, NEW 4,000 gal. aluminum vacuum tank, NEW NVE B500, aluminum wheels

**\$99,900**



### 2013 Freightliner Cascadia

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

## Serving the Industry

Visit your state and provincial trade associations

### Alabama

Alabama Onsite Wastewater Association  
[www.aowainfo.org](http://www.aowainfo.org); 334-396-3434

### Arizona

Arizona Onsite Wastewater Recycling Association  
[www.azowra.org](http://www.azowra.org); 928-443-0333

### Arkansas

Arkansas Onsite Wastewater Association  
[www.arkowa.com](http://www.arkowa.com)

### California

California Onsite Wastewater Association  
[www.cowa.org](http://www.cowa.org); 530-513-6658

### Colorado

Colorado Professionals in Onsite Wastewater  
[www.cpow.net](http://www.cpow.net); 720-626-8989

### Connecticut

Connecticut Onsite Wastewater Recycling Association  
[www.cowra-online.org](http://www.cowra-online.org)  
860-267-1057

### Delaware

Delaware On-Site Wastewater Recycling Association  
[www.dowra.org](http://www.dowra.org)

### Florida

Florida Onsite Wastewater Association  
[www.fowaonsite.com](http://www.fowaonsite.com)  
321-363-1590

### Georgia

Georgia Onsite Wastewater Association  
[www.onsitewastewater.org](http://www.onsitewastewater.org)  
706-407-2552

Georgia F.O.G. Alliance  
[www.georgiafog.com](http://www.georgiafog.com)

### Idaho

Onsite Wastewater Association of Idaho  
[www.owaidaho.org](http://www.owaidaho.org); 208-664-2133

### Illinois

Onsite Wastewater Professionals of Illinois  
[www.owpi.org](http://www.owpi.org)

### Indiana

Indiana Onsite Waste Water Professionals Association  
[www.iowpa.org](http://www.iowpa.org); 317-889-2382

### Iowa

Iowa Onsite Waste Water Association  
[www.iowwa.com](http://www.iowwa.com); 515-225-1051

### Kansas

Kansas Small Flows Association  
[www.ksfa.org](http://www.ksfa.org); 913-594-1472

### Kentucky

Kentucky Onsite Wastewater Association  
[www.kentuckyonsite.org](http://www.kentuckyonsite.org)  
855-818-5692

### Maine

Maine Association of Site Evaluators  
[www.maine.com](http://www.maine.com)

Maine Association of Professional Soil Scientists  
[www.mapss.org](http://www.mapss.org)

### Maryland

Maryland Onsite Wastewater Professionals Association  
[www.mowpa.org](http://www.mowpa.org); 443-570-2029

### Massachusetts

Yankee Onsite Wastewater Association  
[www.maowp.org](http://www.maowp.org); 781-939-5710

### Michigan

Michigan Onsite Wastewater Recycling Association  
[www.mowra.org](http://www.mowra.org)

Michigan Septic Tank Association  
[www.msta.biz](http://www.msta.biz); 989-808-8648

### Minnesota

Minnesota Onsite Wastewater Association  
[www.mowa-mn.com](http://www.mowa-mn.com)  
888-810-4178

### Mississippi

Mississippi Pumpers Association  
[www.mspumpersassociation.com](http://www.mspumpersassociation.com)  
601-249-2066

### Missouri

Missouri Smallflows Organization  
[www.mosmallflows.org](http://www.mosmallflows.org)  
417-631-4027

### Nebraska

Nebraska On-site Waste Water Association  
[www.nowwa.org](http://www.nowwa.org); 402-476-0162

### New Hampshire

New Hampshire Association of Septage Haulers  
[www.nhash.com](http://www.nhash.com); 603-831-8670

Granite State Designers and Installers Association  
[www.gsdia.org](http://www.gsdia.org); 603-228-1231

### New Mexico

Professional Onsite Wastewater Reuse Association of New Mexico  
[www.powranm.org](http://www.powranm.org); 505-989-7676

### New York

Long Island Liquid Waste Association, Inc.  
[www.lilwa.org](http://www.lilwa.org); 631-585-0448

### North Carolina

North Carolina Septic Tank Association  
[www.ncsta.net](http://www.ncsta.net); 336-416-3564

North Carolina Portable Toilet Group  
[www.ncportabletoiletgroup.org](http://www.ncportabletoiletgroup.org);  
252-249-1097

North Carolina Pumper Group  
[www.ncpumpergroup.org](http://www.ncpumpergroup.org);  
252-249-1097

### Ohio

Ohio Onsite Wastewater Association  
[www.ohioonsite.org](http://www.ohioonsite.org); 740-828-3000

### Oregon

Oregon Onsite Wastewater Association  
[www.o2wa.org](http://www.o2wa.org); 541-389-6692

### Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers  
[www.pa-seo.org](http://www.pa-seo.org); 717-761-8648

Pennsylvania Onsite Wastewater Recycling Association  
[www.powra.org](http://www.powra.org)

Pennsylvania Septage Management Association  
[www.psma.net](http://www.psma.net); 717-763-7762

### Tennessee

Tennessee Onsite Wastewater Association  
[www.tnonsite.org](http://www.tnonsite.org).

### Texas

Texas On-Site Wastewater Association  
[www.txowa.org](http://www.txowa.org); 409-718-0645

Education 4 Onsite Wastewater Management  
[www.e4owm.com](http://www.e4owm.com); 713-774-6694

### Virginia

Virginia Onsite Wastewater Recycling Association  
[www.vowra.org](http://www.vowra.org); 540-377-9830

### Washington

Washington On-Site Sewage Association  
[www.wossa.org](http://www.wossa.org); 253-770-6594

### Wisconsin

Wisconsin Onsite Water Recycling Association  
[www.wowra.com](http://www.wowra.com); 888-782-6815

Wisconsin Liquid Waste Carriers Association  
[www.wlwa.com](http://www.wlwa.com); 888-782-6815

### NATIONAL

Water Environment Federation  
[www.wef.org](http://www.wef.org); 800-666-0206

National Onsite Wastewater Recycling Association  
[www.nowra.org](http://www.nowra.org); 800-966-2942

National Association of Wastewater Technicians  
[www.nawt.org](http://www.nawt.org); 800-236-6298

### CANADA

#### Alberta

Alberta Onsite Wastewater Management Association  
[www.aowma.com](http://www.aowma.com); 877-489-7471

#### British Columbia

WCOWMA Onsite Wastewater Management of B.C.  
[www.wcowma-bc.com](http://www.wcowma-bc.com)  
877-489-7471

British Columbia Onsite Sewage Association  
[www.bcossa.org](http://www.bcossa.org); 778-432-2120

#### Manitoba

Manitoba Onsite Wastewater Management Association  
[www.mowma.org](http://www.mowma.org); 877-489-7471

Onsite Wastewater Systems Installers of Manitoba, Inc.  
[www.owsim.com](http://www.owsim.com); 204-771-0455

#### New Brunswick

New Brunswick Association of Onsite Wastewater Professionals  
[www.nbaowp.ca](http://www.nbaowp.ca); 506-455-5477

#### Nova Scotia

Waste Water Nova Scotia  
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#### Ontario

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By Craig Mandli

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### Milwaukee Tool M18 FUEL Sewer Sectional Machine with CABLE DRIVE

The **M18 FUEL Sewer Sectional Machine with CABLE DRIVE** from **Milwaukee Tool** provides an automatic feed-and-retract solution designed to reduce user strain when pulling cable back from the pipe. It is designed to clear roots at 200 feet with a cordless solution to provide users the power to clear tough clogs. It offers easy setup and transport. **800-729-3878; www.milwaukeetool.com.**

### MyTana M745 Workhorse

The **M745 Workhorse** drain machine from **MyTana** can adjust cable speed on the fly and features two torque settings for safety. It incorporates SmartDrive technology, so cable speed can be throttled up to 300 rpm to negotiate turns, strengthen cleaning force and expedite feeds and retrievals. Speed can also be reduced to as low as 100 rpm for tackling obstructions and debris. SmartDrive sounds an alarm when cable torque approaches unsafe limits and then automatically cuts power when that limit is reached. The machine comes equipped to work in 3- to 4-inch lines with 100 feet of cable, slip-joint fittings, autofeed, blades and accessories. A sink line kit is available to address 1.5- to 2-inch lines. With a quick-release design, no tools are needed to swap reels. **800-328-8170; www.mytana.com.**



### RIDGID FlexShaft K9-306

The **RIDGID K9-306 FlexShaft** drain cleaning machine quickly cleans 3- to 6-inch drainlines up to 125 feet. It is used in conjunction with a full suite of specialized chain knocker accessories that expand to the size of the pipe to clear the entire circumference of grease, buildup, roots and heavy scale debris. The chain knockers are connected to a flexible, nylon-sheathed cable that is fully enclosed for cleanliness

and can be easily wiped clean as it is pulled from the line. The fully contained unit also limits job site cross contamination. It can be operated by a foot switch in both vertical and horizontal positions and features a 1.5 hp internal universal motor for maximum power and in-field serviceability. It also allows for inspection cameras to remain in the pipe throughout the drain cleaning process for maximum efficiency. **800-474-3443; www.ridgid.com.**

### Spartan Tool Model 300

The **Model 300** from **Spartan Tool** has a compact design suitable for tight spaces and narrow doorways. Its enclosed inner and outer steel drums keep messes contained. It can be combined with up to 107 feet of Spartan Tool's Magnum cable for increased power and performance in a compact machine. **800-435-3866; www.spartantool.com.**



## DRAINLINE INSPECTION CAMERAS



### Ratech Electronics Plumber's Helper Jr.

The **Plumber's Helper Jr.** pipe inspection system from **Ratech Electronics** is based on a small-scale reel and comes with 100 feet of mini Gel Rod cable, a removable compact command module with 7.1-inch LCD, a built-in battery and an SD recorder for recording digital images and video. This mini pipe-inspection system is available with a full-spectrum, 1.375-inch, self-leveling color camera; a standard color camera; or any of the company's

three micro camera heads (5/8-, 3/4- or 1-inch diameter). **905-660-7072; www.ratech-electronics.com.**

### Southland Tool ST-PRO Cam

The **ST-PRO Cam** video nozzle from **Southland Tool** provides 4K or 1080p viewing capabilities. The compact design includes a waterproof camera case and zinc-plated body and thrust nozzle. It has a self-leveling GoPro camera and a rear 1-inch thrust nozzle with eight jets. Nylon wheels up to 18 inches and 6- to 8-inch adjustable skids are available. It also has integrated Wi-Fi downloadable to a phone app. **714-632-8198; www.southlandtool.com.**



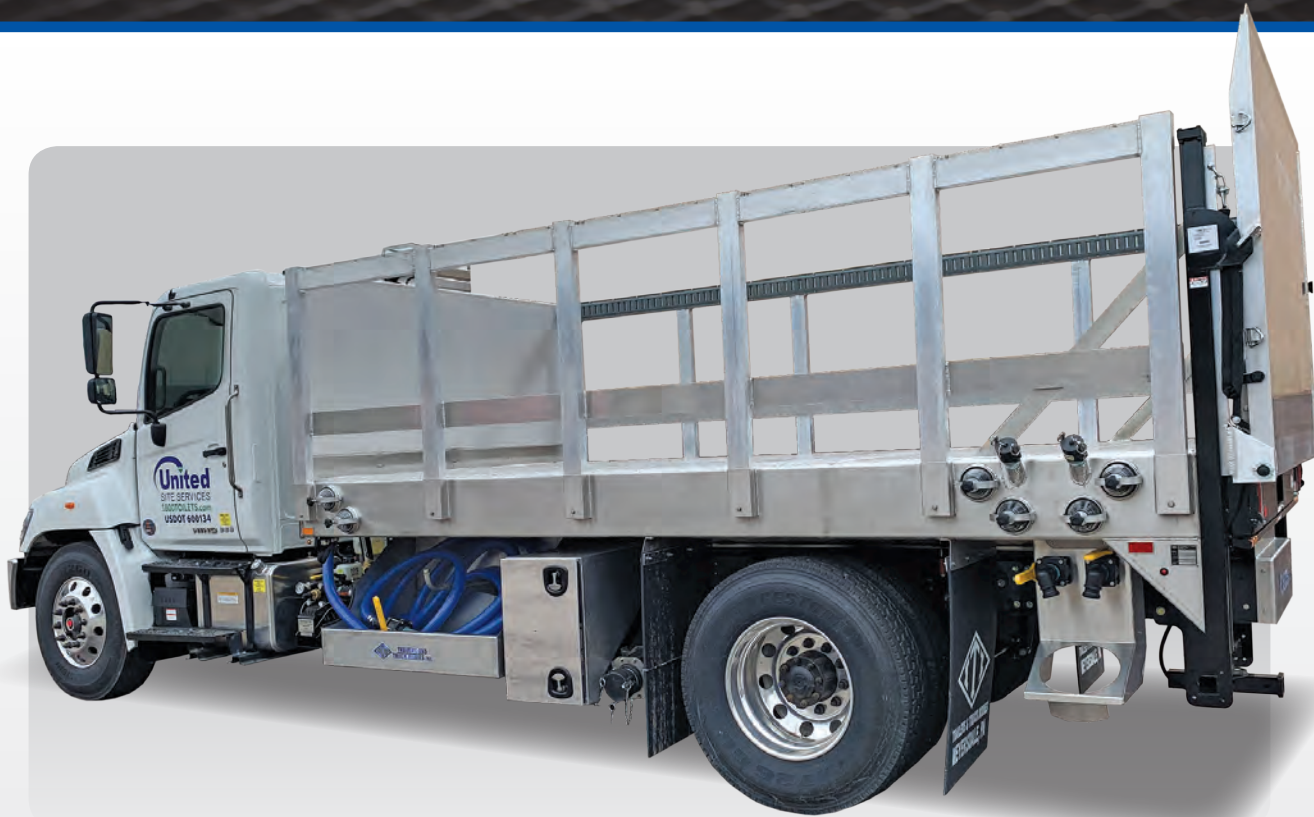
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This data can be used to verify performance and demonstrate quality and process compliance in the field. Supervisors can also track performance, compare it with benchmarks and enable actionable outcomes to be implemented. This reporting and auditing capability helps increase quality, reduce cable strikes and increase productivity across multiple crews. **800-846-2713; www.subsite.com.**

## Vivax-Metrotech vLoc3 RTK-Pro

The **vLoc3 RTK-Pro** receiver from **Vivax-Metrotech** includes real-time kinematic GNSS accuracy. Using the internal cellular module with 4G LTE capabilities, the operator can connect to a NTRIP RTK caster that provides RTCM 3 corrections. By using these corrections, the operator can collect both utility location data and the geographical location of the utility with survey-grade accuracy. It is designed for all operator levels, with user-friendly and intuitive locate screens. Operators confirm the utility data with the press of a button and align the electronic spirit level to store the data. All field data is sent to the cloud and retained in the receiver's onboard storage for review and exporting to external mapping programs. The user-configurable receiver contains eight passive locate modes, fault find mode and a range of configurable frequencies from 16 Hz to 200 kHz. **800-446-3392; www.vivax-metrotech.com.**



## HIGH-PRESSURE NOZZLES



### Hammelmann RD MASTERJET

The **RD MASTERJET** nozzle from **Hammelmann** has HPS sealing technology and adjustable-speed rotation. It is designed for use with shotguns, robotic lance systems or replacement of any rotating tool. It is lightweight at 2.2

pounds and has a compact, ergonomic design that's 2.2 inches in diameter and 6.5 inches long. It can be used at operating pressures up to 46,500 psi with optimum internal flow. It has a universal nozzle hub for working with nozzles with two or four inserts. Nozzle inserts are countersunk in the nozzle carrier with blast-back shields. Speed is controlled by an in-

finitely variable magnetic brake. It can be used for cleaning and washing, expansion-joint removal, coating and paint removal, blasting pipe externals, paint booth grid and skid cleanup, superstructure surface preparation, heavy-machinery cleanup and surface preparation. **800-783-4935; www.hammelmann.com.**



## Hydra-Flex Marksman

The **Marksman** from **Hydra-Flex** is a 0-degree, static, linear flow, long-distance cleaning nozzle designed for operator safety and efficiency while reducing water consumption. With a controlled flow for optimal cleaning impingement over 20 feet, it is suitable for cleaning corrosive environments like lift stations. The precise stream cleans accumulated solids and grease buildups while its accuracy reduces the operator's chances of damaging crucial parts like pumps and electrical components. The nozzle requires use of a 6-foot-minimum lance equipped with a dead-man switch, ensuring the operator has more control. It offers up to a 20 gpm, low-water-flow design, reducing each job's water consumption and duration. **952-808-3640; www.hydraflexinc.com.**

## HOSE REELS

### Hannay Reels 1500 Series

**Hannay Reels heavy-duty 1500 Series** reels are engineered to handle high pressures and longer lengths of hose, making them suitable for jetting operations and clearing pipe blockage and buildup. This series is versatile and can be used for a wide variety of other applications including pressure washing, steam cleaning, high- and low-pressure water supply, and air. A reinforced frame provides strength and rigidity, with 3/16-inch-thick discs to handle high-pressure hose expansion and an 8-inch-diameter steel 14-gauge drum to accommodate hose with a higher bend radius. The reels can handle single 3/8- through 5/8-inch I.D. hose with pressure options up to 10,000 psi available. **877-467-3357; www.hannay.com.**



### Reelcraft Industries REELSAFE Series RS7000

**REELSAFE Series RS7000** controlled-return hose reels from **Reelcraft Industries** play out like a traditional reel but are engineered to retract at an average walking speed. The centrifugal clutch, integral to the reel base, greatly decelerates the hose retraction speed by up to 83% versus a Series 7000 reel. **800-444-3134; www.reelcraft.com.**



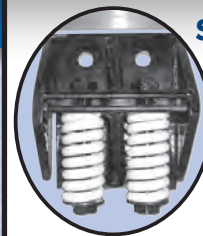
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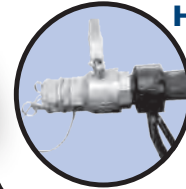
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The **JM-1000 Mini-Jet** from **General Pipe Cleaners** includes a high-performance, stainless steel braid jet hose for drain cleaning power and performance in a small package. The stainless steel braid/Teflon core hoses are available in

a variety of lengths and are also optimized for the JM-1450 electric jet. The Mini-Jet can clear grease, sand and ice from small lines, sinks and laundry drains with 1,500 psi high-pressure water spray. Its diamond-plate metal case safely shields the pump and motor assembly from job site abuse. The hose smoothly slides the jet nozzle down 1 1/2- to 3-inch drainlines, easily navigating tight bends. The 3/16-inch Teflon core also reduces flow resistance, further improving small-line cleaning power. The package includes a four-piece nozzle set, water supply hose, shut-off valve and universal faucet adapter. **800-245-6200; www.drainbrain.com.**

**ROOT CONTROL CHEMICALS**

**Duke's Root Control RazoRouter II**

**Duke's Root Control** uses **RazoRouter II**, a thick, herbicide-laden foam with the consistency of shaving cream. Since effectively killing roots in sewer systems requires access to the entire line, Duke's crew inserts a hose from manhole to manhole. The hose releases and sprays the foam in all directions, allowing it to adhere to roots and penetrate through wye connections to kill roots even in lateral lines. The entire system is treated as the foam compresses against pipe surfaces and penetrates cracks, joints and connecting sewers. Roots are killed on contact inside and outside the pipe walls before they decay naturally and slough away, with regrowth delayed for two to three years. Trees and other aboveground vegetation are not harmed. **800-447-6687; www.dukes.com.**



**Lenzyme Trap-Cleer foaming root control**

Foaming root control from **Lenzyme Trap-Cleer** has double the active ingredient dichlobenil of previous solutions, along with a latex base designed to help it stick to roots longer. It is easy to apply and provides a slower foaming action to coat the entire pipeline and eliminate fast-foam-over messes.

**800-223-3083; www.lenzyme.com.**



**RootX**

**RootX** is designed to reduce the need for mechanical root control. Every component of a septic system can be treated with the chemical without the risk of machine failure or pipe damage to fight root intrusion. The mainline can be treated easily and effectively from a toilet or clean-out.

Roots often penetrate tank, lid and riser seams, as well as baffle entries and exits. The chemical can be applied to the drainfield through a clean-out, distribution box or pressure system with special instructions. **800-844-4974; www.rootx.com.**

**ROOT CUTTERS**

**NozzTeq Lumberjack**

**NozzTeq Lumberjack** cutters are low-torque, variable-speed, multi-purpose cutting nozzles powered



by common sewer jetting or combination trucks. The cutting chains rotate at speeds of 10,000 to 50,000 rpm, depending on pressure and flow rate. The precisely engineered cutter is designed to cut roots, but it also effectively clears out concrete, tuberculation, grease, protruding laterals and other obstructions. Low torque means it won't get stuck, harm host pipe or spin off the hose end. The cutters are sealed, include grease-lubricated bearings and are water-cooled so they don't need daily maintenance. Five models clear pipes from 3 up to 48 inches. The entire kit includes the turbine, water supply tube, chain plate/pull plate, tow ring, cutting blade, sleds, five sets of chain per sled size, propelling nozzle with jets and adapter, spanner wrench, hand tools and toolbox. **866-620-5915; www.nozzteq.com.**



**StoneAge Warthog WGR Magnum Root Destroyer**

The **Warthog WGR Magnum Root Destroyer** from **StoneAge** is optimized to clear roots quickly and efficiently. Its multijet configuration is designed to take out roots at the source, helping eliminate the use of mechanical tools that could damage the pipe. It is compatible with existing WGR nozzles for pipes ranging from 8 to 36 inches. **866-795-1586; www.warthog-nozzles.com.**

**SLUDGE SAMPLING EQUIPMENT**

**Sim/Tech Filter TruCore**

The **TruCore** from **Sim/Tech Filter** is a large-diameter, accurate, user-friendly sludge sampler designed for use in sludge common to septic tanks. It allows samples to be taken quickly without creating excessive turbulence, as there are no restrictions caused by valves, stoppers or flaps. With a 1 3/8-inch I.D., the capacity per foot is almost 10 ounces. The straight-through design allows the sample to be effortlessly returned to the tank. The unit is made of a polycarbonate sampling tube (marked every foot) and PVC fittings. It comes as a single-piece, 8-foot unit or as two 4-foot units that slip together. Custom sizes and configurations are also available. A simple and customizable extension kit is available for deeply buried tanks. **888-999-3290; www.simtechfilter.com**



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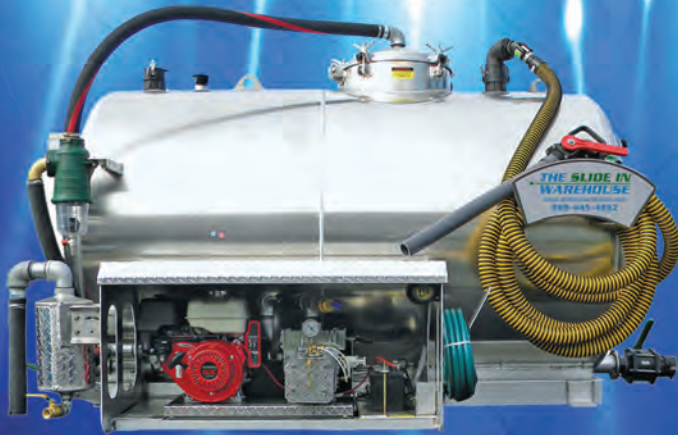
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**TRUCK/TRAILER JETTERS**

**American Jetter Hot Jetter**

**Hot Jettters** from **American Jetter** include a water-heating system that uses efficient dual-coil burners. Burner exhaust temperatures are reduced from 400 degrees F to around 127 degrees F, effectively releasing less heat into the atmosphere. This is coupled with 20% or more fuel savings from the optional Kohler 19 to 38 hp EFI engines. The increased fuel savings will provide longer runtimes. **866-944-3569; www.americanjetter.com.**



**Cam Spray CV Series**

The **CV Series** cargo van drain jet from **Cam Spray** offers diesel-fired hot water for additional jetting power. Several models are available up to 4,000 psi and 12 gpm. A triplex plunger pump with power pulse valve provides an extra push when needed. Air purge and recirculation to the tank are provided for freeze protection. A 5-gallon fuel tank provides hours of runtime. It

comes with a heavily built, powder-coated frame with full deck and 130-gallon water capacity; a 12-volt DC reel with 2-1 clutch drive allowing for free spooling; and a powered hose return. It is controlled by a push button or foot switch. Accessories include a four-nozzle set, storage box, tip cleaner, tiger tail, safety shield, rubber gloves, high-visibility safety vest, 50-foot wash-down hose and trigger gun. **800-648-5011; www.camspray.com.**



**Easy Kleen Pressure Systems Groundhog Jetter**

The **Groundhog Jetter** from **Easy Kleen Pressure Systems** is designed to blast through clogged pipes with a 35 hp Vanguard engine providing 12 gpm at 3,500 psi. It is compact and can be transported in a pickup truck or van, with trailer options available. It includes a fully welded, powder-coated, 2-inch steel tube frame, drilled and tapped, which houses the 200-gallon water tank. It comes with an accessible breather and 10-gallon fuel tank, General Pump with gear-box drive, 12-volt-powered hose reel with 300 feet of 3/8-inch jetter hose, hose guides, a super swivel and foot-pedal control, emergency shut-off valve and hour meter. Optional remote features include hose reel-in, motor off/speed control and pressure on/off. **800-315-5533; www.easycleen.com.**

It includes a fully welded, powder-coated, 2-inch steel tube frame, drilled and tapped, which houses the 200-gallon water tank. It comes with an accessible breather and 10-gallon fuel tank, General Pump with gear-box drive, 12-volt-powered hose reel with 300 feet of 3/8-inch jetter hose, hose guides, a super swivel and foot-pedal control, emergency shut-off valve and hour meter. Optional remote features include hose reel-in, motor off/speed control and pressure on/off. **800-315-5533; www.easycleen.com.**

**GapVax GJet**

The **GJet** truck jetter from **GapVax** offers 500- to 3,000-gallon stainless steel water tank options and 40- to 100-gpm water pump options along with a front-mounted hose reel, various toolbox options, room for a vice or crane, and 10-foot tube trays. **888-442-7829; www.gapvax.com.**



**HotJet USA Xtreme Flow III**

The **Xtreme Flow III** trailer jetter from **HotJet USA** offers 18 gpm at 4,000 psi jetting power, clearing drains from 2 to 24 inches. It offers twin 35 hp Vanguard engines on a 5-by-14-foot, heavy-duty, 10,000-pound-rated trailer. It is designed to bust through any clog, roots or debris. **800-213-3272; www.hotjetusa.com.**

**Sewer Equipment Model 800-HPR Series IV**

The **Model 800-HPR Series IV** truck jet from **Sewer Equipment** offers the same features as the 800-HPR ECO, such as fully baffled Duraprolene water tanks, an eco-friendly operating system, 190-degree rotation of the hose reel and an insulated, heated enclosure housing all water components. It adds a rear door that closes fully while the hose reel is extended, keeping heat inside the enclosure where water components are stored. It offers wintertime recirculation of the water system at highway speeds, a retractable canopy for sun and inclement weather, and boiler to provide onboard hot water for cold-weather applications. The dual reel configuration offers two hose reels in one location, with the secondary reel allowing for the addition of a televising jet pod or small-line sewer hose, giving operators the ability to perform multiple applications using one truck. It has ergonomic controls, an operator station situated between hose reels in a dual hose reel configuration and a secondary operator station. **888-477-7611; www.sewerequipment.com.**





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

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**2014 Freightliner M2**, Cummins 260 HP, Allison auto, **NEW** 2500 gallon steel vac tank, **NEW** Masport Viper pump.

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**2007 Mack Granite**, AMI-370 HP, jake, 10 spd, low miles, **NEW** 3300 gallon steel vac tank, full hoist, full open rear door, **NEW** Liquid cooled NVE 866 vac pump 520CFM, 200 gallons of fresh water.

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**2010 Peterbilt 335**, PX8 315 HP, engine brake, 33# GVW, **NEW** 2300 gallon steel vac tank, **NEW** Masport Viper pump.

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

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**2012 Peterbilt 367**, Cummins 600 HP, jakes, 13 spd, 14,600 # fronts, very low miles, **NEW** 3950 SPLIT gallon steel vac tank (300 Fresh water), **NEW** liquid cooled Masport Hydra vac pump 410 CFM.

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**\$58,500**



**2014 Freightliner M2**, Cummins 250 HP, Allison auto, 33# GVW, **NEW** 2300 gallon steel vac tank, **NEW** Jurop PN84 vac pump.

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The **SuperJet** truck-mounted jetter from **Super Products** is used to blast debris to clear blockages and maintain sewer lines when vacuuming extraction is not required. It uses a strong and smooth single-piston water pump to create consistently high water pressure. Units come standard with rotationally molded polyethylene water tanks in a modular design to accommodate water capacities ranging from 1,080 to 3,240 gallons. Additionally, they offer convenient standard curbside and street-side fill. The hose reel has 1,000 feet of 1-inch-diameter sewer hose, 200-degree rotation and a digital monitor. This allows operators to work efficiently while positioning themselves out of traffic and away from other hazards. The monitor displays a hose footage count, offers 20 saved settings for hose reel payout and is designed with LED panel lights to enable readability in a variety of environments. **800-837-9711; www.superproductsllc.com.**

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The **Hot Shot** high-pressure water jet machine from **Vac-Con** is designed for removing grease, sludge, stones, bottles, cans and other debris from sanitary sewer and/or storm lines. Engineered for one-person operation, all high-pressure water and hose reel controls are located at the front of the machine for ease of operation and increased safety. Models are available with 1,000- and 1,600-gallon water tanks. Options include variable flow, articulating hose reel, polyethylene water tanks, 30 gpm at 3,000 psi water pump system, auxiliary engine or hydrostatic drive, cold-weather recirculation system, side-mounted toolboxes, air purge system, hose footage counter, arrow board, strobe lights, inspector cam, high-pressure spray bar, hose rewind guide, 600 psi handgun system with 25 feet of hose, and a selection of nozzles. **888-920-2945; www.vac-con.com. P**



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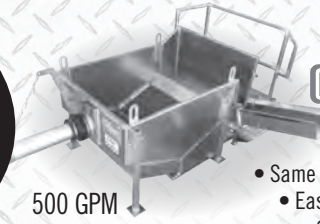
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**American Tank completes acquisition of Lely Tank & Waste Solutions**

American Tank announced the completion of its acquisition of Lely Tank & Waste Solutions. American Tank retained Lely employees who are leaders with extensive experience in the industry, including Tim Counts, vice president of operations and sales; Bruce Curry, product manager and consultant; and Ricky Paulson, production manager.

**Elastec celebrates 30th anniversary**

Elastec celebrates its 30th anniversary in 2020. The company was founded in 1990 with the invention of the two-drum oil skimmer. The product set the foundation for the manufacturer of environmental response equipment. The company now has more than 120 employees with three locations in Illinois and one in Florida. Recently, Elastec branched out to focus on waterway trash and debris, plastic pollution and municipal waste disposal systems. The company also provides vacuum systems, baffles and turbidity curtains, power units, pumps, boats and more.

**Hino Trucks presents scholarship to class of 2020 recipient**

Hino Trucks announced the recipient of the 2020 Hino Motors Novi Educational Foundation scholarship. This is the second year of a 10-year, \$25,000 program. The winner, Vinaayak Puliyadi, was chosen based on his submission essay about what leadership means to him, as well as extracurricular activities and being admitted to a college or university in the fall. Puliyadi plans to attend Penn State University to study mechanical engineering. **P**



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[atevik@cals.arizona.edu](mailto:atevik@cals.arizona.edu)

**RETS Inspector Course**  
**September 25-26, 2020**  
 Location: Arlington, TX  
 Contact: Lauren Trujillo  
[rets@rets-llc.com](mailto:rets@rets-llc.com)

**CPOW Inspector Course**  
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[atevik@cals.arizona.edu](mailto:atevik@cals.arizona.edu)

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 Contact: Lisa Nicoll  
[cpow@cpow.net](mailto:cpow@cpow.net)

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**October 1, 2020**  
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## B500 MAX PAK MAKES A PLAY TO CONVINC PUMPERS TO SWITCH TO BLOWER TECHNOLOGY

To satisfy market demands in the wastewater industry, National Vacuum Equipment has miniaturized its industrial blower technology, gearing it toward septic pumping with the B500 Max Pak.

“We’ve had a lot of demand for blowers from our septic pumping customers over the years, so we designed the B500 Max Pak specifically for those applications,” says Jeff McDonald, a factory sales representative for National Vacuum Equipment. “It can be used to replace the vane pump and can often be mounted in a similar footprint to not take up more room on the chassis.”

The B500 Max Pak uses a high-vacuum tri-lobe blower with an integral four-way vacuum/pressure changeover valve. This package is oil-free and constructed durably, moving up to 500 cfm. It is capable of running continuously at 24 inches Hg vacuum, with a maximum of 37 hp.

“Because there is no oil consumption, there’s also no oil discharge on these units,” McDonald says. “It is a cleaner-running unit that eliminates the chance for mess and pollution issues from spilling and leaking oil. When you are parking your truck on customers’ lawns and in their driveways, that’s an important distinction.”

The B500 Max Pak offers air injection cooling, easily accessible grease points, aluminum moisture trap, exhaust and ballast air silencer, an exhaust temperature gauge, easily maintainable prefilter, pressure relief valves and a blower flush kit. It is equipped with 3-inch plumbing hookups, a 1-2 speed increasing right-angle gearbox and a clockable gearbox bracket for easy matching of driveline angles. Its approximate weight is 760 pounds.

McDonald believes there are a host of reasons why pumpers consider blower packages.

“A lot of these guys have never used blower technology, but the ease of maintenance, increased power and lack of any mess is intriguing,” he says. “We feel the blower is the next step of vacuum technology. The trend in the industry has been to offer more capability and easier maintenance to keep these drivers on the job and working. We feel this is a bolt-on package that follows that trend.” **800-253-5500; www.natvac.com.**

## SJE RHOMBUS EZ SERIES IN-SITE BLUETOOTH CONTROL PANELS

Redesigned EZ Series In-Site CL data logging control panels from SJE Rhombus are available in simplex and duplex models. The panels use Bluetooth to connect to the new EZ In-Site Connect app, available for both Android and Apple smart devices. With the app, there’s no need to open the panel for configuration, viewing status or downloading data.

The Bluetooth module allows safe and secure access in all weather conditions. The panel configuration can be converted in the field to either timed dose or demand dose using a tablet or smartphone. The panels record up to 4,000 system events, including pump runtimes, pump cycles, alarm conditions, hand/off/automatic settings, power outages, service calls and more. The simple and accurate C-Level sensor converts the water pressure in a tank into a low-voltage electrical signal read by a variety of level monitoring products manufactured by SJE Rhombus. **218-847-1317; www.sjrhombus.com. P**



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34 units (12 new, mostly Satellite, few PolyJohn), 4 small trailers with 2 units each for construction and oilfield, 8 pod hauler, 1 portable sink, 2009 F550 with 3k miles on new engine, 650/400 Satellite tank with Masport pump. Located in Northwest KS. Pictures available upon request. Client list and contracts if desired. \$80,000. Jason 308-737-5037. (P08)

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**2014 Kenworth T800**, 425 HP, manual, 66,000 GWRW, w/pusher, 2010 emissions. Vactor Hydroexcavator PD, 12-yard debris, 1,200-gal water, Hibon 8702 blower, 800,000 BTU hot water, 20 GPM/2500 PSI water, odo 187,248, engine hours 14,040, blower hours 6,763. \$215,000 USD, Ottawa, Ontario Canada. **Contact Mac Graham 613-227-8671 or [mgraham@cwwcanada.com](mailto:mgraham@cwwcanada.com). (P09)**

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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)

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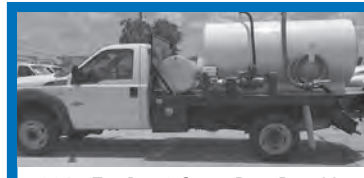
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**2014 Peterbilt 337** non-CDL. Paccar PX7, Allison automatic transmission, Satellite 2150 1,600/550 Masport HXL4V, dual side service, Burks pressure washer, 2 fresh water hose reels, aluminum unit hauler, 3 nice size aluminum cabinets. **\$75,000. Call Bill 614-496-5571 or billjr@potty4u.com. OH (P08)**

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**2007 International,** 410 HP, Cummins, 10-speed transmission, Jake brake, A/C, cruise. New: 3,500-gal tank, stainless steel hometrays, Jurup R-260 vac-pump, tires, aluminum wheels & paint. Very clean, southern truck. **\$57,500. Call: Hull's Truck Bodies LLC at 740-820-5338. OH (P08)**

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**1988 Kenworth, L-10** Cummins diesel, 3,000-gallon steel tank, 347,000 miles, oil change and routine maintenance every 3,000 miles. Truck in immaculate condition. **\$37,500. Rodney Lane 270-832-3793. (P08)**



**2018 International 4300**, less than 110,000 miles, new 2,500-gallon steel tank, new Moro pump. **\$75,000. Call Alan 786-908-5436. (P08)**

1997 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)**



**New 2020 Kenworth T270**, 1,900-gallon 1/4" steel vacuum tank, 2 baffles, Juroop R-260 (350 CFM) pump, hot shift PTO, 1/4" hose trays, 12-gal cyclone sec., 6" discharge, (2) 4" suction ports, powder coat tank, (2) toolboxes, heavy duty bumper, trailer hookups. Non-CDL, 300 HP, Allison auto trans, chrome bumper, SS sun visor. **August Special = \$90,000. 918-607-1006. (P08)**



**2000 Sterling**, pre-emissions, CAT7 300HP, Fuller-Eaton LL8 transmission, 4,000-gal aluminum Longhorn tank, Whiting Vein pump, double framed, tandem axle, Hendrickson spring suspension, daily driver, 367,406 miles. \$45,000 or best offer. Private sale, 1 owner. **Christine 609-758-2700 or email donemillers@comcast.net for information & additional pictures. NJ (P08)**



**05 Sterling**, 369,000 miles, CAT engine 300 HP, 7-spd. Cold A/C, 1,500-gallon Lely tank, never used. Masport liquid cooled pump. Runs and pumps great. **\$35,000. Call Shannon 828-361-3390. NC (P08)**



**2007 Freightliner M2 Business Class:** 225k miles, manual transmission, 250 HP, new virgin 11R22.5 tires on aluminum rims, new brake shoes and drums, fresh paint on the cab and frame, complete service of all fluids and filters, complete DOT inspection. NEW 2,500-gallon vacuum tank, large 400 CFM vacuum pump, 3" inlet, 4" discharge, LED lights, large toolbox, 120' of suction hose, 10' discharge hose, probe rod, spud bar, hook and shovel. **\$56,000 delivered to your door. Call or text for more info 734-777-0390. MI (P08)**



**2012 Kenworth T800**, 4,200-gallons, ISX cummins, 466,000 miles, solid truck. \$65,000. **814-277-6227. PA (P08)**



**2014 Freightliner M2**, 106 Cummins Power, 400 HP, 10-speed, double chassis, 165,000 miles, brand new 4,000-gallons tank, brand new Masport Hydra Plug and Play, new tires all around, new aluminum rims. **\$79,000. Call Alan 786-908-5436. (P08)**



**2007 Peterbilt 357 w/Allison automatic.** 3,600-gallon tank/pump (like new). 2 surge baffles, rear manway, top manway, 4" inlet valve w/ 3" reducer, 6" discharge valve w/ 4" reducer, four 5" sight glasses. 185k miles and 4,944 hours. Fruitland 500 pump. New tank, new pump, and new tires all the way around were put on less than 1,500 miles ago. 2 new batteries. Truck has pumped less than 30 tanks. ASKING \$50,000. Willing to swap for a non-CDL septic truck. I pay or you pay the difference in value. **Contact Colter at 512-788-0123. TX (P08)**



**1998 Kenworth w/ Cummins engine,** Eaton transmission, air-ride, 2,500-gallon steel tank, NVE 367 Challenger pump, great shape. **\$22,500. 720-253-8014. (PBM)**



**2014 International 4300, DT-466 (245HP), Allison automatic, 159k miles,** new 2,500-gallon tank, new Juroop PN84 Razor-Pack vacuum pump. **\$57,000. 305-691-8407. (P08)**



**15 & '16 Freightliner M2**, automatic, less than 129,000 miles, new 2,000-gallon steel tank, new Moro pump. **\$65,000. Call Alan 786-908-5436. (P08)**

2008 Mack Granite, 3-axle septic tank truck. 3,350-gal tank. 350HP Eaton 8-speed lo-lo. 62,000 GWW, 18K front, 44K rear. Mack suspension. ONLY 93,118 ORIGINAL MILES. Masport pump, power windows, air-ride seat, A/C, cruise. Pintle hitch, air to rear. Tires are almost new. Located in Prescott, AZ. Retired, no longer needed. \$50,000. Call Rick 541-910-3458. (P08)



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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. KLM Companies 617-909-9044. (PBM)



**2012 Freightliner M2**, under CDL, Allison automatic, Cummins ISB (285 HP), 240k miles, new 2,000-gallon tank, new Juroop PN-58 Razor Pack vacuum pump. **\$60,000. 305-691-8407. (P08)**

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

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

**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](http://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)

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**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)

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10,000-gal portable storage tank, 4 - 6" valved fill ports, 1 - 3" Gell line, 36" Manway, rolloff equipped, seawall construction (no inner baffling or supports) great for temp storage. Asking \$9,500. 262-483-6380. WI (P08)



**We currently have 3** - 2015 J & J Truck bodies 110bbl, 4,600-gallons. Vacuum tanks available for immediate sale. Tanks are in very good condition. They come complete with a Fruitland pump and truck bumper. **Asking \$7,500 each. Please call Mark @ 570-347-5125. Throop, PA 18512.** (P08)



**2003 Heil aluminum tank**, 4,400-gallon from Juggler system with Utile pump. Juggler system available if desired. \$11,000. **Please contact Frank at 860-280-6308. CT (P08)**

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



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## TRUCKS (DUMP, SEPTIC, MISC.)



**2009 Ford F550** Vin# 3FRML-55Z59V101930. It's a porta-potty truck with the tank. \$20,000 for truck and \$20,000 for the tank. **Yiddy Weiss - [yw@2020-mgmt.com](mailto:yw@2020-mgmt.com). NY (P08)**

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**RIDGID SeeSnake drain inspection camera/locator system.** \$15,000, used only twice, cost over \$24,000. New Includes: RIDGID Part #13998: SeeSnake, 325 color self-leveling reel. RIDGID Part #48488: Plumbing snake camera LED lights, built in flexible transmitters, 512Hz sonde transmitter, self-leveling inspection camera max run 200-ft. RIDGID Part #SR-20 locator: Passive Radio Trace Large LCD screen OmniSeek technology depth changes in real-time. RIDGID Part #ST-305 line transmitter: 5 watts power line locating Transmit 2 frequencies simultaneously, terminal leads attach using clips or built-in magnets. RIDGID Part #RBC20: battery charger. RIDGID Part #CS12X: monitor dual battery power, all cases, instructions, manuals. etc. Purchased May 2018, still under warranty & transferable. Reel serial #21-041004. Reel 2 serial #20-049793. **David Washle 502-693-2252. KY (P08)**

## VACUUM EQUIPMENT



**Year: 2015-2017. Make: Kenworth.** Price Range: \$285,000 & up. Specs: 28" HG blower, 3,600-gallon tank and 6,250 CFM. Includes PTO/blower & 6 Month Warranty. **Call or text 502-594-2101 for more information. (P08)**



**Guzzlers, Super Suckers, GapVax & Keith Hubers.** Makes: Internationals, Kenworths and Peterbilts available. Specs: 28" HG blower, 3,600-gallon tank and 5,800 CFM. Years: 2012-2019. Price Range: \$175,000 - \$340,000. Includes PTO/Blower, 6 Month Warranty. Call or text 502-594-2101 for more information. (P08)

2018 Toico toolbox slide-in vacuum tank made for short bed pickup. 300-gallons two compartments (200-gallons waste, 100-gallons fresh). \$7,500. 706-561-9285 or email [frankb.asc@gmail.com](mailto:frankb.asc@gmail.com). GA (P08)

## VACUUM LOADERS

VACALL ALLVAC AVRB, 18-yard debris body mounted on a 2014 Freightliner 114SD cab and chassis. (Stock #033R). **[www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648). (PBM)**



**2006 Sterling Chassis** with a Vac-con sewer cleaning body. Model: VPD3611LHA Serial# 12054177, Roots 824 blower 80GPM @ 2,000PSI water pump, 83,557 miles, A/C blows cold. Asking \$75,000. Call Rene 305-401-9936 or [rene@figroup.us](mailto:rene@figroup.us). Vehicle history report available. Clean title. **Call for appointment. Please serious inquiries only! (P08)**

2015 Freightliner 114SD cab & chassis with a VACALL AVRB-18 industrial vacuum loader. (Available for rent or purchase). (Stock # 039R). **[www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648). (PBM)**

2017 Guzzler Classic, Kenworth chassis, 19,000 miles, 4,872 engine hours and 2,325 blower hours. \$225,000. 440-813-0025. OH (P08)

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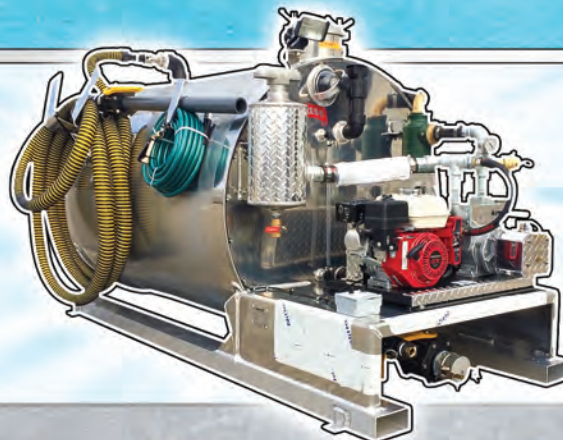
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