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A Great Journey



Maryland's Freedom Septic started off with an old truck and a dream — 30 years later the dream is a reality

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ON THE COVER:



Brothers Michael, left, and Bruce Bopst started Freedom Septic Service in Maryland 30 years ago. They are shown in the company shop with a Chevy Silverado pickup carrying a Knapheide service body. (Photo by John Boal)

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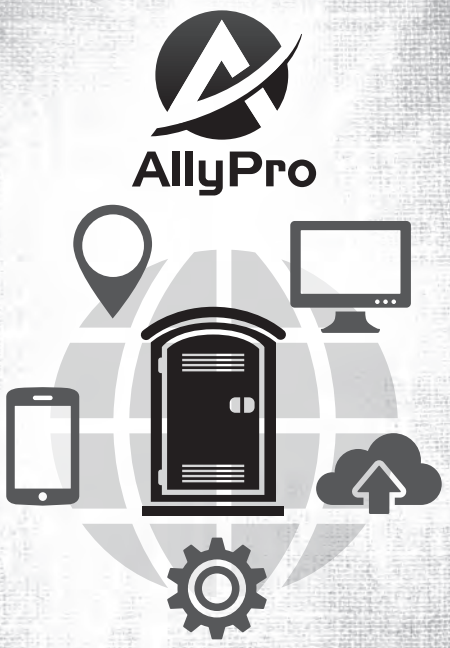


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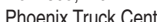




















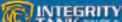







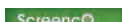






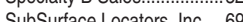









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Clayton and Harrison Whipkey Dish on the Best Convenience Store Food

When you're hungry and you only have a few minutes between septic service appointments, they'll tell you how to find the quickest meal in town

Clayton Whipkey was taking a lunch break every day anyway, so why not turn on his phone camera and review the fare at convenience stores and gas stations around his Homeworth, Ohio, home?

So that's how it all started, two septic service guys, Clayton and his son, Harrison, filming themselves rating sandwiches, pizza slices and curly fries from the cab of their Kenworth rig. And a few months into it, the guys have become a minor YouTube sensation for their culinary takes on the workingman's eats.

The most popular "In Truck Food Reviews" from Whipkey Septic Pumping garner a few thousand views from all over the world, driving the company's Facebook page likes over 800, which is a lot for a small mom and pop business, Clayton says. And they have brought on an unexpected media blitz.

"We've been in 36 newspapers and five news broadcasts so far," Clayton explains. "We've gotten calls from all over America, as well as a bit in Australia and South Africa ... I don't know why."

"Recently I brought my son on to help and have somebody in the truck with me. I've got to feed him anyway, so we just started with the reviews," he continues. The boys work hard and bring a big appetite to the dashboard. Harrison is hungry all the time, like any 23-year-old helper. And Clayton, well he's 6-foot 8-inches tall and 380 pounds so he needs big-time refueling.

ON THE MENU

"Everybody was a little skeptical at first. When I started, there was a lot of oohs and ahhs and people couldn't figure out what I was doing," Clayton says. "Now other pumpers are a little jealous about the news coverage. They come up to us at the treatment plant and give us a hard time."

The videos intersperse with daily pumping scenes — digging up tanks, working the hose, waiting to dump at the disposal plant — along with a view behind the wheel in a gas station parking lot. Clayton sends Harrison inside to pick out a few entrees of his choice; at the same time Clayton cleans his hands with sanitizer (I asked to be sure). When Harrison returns with bags of goodies, a negotiation ensues over who gets what fare that day.

Then the father-and-son duo digs in and shares their opinions,

“I’ve looked and not a lot of (pumping companies) are using their Facebook pages. They have them, but they just don’t use them. But that really is what I built my business on.”

rating the quality of their items on a scale of 1-10. They note if the fries are crunchy, if the sandwiches are hot or lukewarm, and the general quality of the experience. This isn't haute cuisine, and the guys take a no-nonsense approach to the reviews. Like pumpers everywhere, they have a limited time for meals and need to get onto the next tank. They spend 10 bucks for lunch and tell you whether each spot is worth stopping and chowing down.

"When we started this, we figured we eat a lot of bad food. But gas station food is so much better than it was 10 years ago," Clayton says. This is an interesting observation, and it seems so true. He talks about a day when he'd stop at the gas station and the only prepared food they offered were tuna fish and egg salad sandwich triangles in a refrigerator case. Or if you were lucky, there was a burrito you could throw into a microwave.

HE'LL TRY ANYTHING ONCE

The bigger chain convenience stores and truck stop travel centers drove the trend toward better food, Clayton says. He mentions a favorite regional convenience store, Sheetz, which makes the best curly fries, and the Flying J truck stop that serves outstanding pizza. The quality improvement is appreciated by the hardworking pumpers who don't like to brown-bag it.

"Everyone wants to know if there's anything we won't try," says Clayton. "I'll try anything at least once."

How did this all start? Clayton has always been attuned to the value of marketing, and he has the technical skills to create social media content. He

▼ Clayton, left, and his son Harrison Whipkey share their reviews of convenience store food for hungry pumpers and others who are on the road all day.



wasn't always a pumper. Clayton, 46, got a degree in visual communications from Penn State University, then worked in the newspaper business for 15 years as head of graphics at the Canton Free Press before the newspaper went out of business.

Out of a job, Clayton saw an ad for a pumping job on a general store bulletin board and applied. He got the job and liked it so much that he

suspended his search for office work and bought his own vacuum truck. He's been pumping for 20 years and loves the work. He's built the customer list to about 1,000 and now runs a main truck and a backup, and is thinking about a third rig.

Their go-to rig is a 1998 Kenworth T200 with a 2,500-gallon steel tank. The backup is a 1996 Chevy Topkick with a 2,500-gallon steel tank. Both trucks carry tanks of unknown origin and run Masport pumps. The guys cover five counties and a 45-mile radius in a rural area, pumping on average 20 tanks a week, up to 35 in the summer.

"There's nothing better than working for yourself. You don't have to worry about if your paycheck's coming or if the company is going to fold," he says. "And if you work for someone else, you don't want to tick off the boss or feel obligated." With pumping, Clayton says, "You get your list in the morning and then at the end of the day you shut off your truck and you're done."

GUILTY PLEASURES

Clayton wanted to populate his Facebook page to draw in more customers, so he looked for ways to personalize posts to boost likes. First he featured his pets in posts, then he started including superhero action figures found in septic tanks in his videos. He's sucked up three of them, cleaned them off and put them in the trucks as daily helpers.

Looking for something new, he researched and didn't find anyone on YouTube reviewing fast food in their work trucks, so he started doing it. To piggyback on the success of the reviews, he and Harrison are starting to review convenience store bathrooms for working folks, reviewing the food as it goes in, and er, well you know, the facilities for when it has to go out.

Clayton says the reviews appear to be "guilty pleasures" for viewers. Many don't post public comments, but they hear from fans by instant messenger and email. And sometimes they stop him during the day.

"They definitely know us at our local gas stations. We get noticed every once in a while, which is funny. They'll say, 'What are you having for lunch today?' Or 'you should try this or that.'"

But Clayton knows fame is fleeting on YouTube. He figures the reviews will run their course after about a year, so they are always looking for the next idea to draw new customers to call or message them for service.

With his marketing experience, I asked Clayton to share a few tips for pumpers to reach out to customers through social media or more traditional ways. Here are some ideas:

Start a Facebook page and keep it active.

The key to success is not in starting a Facebook presence, but with tending to it regularly. "I've looked and not a lot of (pumping companies) are using their Facebook pages. They have them, but they just don't use them," Clayton says. "But that really is what I built my business on." There are numerous social media platforms, but Clayton says Facebook is still his go-to for lead generation. "If you post interesting things at least once a week, you'll gain a following."

Don't worry about a website.

With 70% of web traffic coming from handheld devices, phones and tablets, Clayton said it's not important for septic service companies to have a website anymore. "The average guy with a small business; people aren't using your web page," he says. Instead, your new customers are finding your social media links through Google and Facebook searches. Clayton has a

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BETWEEN THE LINES

simple, free Google web page that simply redirects to his Facebook page. Websites use to be an automatic investment for small businesses. If you don't have one, don't bother with one, he says.

Use Google advertising.

Clayton generates plenty of ads with a modest investment in Google advertising based on clicks of folks looking for septic services. He said the average cost of a click to his Facebook page \$1.27 and he budgets up to \$40 per month for these Google contacts. The average cost ends up being about \$27 per month, which gets him six to seven new customers per month and a call every day. If the clicks ever reach his \$40 budget, the ads stop until the next month. Even when he doesn't get a lot of clicks, the Google advertising keeps his septic service company near the top of the search list in a very competitive market.

Incentivize folks to respond.

Visitors to the Whipkey Septic Facebook page are offered \$10 off their next service if they "like" the page. Liking also keeps the company's links showing up on potential customers' Facebook feeds. "This is cheap marketing to me," he says. "Think outside the box and find something that will work for you."

If you're still using the phone book, don't.

The first year Clayton was in business, he paid \$180 per month for small ads in three area phone books. The payoff was about two calls per month, far less than social media provides. He was essentially following all the other companies in the area. They advertised in the books regularly, and most still do. "I regretted it and the following year I didn't renew. I haven't looked at a phone book in so long," he says.

Leave the potty humor behind.

Don't use bathroom humor in your marketing and keep the look of your trucks simple and clean, Clayton says. "Don't put anything on the truck that would offend anybody. Don't call yourself the 'turd burgler.' I don't get the concept of doing that. I don't need a catchphrase like that for people to remember me."

Use reminder postcards and calls.

Whipkey Septic uses Tank Track software for managing his customer list and is on a monthly schedule to keep in touch with customers due for service. He sends postcard reminders to one-time customers (about 40-60 per month) and makes personal phone calls to regular customers (20-40 per month). He doesn't use email reminders because he works for a lot of older people who prefer the calls and cards. The postcards generate a 60%-70% return appointment and the number goes up with a phone call to about 90%. "People like getting a follow-up; it's one less thing to remember," Clayton says.

WHERE TO LOOK

To see Clayton and Harrison on YouTube, search for the Whipkey Septic Pumping Facebook page or search the company name on YouTube. And be sure to give them a "like" if you learned anything from the reviews or the advice in this column. **P**



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5 key considerations

If you rely on excavators at your company, you know they're one of the most important machines in the construction industry. If you're in the market for a new excavator, this article will provide you with some key factors to keep in mind to find a machine that best suits your operations.

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Technicians at Abacus Plumbing in Houston, Texas, are now significantly less prone to distractions while driving than they were earlier this year — a trend that's saving the company money and generally improving driver safety. It's largely thanks to an in-cab video camera system from Lytx.

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how do they impact systems?

The Onsite Sewage Treatment Program (OSTP) at the University of Minnesota Water Resources Center conducted a brief study to understand more about the effect that coffee and soda beverages have on the functionality of a septic system. Read more about it in this online exclusive article.

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➤ Pumper PROFILE



A Great Journey



Maryland's Freedom Septic started off with an old truck and a dream — 30 years later the dream is a reality

By Betty Dageforde



Freedom Septic Service

Eldersburg, Maryland

OWNERS:	Bruce and Michael Bopst
FOUNDED:	1990
EMPLOYEES:	15
SERVICE AREA:	Five counties, 100-mile radius
SERVICES:	Septic service and installing, portable sanitation
WEBSITE:	www.poophappens.com

Brothers Bruce and Michael Bopst got into the septic service business in 1990 and over the years developed a good feel for how much work and what services produce good results for their situation.

They don't try to be all things to all people. They added installations but avoid pumping grease traps. They offer portable restrooms but stay away from large festivals and concerts.

Striking the perfect balance between having enough work to keep everyone busy but not so much that people are run ragged requires constant monitoring. More work doesn't always translate into more profit because expenses may also go up.

The company, Freedom Septic Service, is located in Eldersburg, Maryland, about 30 miles west of Baltimore. The service territory covers five counties, about a 100-mile radius. They operate out of several buildings on a 1-acre property.

Staff includes four septic service technicians, two installation crew members and six portable restroom technicians. Office manager Christy Sheubrooks and Kasey Harrison handle office matters. The company is available 24 hours a day and it's Bruce's wife Jody who takes the after-hours calls along with daughter Bridget, a schoolteacher who helps out when she can. Michael is more of a silent partner these days but is involved in business decisions and always helps whenever needed.



✎ Bruce and Michael Bopst are surrounded by the crew of Freedom Septic, from left, Joey Flanders, Jordan Miles, Ken Walk, Christy Sheubrooks, Simone Saddler, Andrew Myer, Irving Rodriguez, Harry Poehlitz, Bradley Peach, Dustin Dolly, Susan Flanders, Lou Gepes, Carlos Aponte-Rivera, John Green and Dan Farrow. The truck behind them is a Peterbilt from Pik Rite and carrying a Jurop/Chandler pump. (Photos by John Boal)



“ WE HAVE ALL THE BAD STUFF — WATER TABLE PROBLEMS, ROCK PROBLEMS BECAUSE WE’RE CLOSE TO THE MOUNTAINS, WE HAVE CLAY ... WHAT I TELL MY GUYS IS IF IT WAS EASY EVERYBODY WOULD DO IT. ”

BRUCE BOPST

A TRUCK AND A FILE CABINET

In 1990 the brothers were working for their father’s trucking company, Charles Bopst Trucking, when their father’s neighbor approached them about buying his septic business — basically one vacuum truck and a client list. At first Bruce wasn’t too excited about it since he had just gotten married and bought a house, but Michael was interested.

“I’d seen septic trucks running around and thought that’s got to be a good business and something we could get into and make a couple dollars because we knew trucks,” Michael recalls. After the deal was made, they discovered the neighbor didn’t have quite as much work as he represented, so it was tough going in the beginning. The brothers worked days at the trucking company and nights and weekends pumping. Eventually the business grew enough that Bruce went full time with it. Michael stayed on with the trucking company.

By 1994 they hired someone to do pumping, bought a backhoe, and began installing systems. Bruce realized it didn’t make sense to subcontract that work out when he had the expertise to do it himself. A few years later they added portable restrooms.

“I just thought, if you’re going to do this business, you’ve got to do all aspects,” Bruce says. “I bought a flatbed truck, installed a tank on it myself and bought a truckload of portable toilets — 28 of them.” Again, it was slow

going so he enlisted Michael’s help and both were back to working a lot of hours. Eventually builders started renting their units. “Then it took off to the point we ended up having to get a driver to help me with that, but then I had to buy a better truck, too,” Bruce says.

PUMPING, ETC.

Pumping is still the mainstay of the business, Bruce says. Long-time employees Ken Walk and Irving Rodriguez oversee the division. About 90% of the work is for residential systems. The fleet includes a 1995 Peterbilt 365 built out by Imperial Industries with a 5,000-gallon steel tank and Masport pump, a 2005 International built out by Abernethy Welding & Repair with a 2,500-gallon steel tank and Masport pump, and four Peterbilt trucks (2012-18) built out by Pik Rite with 3,500-gallon and 5,000-gallon steel tanks and Jurop/Chandler and National Vacuum Equipment pumps.

The company has locators from Amazing Machinery and tank agitators from Crust Busters. They use RIDGID cameras for their own convenience but do not promote camera inspections as a service offering. They also don’t promote grease trap work, although they do retain a few accounts.

“If someone calls us, we’ll do it,” Bruce says. “But it’s a whole other thing to get into. Then you’ve got to have jetters and you’ve got to start cleaning lines.” Another expansion idea they rejected was working in Pennsylvania, only 20 miles away. They talked about it, Michael says, but decided it would just be too much — more trucks, different regulations.



✎ Technician Ken Walk pulls hose from his service truck before pumping a tank.

➤ Pumper PROFILE



Technician Jordan Miles services several PolyJohn restrooms using his Ford F-550 service truck from Imperial Industries and running a Masport pump.

Bruce Bopst sets up the railings on a Forest River restroom trailer.



Another long-time employee, Dan Farrow, works on the installation side along with Bruce. There is a wide range of soil and geographic conditions in their area so a variety of systems are used, Bruce says.

"We have all the bad stuff — water table problems, rock problems because we're close to the mountains, we have clay. That's why we do the drip systems, sand mounds, conventional, innovative, holding tanks, BAT (best available technology) systems. What I tell my guys is if it was easy everybody would do it." He jokes each job is a nightmare in its own way, whether it's a soil issue or maneuvering equipment over 10-foot walls or making repairs on property somebody's been building on for 30 years.

Commercial projects have included churches, a shopping center in Finksburg where they hired a crane to set a 10,000-gallon tank, and a children's camp. They've also done a number of nursing homes, which Bruce says require a lot of modern technology. "They're using medicine and flushing a lot of stuff down the toilets, which creates high nitrates in the ground," he says. "So you have to have different types of tanks to filter all that out before it hits the disposal area."

The company owns one Caterpillar mini-excavator, four Caterpillar backhoes, two JCB backhoes, two Caterpillar skid-loaders and three International dump trucks.

RED, WHITE AND BLUE

Joey Flanders and Lou Gepes head up portable sanitation. The company's 1,100 PolyJohn portable restrooms feature patriotic colors in keeping with the model name "Freedom" — blue units with red trim and white roof. Other equipment includes 50 PolyJohn hand-wash stations and 50 PolyJohn holding tanks. They also have one Ameri-Can Engineering and six Forest River restroom trailers, which Michael admits have been more popular than he originally expected.

“WE TRY TO MAKE IT AS FUN AS POSSIBLE. I ALWAYS SAY WE WEREN'T BORN MILLIONAIRES SO WE HAVE TO WORK. YOU CAN'T BE MAD ABOUT BEING HERE, WE'VE GOT TO DO IT, SO WE TRY TO MAKE THE BEST OF IT.”

BRUCE BOPST

"They've really taken off," he says. "Everybody's having outside weddings nowadays and we've also done political events in Baltimore. And sometimes a business redoes their restrooms so we take a trailer out for them." About 80% of their work is for construction accounts. Bruce prefers smaller events like cookouts, parties and weddings.

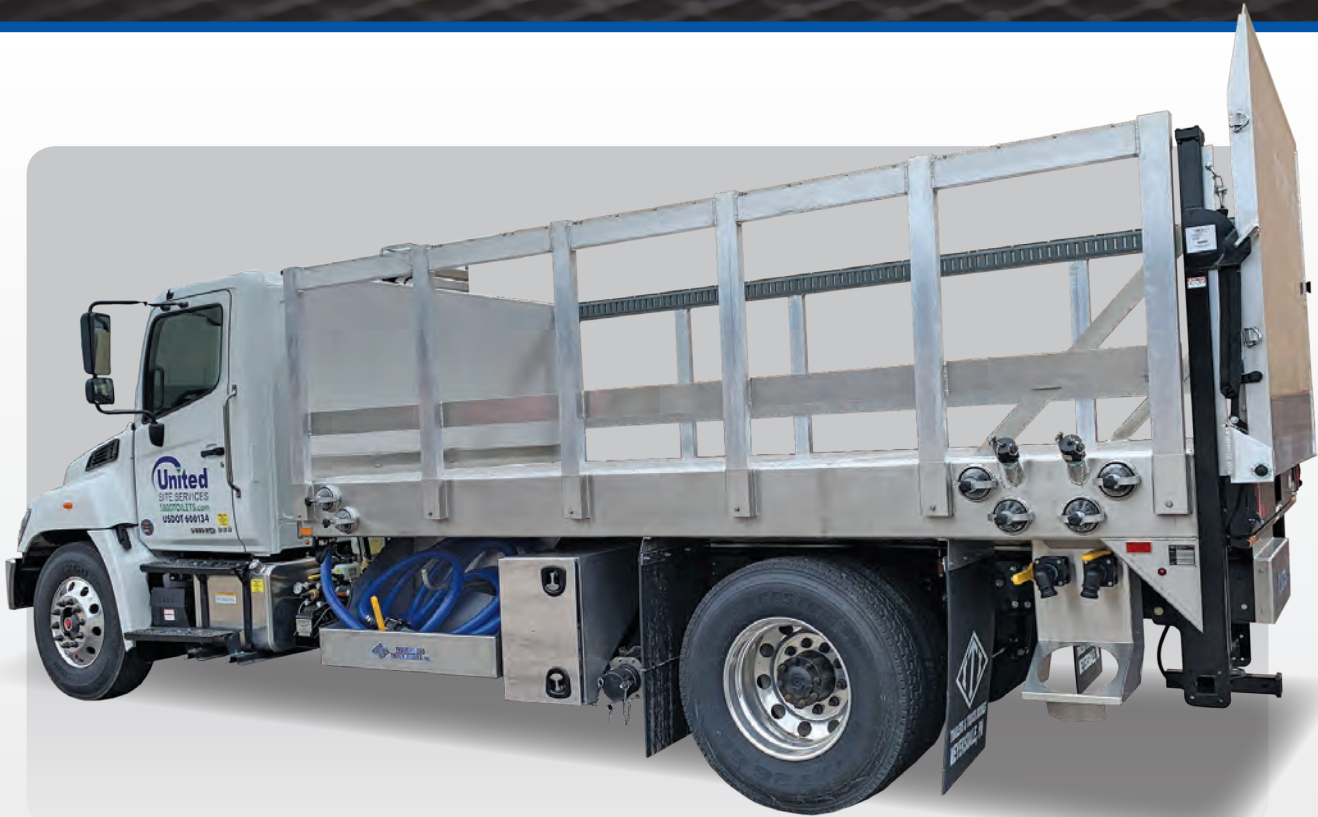
"It's a heckuva thing to say but we're a small company so I try to stay away from the really large events. It's too hard for us to pull off. We don't have the manpower. I'm a big believer in doing good service, and I don't want to do bad service just to try to do a big job." They provide units for turkey shoots, fireworks displays, county parks and Baltimore Orioles opening-day activities at several bars.

(continued)



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The fleet includes a 2005 International built out by Abernethy with a 900-gallon waste/400-gallon freshwater steel tank, a 2011 Ford F-550 with a 600-gallon waste/300-gallon freshwater steel tank from Progress Tank, four Ford F-550s (2014-2017) built out by Imperial with 600-gallon waste/300-gallon freshwater steel tanks, and two Ford F-550s (2018, 2019) built out by Imperial with 900-gallon waste/400-gallon freshwater aluminum tanks. All have Masport pumps. Their deodorant products are from J&J Chemical, Surco Portable Sanitation Products and Walex Products. They also have a 2019 Chevy Silverado pickup with a Knapheide service body to deliver tools and supplies.

There's one company-built hauling trailer but they often use their four Chevrolet and Ford flatbed trucks with liftgates. "In a lot of the situations it's hard to get a trailer in," Bruce explains. "With a flatbed we can get them in and out pretty quick in just about any situation."

NOT BORN RICH

One of the most enjoyable aspects of the business for Bruce these days is just being with the guys, joking and laughing. "We try to make it as fun as possible," he says. "I always say we weren't born millionaires so we have to work. You can't be mad about being here, we've got to do it, so we try to make the best of it. Cutting up and joking around, that probably keeps you going more than anything."

The employees seem to enjoy it as well, as many of them have been with the company a long time. Benefits include health insurance, paid holidays and a 401(k) plan. They don't have many formal meetings but the team meets informally every morning when everyone comes into the office to get their assignments. The company sponsors a Christmas party and a combined septic and trucking company catered summer party at Bruce's house.

Work slows down in the winter but they keep busy. "Whatever we've been breaking all summer long and were too busy to fix, we fool with in the winter," Bruce says. They also do snow removal and equipment maintenance.



Operator Dan Farrow uses a Cat backhoe to dig a trench for a new septic system.

Technician Brad Peach prepares to lay PVC pipe in a trench during a system installation.



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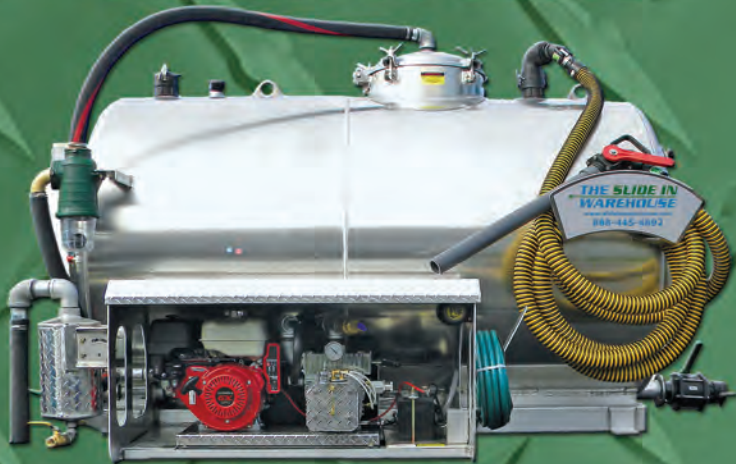
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Ken Walk looks into an inspection port before setting up for a residential pumping job.

HARD WORK, GOOD HELP

In 2019 the company won a Best of Carroll County Award in the septic division for the fourth time in recent years, a contest sponsored by the Carroll County Times. Bruce says he doesn't know who votes or what the criteria is — "But we do good work, I know that," he says. He's also quick to add it's sometimes their competition who wins, so it keeps everybody on their toes.

Bruce believes anyone can succeed if they work hard enough — and have good help. "You're only as good as your help," he says. "I'm a firm believer in that. I can't do it all any more. There was a day I could, but it comes to a point when you get a company this size, you cannot do it yourself. That's very important."

Controlled growth will continue to be the operating plan for the future, Bruce says. "I'm where I want to be. We turn down work but it's because I don't want to get bigger. It's just so hard to find the help and keep control and do good work. I'm pretty happy where I'm at right now." **P**



Keep on truckin'

Bruce Bopst says
Freedom Septic

Service's first septic truck has now gone to the happy pumping ground, but he continues to hang on to its replacement, the 1995 Peterbilt 365.

"I keep wanting to sell it," he says, "but I look at it and I'm having a hard time selling it because I drove that truck myself for a long time." Imperial Industries found the used truck for him and put the 5,000-gallon steel tank on it. The vehicle is still insured and certified in all the counties the company works in and continues to be put to good use.

"It's getting old but I've always

taken care of my equipment," Bruce says. "It's one of those things that if you take care of it, it'll take care of you." The company facility has a three-bay garage where Bruce services all the company's vehicles when he's not operating a backhoe, bidding jobs or doing percolation tests. "I do all the mechanical work," he says. "I change the tires, change the oil, do the grease jobs."

Bruce is committed to keeping the fleet updated, and doesn't necessarily hold onto old stuff, but there's no question he has a soft spot for the service truck that helped him get the business off the ground.

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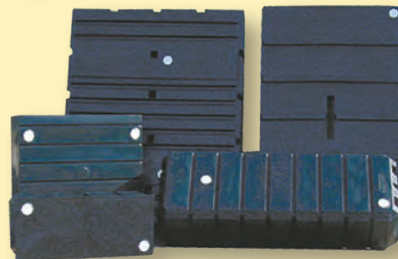
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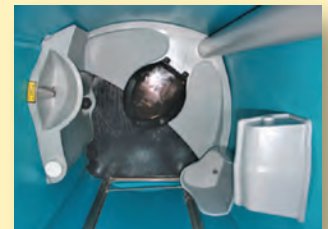
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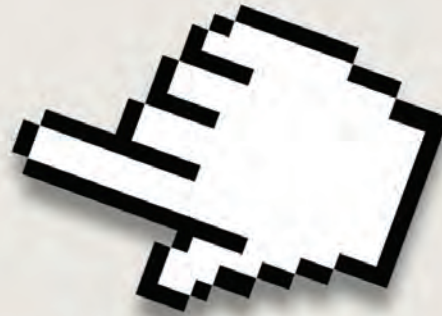
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9 Steps to Lead Your Team Through Uncertain Times

Constant change is the one thing you can expect in a business environment. Be prepared to handle any crisis thrown at you.

By Kate Zabriskie

If there is one thing about business that doesn't change, it's that business will *always* change! Be it through the advent of new technology, loss of a key employee, new laws that govern the way your industry does business, or the least likely event, a pandemic — as we learned last year. No matter what the change may be, the last thing your team wants to hear from you is:

"Ok, *now* what do we do?"

An effective leader will need to lead his or her team through any change that should occur and do so with confidence to inspire others to be confident as well. The transition should be as smooth as possible and be done in a way that looks as if the change were already expected.

Employees and contractors may feel unsure and fearful about any new direction a business may be taking or change they are forced to deal with; so as their leader, their cues as to how to act and how to feel will come directly from you. As such, it is important that you have a solid action plan in place to deal with just such a scenario.

Here are nine tips to help you when leading your team through uncertain times:

1. Know that the path to the eventual goal is not always a linear one.

As a team is dealing with change in the workplace, it is not as simple as announcing it, adapting to it, and moving toward goals. Employees and even leaders may have changing feelings about the process and that is normal. Recognizing and addressing these concerns as they arise is a healthy way to deal with them and is expected in a situation that may feel full of turmoil or even traumatic at times.

2. Identify key leaders and stakeholders early in the process.

As the process of change begins it is important to identify those in your team who represent true leadership qualities. They can be seen as stakeholders in the process and support you in your efforts to lead the team through the change and onto greater success. These individuals will be crucial in helping to instill confidence and keep the team moving together toward the stated goals.

➤ Make yourself available to your team and listen to them. Sometimes, simply venting about the changing environment will do wonders to help someone deal with what is going on. And other times, their insight could be invaluable in helping you do your job as well.

3. Construct a solid plan.

Even small changes need a plan. That plan should address changes in processes, products and expectations of the people involved. If a change is drastic, you might have to construct an entirely new business plan. Creating a plan and sharing it with your team will go a long way toward giving them a feeling of stability as they move together in this new business environment.

4. Identify goals clearly.

Failing to communicate clearly defined goals is one of the worst errors people can make when leading change. If employees don't have a firm sense of what they are moving toward, they may end up just — moving. Clearly define objectives and how you will support your team in meeting them. Your key stakeholders as identified above will play a vital role here as they lead by example in making decisions and actions that support accomplishing these goals.

5. Continually define and redefine the change as necessary.

During a time of uncertainty, rumors abound. When your team doesn't know some aspect concerning the change at hand, they will begin to speculate. This can lead to confusion, worry and employees looking

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elsewhere for employment. The best plan of action is to be upfront and communicate with your team any information you have as you get it. Simply knowing what is going on will instill confidence and quell fears, even if the information is not all that good to begin with.

6. Don't discount the past.

Oftentimes, changes mean discarding the old ways of doing things, and projects once seen as vital are "kicked to the curb" so to speak. This can leave those team members who worked on such projects feeling slighted and that their contributions were worthless. An effective team leader will highlight such projects and give credence to past accomplishments as jobs well done, while at the same time leading the team into the new direction.

7. Don't hide the challenges.

There will be times when even an effectively created plan will hit a stumbling block, or even come to a screeching halt. Don't hide challenges when they occur; instead, share them with your team. They may have valuable input and will feel more invested in helping to overcome any obstacles as you bring them into the discussion.

8. Carefully listen to all concerns.

One issue that many leaders fail at is truly listening to their team. They may take a "this is the way it is now, so deal with it" approach and

this can do much to lower morale and make team members feel defeated in an already scary situation. Instead, make yourself available to your team and listen to them. Sometimes, simply venting about the changing environment will do wonders to help someone deal with what is going on. And other times, their insight could be invaluable in helping you do your job as well.

9. Clearly state new or adjusted performance objectives.

Of all the things that will affect the changing workplace environment, uncertainty among team members can be the greatest obstacle to overcome. One way to combat that early on is to clearly state any changes in performance objectives and reviews. Employees will want to know exactly how and when they will be reviewed and what criteria will be a factor as well. This will allow them to focus on their own objectives and give them a sense of confidence as they move through the changing environment.

MAKE IT HAPPEN

Change can be scary, full of surprises and extremely challenging at times. But if you have a plan of action, communicate effectively with your team, and move toward new objectives with confidence and a team that is committed as well, you can survive and even thrive in the new adjusted business environment. **P**

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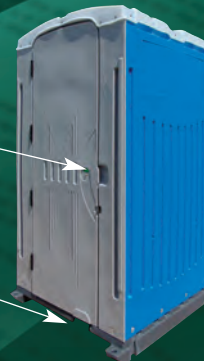


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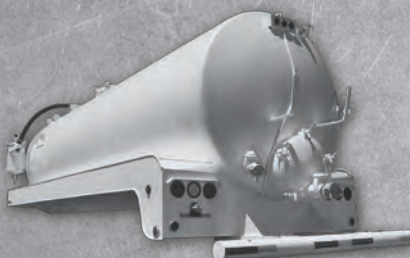
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Jim Anderson, Ph.D.
Contributor

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.

Biomat Evidence in a Pressure Distribution System. What Does It Mean?

While it's beneficial and necessary in a gravity system, biomat signals trouble in your customer's pressure-dosed field. Here's what to look for.

By Jim Anderson, Ph.D.

I recently addressed biomat development and its importance in treating septic tank effluent. In gravity distribution systems, the biomat distributes effluent across the soil treatment area. Until the biomat is fully developed, treatment efficiency is reduced due to preferential flow patterns in natural soil. To avoid this time lag in treatment and to better manage and control the application of effluent, pressure distribution is used.

By adding a pump and pressure distribution network to the system, sewage effluent is applied over the entire infiltrative surface of the soil treatment area from the outset without relying on development of a biomat for distribution. By spreading effluent across the entire system (space) and time (number of applications per day), treatment can be enhanced by ensuring unsaturated flow through the soil and maintenance of aerobic conditions without appreciable biomat development.

FOUR DOSING STAGES

A typical dosing cycle in a pressure distribution system has four stages (how effluent is applied to the infiltrative surface). 1) The pump turns on and the piping is filled with effluent (pressurization), 2) when pressurized effluent is delivered out the holes or orifices, 3) when the pump shuts off effluent drains out of the piping, 4) a resting stage when the applied effluent moves into and through the soil by gravity. The resting stage promotes unsaturated flow through the soil and the presence of oxygen in the system. Just as under a biomat, presence of aerated (with oxygen) soil is a key to treatment.

In any system – gravity or pressure distribution – designers should use both hydraulic and organic loading rates. For most residential systems, an assumed level of treatment in the septic tank from an organic load standpoint is assumed within the hydraulic loading rate. However, the actual organic load can affect how well any system performs. If actual organic loads are consistently higher than estimated, the impact on pressurized soil treatment systems and media filters becomes obvious. A biomat begins to form and effluent will begin to pond on the surface and not go away during resting periods.

This happens because our pressurized distribution systems are imperfect. Hydraulic and organic loading rates assume effluent is applied evenly over the infiltrative surface. We even say this: Use pressure

distribution to evenly distribute the effluent. What really happens is effluent is delivered to a localized area around the orifice. The more orifices, the better distribution. But there are obviously physical limitations to the number of orifices in the piping. A typical layout for a mound will have one orifice covering 6 to 10 square feet of area. Is distribution more uniform than gravity? Yes. But is it totally uniform? No.

PONDING PROBLEMS

Effluent is delivered to this more localized area. If it is too large a load hydraulically, you can have some localized saturated flow moving effluent deeper into the soil, perhaps resulting in less treatment. If the organic loading is too large in the localized area, a biomat can begin to develop. In fact, there is often some development evident even in well-designed systems.

➤ If actual organic loads are consistently higher than estimated ... a biomat begins to form and effluent will begin to pond on the surface and not go away during resting periods.

In a previous column, I said the author of a paper maintained that a biomat provided no benefit to a septic system. I indicated that he was confusing and mixing two entirely different distribution systems that operate differently and need to be looked at differently. In the case of pressure distribution, presence of any extensive biomat development should be viewed as a problem.

A pressure distribution system uses a piping network with a specific configuration, with a set number of orifices to provide distribution across the area. The dosing and resting cycles spread the application out over the day. Design of the system should include not only the hydraulic and



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organic loading rates, but also the dosing frequency to spread the flow as evenly as possible. This will optimize system hydraulic and treatment performance.

When pressure distribution is used in a media filter, the same parameters are important. Here the system is in some type of box or tank with access. The distribution system within the filter is designed on the basis of hydraulic and organic loading with certain expected performance standards in terms of treatment.

When a biomat begins to form or has formed (usually evidenced by brown or black color on the surface) at the infiltrative surface, both acceptance and treatment are affected. In media filters, this means the

media needs to be cleaned or replaced. In soil trenches or beds with pressure distribution – if ponding is occurring between dosing – something is wrong. In both cases, it is time to reevaluate design assumptions in terms of the loading rates and make necessary adjustments or additions to the system. Unlike in a gravity trench, any ponding in a pressure distribution system indicates the system is broken and needs to be fixed! **P**

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Michigan Infrastructure Package Includes \$35 Million for Septic Replacement Loans

By David Steinkraus

Five years after contaminated water in Flint became a national news story, Michigan's governor announced a huge infrastructure bill to address water quality on several levels.

With a combination of federal money, borrowing and a one-time appropriation, the state will invest \$500 million in water infrastructure. Of that amount, \$35 million will be marked for low-interest loans to homeowners and communities to replace or eliminate failing onsite systems, news reports said. About 30% of Michigan homes use onsite systems.

Among other expenditures, the project would also spend \$207 million on work such as replacing lead service lines in disadvantaged communities and addressing PFAS chemicals. (PFAS is the abbreviation for per- and polyfluoroalkyl substances, a family of chemicals produced for decades and used in products such as firefighting foam for airports and military bases.)

The variety of funding sources means the work can be done without a tax increase, Gov. Gretchen Whitmer said in a statement.

The project will need approval of the state's Republican-controlled legislature, and one legislator already expressed support. "Having access to quality water is a fundamental, basic need that every Michigan family should have the right to," said state Sen. Rick Outman, R-Six Lakes. He said he looks forward to seeing details of the proposal.

The Michigan League of Conservation Voters and Michigan Agri-Business Association also expressed support.

New York

The Suffolk County Legislature unanimously approved a bill to require advanced onsite treatment for many home and commercial installations.

The legislation would take effect in July, and it is the latest action in the county to reduce nitrogen pollution of its near-shore waters. Suffolk County occupies the eastern tip of Long Island and includes the wealthy Hamptons communities. Cesspools were the treatment system of choice for decades, and the county has thousands in place.

Republicans concerned about the cost for homeowners stalled the bill for about a month, reported *Newsday*. The bill was amended so it applies to fewer types of renovations. It was also amended to apply only to home expansions that create more than five bedrooms and increase the building's

footprint. Originally the bill required advanced treatment if the number of bedrooms in a home increased.

Another amendment exempted construction within a sewer district because of concerns that residents would spend thousands on an advanced onsite system that would have to be abandoned when municipal sewer becomes available.

In total the county is planning a 50-year, \$4 billion program to replace cesspools and old septic systems.

————— ◀ ◻ ▶ —————

The town of Dresden may follow other municipalities around Lake George by requiring an onsite system inspection before any transfer of property. A citizen addressing the town board in September said she gathered more than 200 signatures from people who are interested.

Communities around Lake George, in the southeastern corner of the state's Adirondack Park, have enacted similar ordinances. Their intent is to prevent pollution of the lake by failing onsite systems.

————— ◀ ◻ ▶ —————

After about two years of mandatory onsite inspections, a Queensbury official recently noted the success of the rule and the need for it.

"Almost 80% of those systems being inspected needed some attention," Supervisor John Strough told *The Post-Star* of Glens Falls. "For most of them, it was relatively small adjustment, but it improved the system."

Like some other communities around Lake George, Queensbury adopted a rule requiring an onsite system inspection before the transfer of property.

Problems found, said Dave Hatin, director of building and codes, include baffles that fell off and distribution boxes that are not level, which puts too much stress on one part of a system.

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Minnesota

Mower County, in the southeastern corner of the state and next to Iowa, is on track for a record number of onsite system installations in 2020. Officials are expecting to have 120 systems in the ground, said news reports.

That would mean no carryover of projects to 2021, said Angela Lipelt, the county's environmental services supervisor. She said a strong real estate market, and the accompanying review of systems in the ground, was responsible for some of those jobs. The number also reflects the county's long-running initiative to achieve septic system compliance. Another factor was wet weather last year that delayed construction work.

Massachusetts

An interest group announced its intent to sue two towns and the state in order to stop septic system pollution in the waters around Cape Cod. The Conservation Law Foundation said it will sue the towns of Barnstable and Mashpee, and the Massachusetts Department of Environmental Protection.

"These three entities have utterly failed to protect Cape Cod's waters," said Christopher Kilian, vice president of strategic litigation at the foundation, according to the Cape Cod Times in Hyannis, Massachusetts. "Until they get this problem under control, the installation of new systems and the inspection of properties that rely on septic inspections must be halted."

He said the foundation wants the moratorium in place until there is a remediation plan with implementation targets. The foundation is concerned about toxic algae blooms fed by nitrogen and phosphorus from septic systems. Kilian said the suit will also ask for an order commanding the state to develop training materials and a standard policy for approving onsite system inspectors.

South Carolina

State health officials are revising onsite system regulations and environmental groups have an idea of what the revisions should include.

"What we'd like to see is a robust inspection, maintenance, and reporting program for septic tanks," said Andrew Wunderley, the Charleston Waterkeeper.

Once tanks are in the ground, there are no major requirements for maintenance or operation, he said, according to WCSC TV-5 News of Charleston.

The Coastal Conservation League and the South Carolina Environmental Law Project are joining Charleston Waterkeeper in asking for changes to onsite rules.

Wunderley said the groups would also like the state to focus resources on areas where people are most affected by bacterial pollution. **P**

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Exploring the Impact of Septic Systems on a Coastal Community

By Ted J. Rulseh

The Outer Banks region of coastal North Carolina has seen increased flooding and more intense storms in recent years. A related concern is that septic systems in unsewered areas are leaking pathogens and other pollutants into a rising groundwater table.

Students at The University of North Carolina at Chapel Hill spent last fall's semester studying that issue at the UNC Institute for the Environment's Outer Banks Field Site. They presented their findings in December 2019.

Their research covered an area of the town of Nags Head called the Gallery Row Sub-watershed. They found roughly half of the area is highly susceptible to groundwater pollution from septic systems because the depth from the surface to the groundwater is three feet or less. The research also probed a variety of stakeholders for their perceptions on the severity of the pollution risks and what to do to address them.

CHANGING WATERSCAPE

The Outer Banks is chain of barrier islands off the North Carolina coast. The Gallery Row Sub-watershed has low elevation and dish-shaped topography. Flooding is a growing problem there, largely because of climate change and extensive development with impervious surfaces that contribute to increased runoff.

As one response to the flooding, the town of Nags Head in 2018 launched a groundwater lowering initiative in the Gallery Row area, drilling wells and pumping water from underground to surface reservoirs. This increases the separation between the land surface and the water table, creating more space to store water in wet periods.

“They come from university with a very good education in environmental science and policy, but it's very different when they see what it's like in the real world, where people have to make difficult decisions and tradeoffs.”

— Andy Keeler, Ph.D.

The town also created what is now the Todd D. Krafft Septic Health Initiative as a way to reduce septic system failures. The program provides financial incentives for residents to pump, inspect and repair their septic systems. Those include low-interest loans for major repairs.

PROBING THE PROBLEM

The students' presentation, “People, Water, and Septic: A Coastal Case Study,” highlighted the methods and findings in the second year of a three-year project. They focused on understanding what areas of sub-watershed are subject to mixing of wastewater and groundwater, and whether levels of wastewater components have decreased since the groundwater was lowered.

“It's a complicated topic,” observes Andy Keeler, Ph.D., co-director of the Outer Banks Field Site and one of three advisors to the student team.

◀ The team from the University of North Carolina Chapel Hill included, front row, from left, Claire Bradley, Bailey Williams, Hayley Kaplan, Rachel O'Reilly, Sarah Henshaw and faculty member Lindsay Dubbs; back row, from left, Andy Keeler (faculty), Conner Badgett, CriShaun Hardy, Avery Morea, Emma Calhoun, Emily Galvin, Anna-Gray Anderson, Linda D'Anna (faculty) and Peter Marcou. (Photo courtesy of University of North Carolina at Chapel Hill)

"The students understand that it wasn't their job to tell people what to do or to come up with a single right answer. Their job was to use the tools of research to learn new things about wastewater and stormwater and how the public and governments think about the options they have."

To assess the risk of pollution from septic systems, the students took measurements of depth from the surface to the groundwater spanning more than a month and covering several locations. They used GIS technology to map areas of high, moderate and low susceptibility to interactions between septic system effluent and groundwater.

They used a three-foot depth to groundwater as the marker for high susceptibility because that is the minimum separation specified in state law for adequate effluent treatment in the soil. Half of the sub-watershed mapped as highly susceptible included mostly low-lying and flat areas near roads, homes and businesses.

PRESENCE OF POLLUTANTS

To check for the influence of septic system effluent on the groundwater, the students tested a series of samples from four groundwater wells and one surface drainage ditch for fecal bacteria and nutrients. They noted whether the samples were drawn on dry days or on days after rainfalls. They then compared the results with testing from the 2018 phase of student research.

Nutrient levels could not be distinguished from natural background; only the surface water ditch showed meaningful concentrations of E. coli, at levels below the U.S. Environmental Protection Agency threshold for recreational waters. The 2019 levels were significantly lower than those of 2018; the students said that could be attributed to the groundwater lowering project and to less rainfall and drier soil conditions than in 2019.

Sampling for enterococcus bacteria showed levels in excess of the EPA threshold, an indicator of possible contamination from septic systems.

THE SOCIAL SIDE

To assess perceptions of pollution risks and knowledge about the problems, the students conducted qualitative research, interviewing septic system professionals, public officials, researchers and property owners and then used software to analyze the transcripts for patterns of keywords and phrases.

Most of those interviewed said they had noticed the area's flooding problem and attributed it to development with impervious surfaces, more severe storms and a higher water table. Septic professionals, public officials and researchers perceived a very high risk of septic-system-related pollution, while property owners were more concerned about pollution of the ocean. The interviews revealed that people had strong connections to local waters.

The students publicized their research by way of a three-part podcast, Flushed, available at www.outerbanks.web.unc.edu.

VALUABLE TRAINING

"The students did a really good job of providing evidence that Nags Head's groundwater lowering has helped prevent the mixing of septic effluent and groundwater," Keeler says. "The qualitative phase brought out that people care deeply about water quality. Many people hadn't thought about their septic systems as one thing threatening that water quality. We hope the students' podcast and written report will help the town to educate residents about that issue."

Keeler notes that next year's third phase of the research may include an assessment of onsite wastewater treatment technologies beyond traditional septic systems. Meanwhile, he sees the students benefitting greatly from their work.


"They come from university with a very good education in environmental science and policy, but it's different when they see what it's like in the real world, where people have to make difficult decisions and tradeoffs in the face of limited information and limited financial resources," he says. "It's valuable for them just to get out and listen to people's complex and mixed views about the environment."

"It's a really important part of their education to realize that there aren't any simplistic solutions to these problems. We stress there are many ways to use science to influence public policy. We're trying to show them that one thing they can do with their academic and research training is to participate in public debates in ways that can help people make better decisions."

The research team members were Anna-Gray Anderson, Avery Morea, Emily Galvin, Claire Bradley, Sarah Henshaw, Emma Calhoun, Hayley Kaplan, Connor Badgett, Rachel O'Reilly, Bailey Williams, Peter Marcou and CriShaun Hardy. **P**


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Indiana installer Andrew McAfee networks with other professionals, constructs a system in Haiti and adds a pumping service



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 Indiana Onsite Wastewater Professionals Association (IOWPA).

Name and title or job description: Andrew McAfee, owner

Business name and location: L.A. Brown Inc., Bluffton, Indiana

Services we offer: We're most known for installing septic systems and working on sewers. We also do residential drainage work and trench footers for buildings.

Age: 30

Years in the industry: I started working for L.A., the guy who started this company, when I was 16. In 2019 I bought the business from him.

Association involvement: I've been in the Indiana Onsite Wastewater Professionals Association about four years. I'm currently on the board of directors. After L.A. sold me the business, he wrote an article for the spring 2019 issue of the association's newsletter about how it was for him going from being employer to employee, and then in the next issue I wrote about how it went for me doing the opposite.

Benefits of belonging to the association: The biggest thing is the installer certification. Most of the county health departments either recognize that certification or require it. Having that certification means I don't have to take local tests or register with all the different counties. I just send them my certificate. Also valuable is the networking we get in the association.

Biggest issue facing your association right now: We have about 1,000 members and 75% are installers and pumpers. The rest are regulators, a few soil scientists and a few people from academia. Having an organization that includes installers/pumpers, inspectors and regulators creates some unique challenges and the need for a balance. Installers and pumpers sometimes feel the State Department of Health holds more power in the organization and some would like this to be an organization just for contractors. But contractors have a lot going on just to keep their businesses running and don't always have the time or desire to do the work that's required in our organization — serving on committees, planning the conference, etc.

Many of those jobs are being done by people from the local health departments and the State Department of Health. So it's a little bit of a balancing act between the segments of our membership. We're also in a transition period with the board of directors and management, with some people leaving, some people coming in, so it's a challenging time. And we have other pressing issues, like working on our website (which seriously needs an overhaul) and running the day-to-day business.

Our crew includes: L.A. is semi-retired now but helps out. There's also my brother-in-law Jacob Gerber and my dad Sam McAfee. We're mentoring a young kid, Micah Gilly, to hopefully work for us one day. And we would be lost without Cathy Noble, our bookkeeper. Here in Bluffton we work with about five other excavation companies, each with their own niche. If somebody needs something — stone hauled, a machine to borrow, help on a job — we call on each other.

Typical day on the job: I start the day reading and responding to emails. Then I get the equipment, trucks and materials ready. I get to a job site and do everything from laying out what we need to do to running the



Andrew McAfee and a 1992 Mack Superliner built out by Du-Mar Welding with a 3,300-gallon steel tank and Fruitland Mfg. pump.

machines to shoveling. I take phone calls in between and meet with customers in the evening. After a full day's work, I go home and spend time with the family and maybe do some paperwork.

The job I'll never forget: A small town upgraded its wastewater treatment plant. A 6-inch line fed into a 15,000-gallon settling tank. During construction, they put in a test plug to bypass that line so they wouldn't get the water in there. The ball went flat and went down the pipe towards the settling tank. On the outside of the tank it turns to a 4-inch pipe. So there's a 6-inch plug up against this 4-inch pipe. All the companies on the job talked about it at lunch for several days, brainstorming how to get it out. We ended up just having to reach back in there and cut it out using a utility knife, a drill with a long bit and a pair of pliers. The worst thing was that it had many thousands of gallons of water behind it. It was back in there just far enough to where it was up to our shoulders so all that water was spraying back at us while we were working. It took about two and a half hours.

My favorite piece of equipment: Just a good old shovel. But not just any shovel — a particular shovel. When I trained on the job, we never had the shovels you buy at the hardware store. The heads are way too big. We have heavy clay dirt in our area and you'd have to be a man-and-a-half to run one of those shovels. So we have the smaller ones. It's a Jackson Professional Tools J-250. The head size is zero, two sizes smaller than the hardware store models. I just really enjoy shoveling when I need to.

Most challenging site I've worked on: We installed a septic system in Haiti. The Loving Shepherd Ministry in Bluffton, which does a lot of mission work there, was building a vocational school and wanted to do a septic system. There are no regulations at all in Haiti. Most people just let the sewage run in the street and over into the ocean. They wanted to set an example and be environmentally conscious. We helped them with the design, the material list, the sizing, we donated material, and got some of our suppliers to do the same. They sent the material to Haiti in a shipping container, then a few months later I went down there with a couple of friends.

The job site was about a four-hour drive from the airport in Port-au-Prince. It was a very challenging site. There was a big wall, like a barrier fence, around the school. We had to get a pipe underneath the wall into their septic tank, which they were using like a privy with six holes for girls, six holes for boys. We had to get the pipe through the block wall and then over to the field. There were plenty of shovels but no backhoes, hammer drills or electricity, so it was all manual labor. And it was very hot down there. But there was a good group of locals that worked on it with us and we got it done.

Oops, I wish I could take this one back: It's embarrassing but a while back we had to set a plastic septic tank three times because it floated out. We set it, backfilled it, but obviously didn't put enough water in there for counter buoyancy. It rained and it floated up out of the ground. We reset it two more times. We had put stone around it and then the stone gets mixed in with the dirt and there's water in the hole and then it's mud. It's a nightmare. Now we put water in every one of them, it doesn't matter.

The craziest question I've been asked by a customer: We were asked if we could move a cinder block septic tank that was in the ground.

If I could change one industry regulation, it would be: We are required to backfill perimeter drains with stone. We have some systems that we're putting just as much stone in the perimeter drain as in the leachfield fingers and we just think that's kind of crazy. The soil scientists say putting stone in the trench is worse than just putting dirt back in but the state says it's needed to act as a curtain drain. So I'd like to see some adjustment on that rule. It is needed in some areas but not on everything. Another thing — we're not allowed to put any pumps in perimeter drains,

they have to be gravity. So if there's a site you can't get a natural gravity drain to, you can't put a septic system in. If they would allow pumps or pump assisted, just like a sump pump on a house, it would give us a lot more options.

Best piece of small business advice I've heard: A friend recommended we raise our rates a little bit every year, rather than a lot every few years. If you wait too long, then you're like, "Man, am I going to raise my rates that much?" or, "Everybody is so much higher than us." It's better to just keep a steady increase.

Planning for the future: We just got a vacuum truck to start offering pumping. My dad retired from his city job and wanted something to do.

If I wasn't working in the wastewater industry, I would: I've worked for the railroad, I've done welding and I've been in the military (I'm currently in the Air National Guard), so I'd probably be doing one of those or something in construction. I've always wanted to operate a tunnel-boring machine.

Crystal ball time — This is my outlook for the wastewater industry: I hope to see rural homeowner attitudes change. We're in an agricultural area and farmers complain about having to put in these "stupid septic systems that don't work anyway, and what was wrong with the old tank-to-tile that goes to the ditch." They see it more as government telling them what to do than something that will help keep the water of the state and the country clean. **P**

- Compiled by Betty Dageforde

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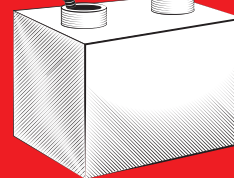
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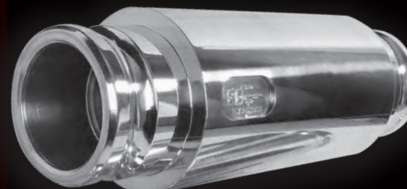
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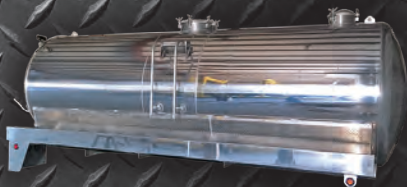
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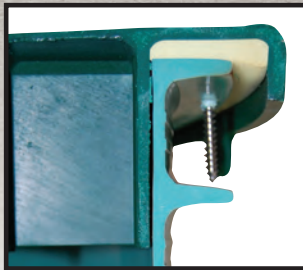
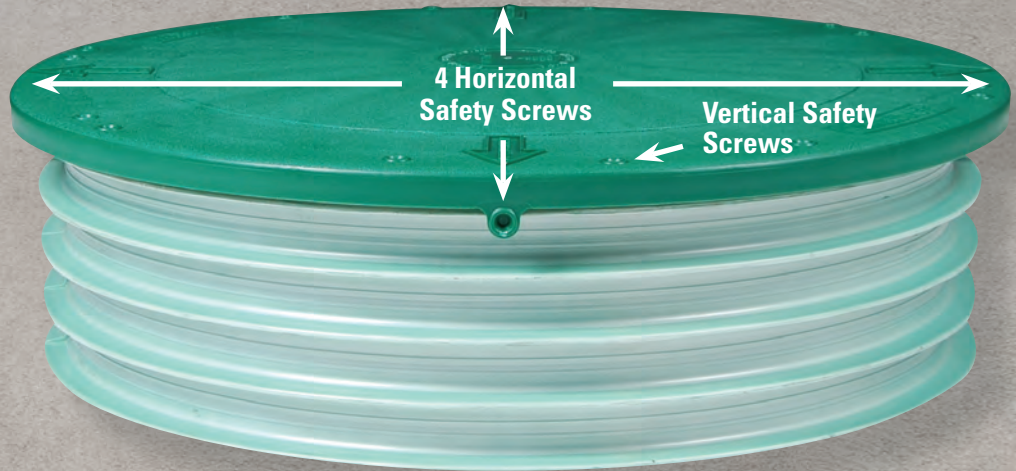
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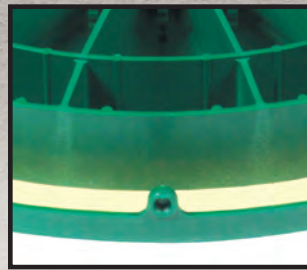
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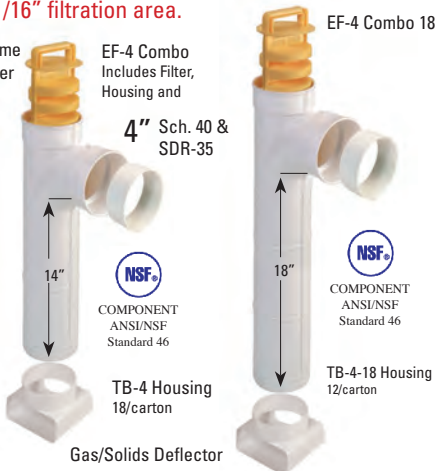


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Injection molded T-Baffle™.

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6" Sanitary T-Baffle™

Injection molded T-Baffle™.

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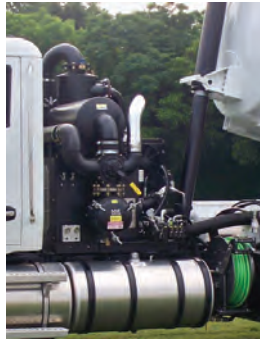
Industrial Services

By Craig Mandli

BLOWERS

National Vacuum Equipment Challenger 1600

The **Challenger 1600** from **National Vacuum Equipment** is a 1,600 cfm tri-lobe blower designed for continuous duty at maximum vacuum. It employs rotors designed to significantly improve vacuum efficiency and reduce mechanical noise. The blower has a ballast air-cooling design and will work continuously in maximum vacuum (typically 27 inches Hg). **800-253-5500; www.natvac.com.**



HOT WATER BOILERS

Dynablast HV690F-12V

The **Dynablast HV690F-12V** hydrovac water heater produces 690,000 Btus with an output temperature of 175 degrees F at 10 gpm, and with a wet steam option, to work in colder climates and for improved digging in clay-filled areas. It comes with ETL certification for safety, which also includes certification on the coil for higher efficiency and heat transfer, stainless steel target plate for increased coil life, and serviceability in mind with momentary override control. **905-867-4642; www.dynablast.ca.**



Easy Kleen Pressure Systems Wildcat Heaters

Wildcat Heaters high-pressure, oil-fired hot-water/steam heaters and hydraulic pump systems from **Easy Kleen Pressure Systems** are designed for reliability and efficiency and are installation-ready for vacuum trucks and hydroexcavators. A full range of heater options includes dry steam, redundancy packages, Schedule 80 and 160 stainless steel or A53 boiler pipe, fine-tuned temperature and flow-control systems. All coils are manufactured in-house, with CRN boiler-approved coils now available. Heaters can be designed for mounting in a cabinet or supplied as a completed cabinet unit. They are CSA and ETL approved. Hydraulic pumping systems are available. **800-315-5533; www.easycleen.com.**



HYDROEXCAVATION EQUIPMENT



GapVax HV33

Designed to safely transport water and debris in urban areas, the **GapVax HV33** is shorter, smaller and more compact than its predecessor. It is 30 feet long overall on a medium-duty chassis and includes a 600-gallon water tank, 6-cubic-

yard debris body, 6- or 8-inch top-mounted telescoping boom with a 14- to 17.5-foot reach, 4,000 cfm power and an inverted, full-opening tailgate. **888-442-7829; www.gapvax.com.**

HotJet USA Vac 'n Jet Series

The **HotJet USA Vac 'n Jet Series** of vacuum trailer jetters are rugged and compact; engineered to haul equipment and spoils loads; can clean valve boxes and storm drains; and can hydroexcavate and/or clean drainlines and sewer lines. They offer hot- and cold-water operation with a choice of engine options ranging from 13 to 66 hp and gas or diesel operation. They are equipped with premium tri-plex pumps, a 500-gallon spoils tank, 200-gallon water tank, Gardner Denver vac/blowers, a 4-ton hydraulic dump and Centri-Clean filter system. They can also be custom-engineered and designed to meet specifications. **800-624-8186; www.hotjetusa.com.**



Hydra-Flex Machete

The **Machete** hydroexcavating nozzle from **Hydra-Flex** channels water in an oscillating motion, creating a small spray angle and a direct stream with a forceful impact. This premium penetration will allow faster digging and more precise trenching capabilities. Its durable, replaceable cover allows for quick change while increasing the nozzle's life span. It is available in three sizes, with operating pressure ranges from 1,000 to 3,200 psi and a heat rating of 180 degrees F. It will last in excess of 500 hours, according to the maker, improving digging times and replacement costs. **952-808-3640; www.hydraflexinc.com.**



Kuriyama of America T704HA Series THE BOOMER

The corrugated **T704HA Series THE BOOMER** industrial sewer vacuum hose from **Kuriyama of America** is made with a 1/4-inch-thick red gum rubber tube designed for wet or dry applications where severe abrasion is a factor. The corrugated black conductive SBR/NR blend cover provides abrasion- and ozone-resistance. The rugged hose is suitable for dry or wet abrasive materials and can be grounded. All sizes are rated to full vacuum and a pounds-per-square-inch safety factor of 3-1 for 2 to 8 inch and 2.5-1 for 10 inch. The hose remains flexible in temperatures from 40 degrees below zero to 212 degrees F. It is available with soft cuffed ends for easy installation and clamping. **847-755-0360; www.kuriyama.com.**



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Rival Hydrovac T7 Tandem

The **T7 Tandem** hydrovac from **Rival Hydrovac** was designed primarily to be loaded with debris and driven within legislated road limits with most types of debris on board.

The unit comes standard with a scale that reads real-time weights both in the cab and on the wireless remote to confirm weights prior to travel. It is operator friendly, according to the maker, and the operating system is engaged through one PTO switch. The remainder of the operation occurs from the rear panel or the wireless remote. **403-550-7997; www.rivalhydrovac.com.**

Soil Surgeon hydroexcavating tool

The **Soil Surgeon** hydroexcavating tool fits any sewer combination truck equipped with a telescoping 6- or 8-inch boom. The tool has a 1-inch water connection. The operator controls water pressure and power through truck controls. It has a 6-foot Tuff Tube with handles to guide the unit down for potholing or side to side for trenching. Six jets boring inward cut the soil, while six boring outward bring the tube down. **949-363-1401; www.soilsurgeoninc.com.**



Tornado Global Hydrovacs F4 ECOLITE

The **F4 ECOLITE** from **Tornado Global Hydrovacs** has a 12-cubic-yard mud tank and holds 1,550 gallons of freshwater. The

unit is more than 7,000 pounds lighter than the company's older models and offers more than double the payload. The boom has a 342-degree rotation and 26-foot reach. The smaller F3 ECOLITE is a 10-cubic-yard, 1,250-gallon tandem-axle unit that more than doubles older payload capacities. It features an 8-inch boom and 3,800 cfm blower. **877-340-8141; www.tornadotrucks.com.**

Transway Systems Terra-Vex HV38

The **Transway Systems Terra-Vex HV38** has a 12-yard debris tank with onboard scales for efficient hauling and offloading, complete with a 26-foot-by-8-inch telescoping boom. It has a one-touch-operated hydraulic half-door with a 3,800 cfm at 27 inches Hg hydraulically driven blower. Water pressure is achieved with a hydraulically driven triplex pump, delivering 10 gpm at 3,600 psi from a 1,000-gallon HDPE baffled water tank. The water is heated with a 420,000 Btu diesel-fired burner for cold-weather operation. **800-263-4508; www.transwaysystems.com.**



Vac-Con X-Cavator

The **X-Cavator** hydrovac from **Vac-Con** includes a cold-weather enclosure for the water systems and control panel, as well as an interior area for operator

seating and workspace. Unit filtration is based off of the Titan combination machine, with a single cyclone design and final cartridge-style filter. The redesigned boom is lightweight and flexible, rotating 310 degrees around the unit and moving plus 45 degrees and negative 22 degrees vertically. The durable rubber hose material can withstand harsh environments, according to the maker, and has a reach of 26 feet. **904-284-4200; www.vac-con.com.**

JET/VAC COMBO UNITS

MyTana SmartCombi Pro

The **SmartCombi Pro** compact jet/vac combo unit from **MyTana** can be trailer- or truck-mounted, with a vacuum system that suctions grease traps, septic tanks, ditches and flooded basements. Standard with a conventional vacuum pump and 3-inch suction hose, it has a two-compartment 800-gallon tank (550 gallons of waste and 250 gallons of freshwater) with a slanted bottom for fast unloading and cleaning. An optional suction boom rotates 270 degrees with a 26-foot reach. The unit delivers cleaning pressure up to 3,000 psi or water flow up to 26 gpm. A hydraulic hose reel holds 300 feet of 1/2-inch hose. Customizable to suit work needs, it is one of six compact skid- and truck-mounted high-pressure jetting and jet/vac models offered by MyTana and built by ROM. **800-328-8170; www.mytana.com.**



Presvac Systems Hydrovac

The **Presvac Systems Hydrovac** is designed for versatility and cold-weather operation with optional full compliance with U.S. Department of Transportation

specifications for collections or transportation of hazardous materials. The high-vacuum blower allows extraction of all types of soils, gravel, rock, clay, water and silt material, with knockout features in the debris tank minimizing carryover. Modular filtration configured to blower size provides blower protection and minimal maintenance, according to the maker. It comes with a heavy-duty, 8-inch boom that extends up to 25 feet with six-way hydraulic power and wireless controls for all boom functions, a soft-start water pump, vacuum breaker and truck engine speed. **800-387-7763; www.presvac.com.**



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2022 Peterbilt 348, Cummins 350 hp. Auto, 4000 carbon steel tank, Fruitland 510 cfm pump, chrome package.
***148,700 Plus FET**



2021 Peterbilt 348, Cummins 350 hp, 10 spd manual, 4000 carbon steel tank, Fruitland pump 510 cfm. ***140,700 Plus FET • In Production!**



2021 Mack MHD, Chrome package, Cummins 350 hp, Jake brakes, Allison auto trans., 4200 gal. alum tank, Fruitland 510 cfm pump, 60K GVW.
***162,000 • In Production!**



2021 Peterbilt 567, Cummins ISX 450 hp. Auto, 66K GVWR. 4000 aluminum tank, NVE 4307 Blower. ***198,800 Plus FET • In Stock!**



2021 Peterbilt 337, 300 hp, auto, 2500 gal. alum. tank, Masport 510 cfm pump. ***129,582 • In Production!**



2021 Mack MHD, Cummins 350 hp. Allison auto, 4200 alum. tank, NVE blower 530 cfm. Chrome package, beautiful interior. ***172,000 Plus FET • In Production!**



2021 Mack, Cummins 350 hp. Auto, 4000 gal. carbon steel tank, NVE Blower 4307, Chrome Package. **2 Available • In Production!**



2022 Peterbilt 348, Chrome package, 350 hp, Cummins, auto, 60K GVW, 4200 gal. alum. tank, NVE B500 blower 431 cfm. ***152,000 Plus FET**

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Super Products Camel Max Series

The **Camel Max Series** combination sewer cleaner from **Super Products** comes in a variety of configurations for operator convenience, with 9- or 12-yard debris capacity, dump

or tilt-ejection unloading and several other optional features, including wastewater recycling and hydroexcavation. The 2021 edition has an optional pusher axle for both 900 and 1200 models, allowing for increased legal payload. Additionally, all 1200 models come standard as a high dump configuration; when combined with tilt-ejection unloading, this allows operators to control dump into a 48-inch container without requiring additional containment products. The wastewater recycling system enables operators to clean sewers without the use of freshwater. It is capable of cleaning nearly 3,000 feet of sewer pipe per day and saving 60,000 gallons of water per week, according to the maker. The hydroexcavation package allows operators to jet, vacuum and excavate continuously all day long. **800-837-9711; www.superproductsllc.com.**

MUD/SLURRY PUMPS

Hydra-Tech Pumps S3CSL

The **S3CSL** submersible 3-inch hydraulic-driven sand slurry pump from **Hydra-Tech Pumps** includes a built-in agitator used for stirring up solids. It has hardened alloy wear parts and is designed to be used in applications where settled solids must be put into suspension and pumped away with the discharge water. Primary applications include desilting ponds, lakes and streams; other uses include filling sandbags to prevent beach erosion, cleaning tanks and digesters, or pumping sediment from caissons. It requires hydraulic inputs of up to 10 gpm at 3,000 psi, and when combined with HT11 to HT20 open and sound-attenuated power units, it is capable of output flows to 450 gpm. **570-645-3779; www.hydra-tech.com.**



SAFETY/PERSONAL PROTECTION EQUIPMENT



ScreencO Systems Handle-Tec Hose Handles

Handle-Tec Hose Handles, distributed by **ScreencO Systems**, enable technicians to safely clamp onto hose or pipe and easily grip, torque and release it single-handedly through a natural movement. Through mud, cold, rain or sleet, the handle design allows workers to safely and efficiently manipulate hoses and pipes in any

climate, according to the maker. They work for drilling, mud suction hose, tanker hose, pneumatic truck hose, frac pipe, drill pipe, welding poly pipe and other rigid pipes. Sizes range from 1 1/2 to 6 inches, with a planned

8-inch version. Handles are manufactured with long-glass nylon that enhances thermal insulation properties. They are strong, nonconductive and wear-resistant in temperatures from 40 degrees below zero to 150 degrees F to withstand steam blasting with de-icing equipment. **208-790-8770; www.screencosystems.com.**

VACUUM PUMPS

Fruitland 870 Series

Fruitland's 870 Series pump allows vacuum levels of 28.5 inches Hg and continuous vacuum of 27 inches Hg. Additionally, it is capable of providing 30 psi pressure for offloading. The oil consumed during pump operation is minimal, with only 1 gallon of oil for 18 hours of operation, which provides cost savings and reduces environmental impact. Fruitland is less restrictive on the type of oil used, allowing customers to buy locally available, nonproprietary oil. The pump delivers 510 cfm (free air) through 4-inch porting. **905-662-6552; www.fruitlandmanufacturing.com.**



Wallenstein Vacuum 753 Series

The **753 Series** vacuum pump from **Wallenstein Vacuum** incorporates extra-wide vanes that allow up to an inch of wear, designed for longer service life. It provides 422 cfm airflow at 1,200 rpm and is precision-machined to provide vacuum levels up to 28 inches Hg. Options include air-, liquid- or dual-cooling systems where air injection is combined with liquid cooling. A pump-flushing port is included on the top valve for convenient

maintenance. The quick-access housing end plate allows for easy internal inspection with no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation or available with a sight-feed valve oil regulator system using vacuum/pressure to draw oil with no moving parts. **800-801-6663; www.wallenstein.com.**



Westmoor Conde SDS Ultra

The **Conde SDS Ultra** vacuum pump from **Westmoor** pumps at 230 cfm and has an automatic oiling system that never needs adjusting. It incorporates the Conde Slide Valve (changeover valve), which is compact and low-profile and works easily, according to the maker. It is offered with either a pump-mounted or remote oil reservoir, with sealed high-temperature maintenance-free bearings. It can be driven by a variety of power sources including gas or diesel engines, PTO, right-angle drive or hydraulic pump. The unit is double-shafted and can be set up for either clockwise or counterclockwise rotation. **800-367-0972; www.westmoorltd.com.**





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Crescent Tank vacuum tank

The **Crescent Tank** vacuum tank for waste oil is completely flat inside and out. It can be used to carry containers, drums or anything needed on the flatbed.

The weight capacity is the same as a flatbed truck. It has no baffles, allowing it to be emptied completely. With the included pump at specified cfm, unnecessary fatigue of the structure is eliminated and the life of the tank is prolonged. It is made from 1/4-inch steel, making it structurally strong. The tank includes a 20-inch manway and 5-inch site glass. A crane and outriggers can be added. There are multiple lift gate decks and rail options available based on the need. It can be installed on any chassis within the specifications required for each model based on axle ratings and maximum load capacity. **585-657-4104; www.crescenttank.com.**

Guzzler Liquid Ring

The **Guzzler Liquid Ring** has a powerful and efficient industrial vacuum system designed to clean up and recover a full spectrum of materials — from solids and dry bulk powders to liquids, slurries and thick sludge, while providing the additional capability of reclaiming hydrocarbons. The filtration system keeps the pump operating liquid clean, resulting in a longer pump life. It can operate effectively in remote or inaccessible locations more than 1,000 feet away, through suction lines up to 8 inches in diameter. Its design reduces maintenance and provides quiet operation. **815-672-3171; www.guzzler.com.**



Imperial Industries' Freightliner 108SD

Imperial Industries' Freightliner 108SD includes a fully remote-controlled vacuum system. It comes with a 4,200-gallon painted aluminum tank

with a National Vacuum Equipment Challenger 4310 blower (940 cfm). Functionality includes full control of the tank's PTO and pneumatic valves, providing operators with the ability to switch between vacuum, neutral and pressure modes without leaving a septic tank access point. The bottom third of the tank is double-plated, and the tank is painted black with a diamond plate chip guard, full-flanged and dished heads for baffles, a hot shift PTO, one 4-inch vacuum inlet with lever valve, one 6-inch discharge with piston valve with a handle, three 5-inch sight glasses on the rear tank head, full-length aluminum hose trays, a SeeLevel indicator, a 24-by-24-by-24-inch aluminum toolbox, U.S. DOT LED light package, two rear LED work lights and an adjustable stainless steel rear bumper. **800-558-2945; www.imperialind.com.**

WATERBLASTING EQUIPMENT

Hammelmann Pipemaster

The **Hammelmann Pipemaster** is a pneumatically operated, high-pressure hose rotating system. It is used to remove both soft and hard deposits from the insides of pipes and pipelines, including those with bends and vertical sections. A high-pressure supply hose is fixed between the pump and the rotary joint on the hose-rotating unit. A second hose is connected to the rotary joint and runs via the deployment unit into a protective hose leading to the positioning device at the work piece. The rotation of the second high-pressure hose around its longitudinal axis is affected by a chain drive from a pneumatic motor to the rotary joint. The rotation speed can be smoothly adjusted with throttle check valves. Actuating the control lever of the unit causes the hose to start rotating, which in turn produces the forward motion. The hose deployment unit is mounted on a sturdy base plate and includes the height-adjustable control lever to deploy or retract. **800-783-4935; www.hammelmann.com.**



CASE STUDY



Fan-cooled washdown pump solves overheating issue

Problem: A Midwestern OEM/maintenance shop owner was having trouble finding the correct pump for one of his customers. He had already installed two DC washdown pumps on this truck, and both times they had to be replaced in a short period of time. The issue with the pumps was that they lacked a cooling fan. Without a cooling fan, the pumps would overheat and trip the breaker.

Solution: The shop owner installed a **Moro USA DC Fan Cooled Cast Iron Washdown Pump**. The pump has an integrated cooling fan, which allows the pump to stay cool under all conditions.

Result: The pump solved the overheating problem, and the customer no longer had to replace pumps, eliminating unnecessary downtime and wasted money. **866-383-6304; www.morousa.com.**



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500 GPM

Patented Dual Screen Design

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**in the
SPOTLIGHT**
By Tim Dobbins

J&J ECHO DOUBLE SINK ANSWERS DEMAND FOR MORE HAND-WASHING EQUIPMENT

Though proper sanitation has always been important, hand-washing has taken on critical importance over the past year. Restroom providers report that portable sinks are being supplied to all public events and they're getting a workout.

Recently, J&J Chemical released the Echo double sink to help fill the growing demand for portable sinks. The company has dedicated 18 months of research and development time into designing a sink that is easy to maintain and provides users with a convenient way to wash up, according to David Roncadori, sales director for the manufacturer.

The end product is a 24-gallon freshwater and 24-gallon graywater double sink that comes standard with long-reach spigots and deep basins for easier washing. "That way you can get your arm deep in the sink to wash your forearms really well, and not just your hands, which is just as important," Roncadori says.

The sink is primarily blow molded, and standard features include molded end hooks for purses or jackets and four molded-in handles for easy transport. Other accommodations include two locking latches on the top to ensure the freshwater remains clean and free from tampering. Each sink has threaded drain plugs for the fresh and graywater tanks, and all water connections are quick-connect for easy maintenance in the field or shop.

According to Roncadori, all components of the sink are manufactured in the U.S., including the unique foot pump design. J&J created a quick-change foot pump feature for easy removal in the field.

"If you don't have any more sinks to put out, this sink can be quickly cleaned out, the foot pump can be changed, and you can fill it back up," he says. "They also have a feature at the foot level of the sink to help evacuate the graywater that's different from others out there. Ours is a vacuum-operated system and it has a built-in backflow preventer to keep graywater from free flowing and escaping. This eliminates any chance of contamination from the sink."

The vacuum system makes it possible for the same trucks and vacuum equipment used for pumping toilets to clean out the graywater from the Echo double sink, Roncadori explains.

J&J built the double sink to be to serve a variety of purposes and to work with existing accessories restroom providers may already own. "It can be transported in most every portable restroom, and will accommodate almost any soap or towel dispenser," Roncadori says. **800-345-3303; www.jjportable.com**

ROYAL RESTROOMS PORTABLE SINK TRAILERS

Royal Restrooms has created new sink trailers to help stop the spread of COVID-19. The sink trailers will contain both hand sanitizer and hand-washing stations. The portable sink trailers will come with water pumps, soap dispensers, mirrors, proper water inlet and hose connection and optional electric or propane-powered water heaters. Built onto a commercial-grade trailer chassis for easy towing, the sink trailers come with a custom-painted steel frame with locking diamond plate utility doors, which house the water heater and pressure pump. The trailers have fully-automated bright signs and 40-inch flat-screen monitors, which can promote brand advertising. **800-969-7434; www.royalrestrooms.com.**



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Moro USA launches new website

Moro USA announced the launch of its new e-commerce website, MoroUSA.com. The site offers a mobile-friendly shopping experience to help customers easily locate vacuum pumps, rebuild kits, tank parts, accessories and much more from anywhere. Features and benefits of the new site include a large variety of pumps and various other products at competitive prices, new products added weekly, and OEM pricing for registered dealers. Browse www.MoroUSA.com to receive a quote, register as an OEM or to place an order.



Industry veteran Hank Vanderveen passes away

Hendrik "Hank" Vanderveen, a nearly 50-year veteran on the manufacturing side of the liquid waste industry and 2016 winner of the Ralph Macchio Lifetime Achievement Award, from COLE Publishing, passed away Nov. 10. He was 83 years old.

Vanderveen had been employed as national vacuum tank product manager at

Amthor International since 2007. Previously he worked for Lely Mfg., Rovac Pump & Supply and Jay's Waste.

Vanderveen was known far and wide as one of the wastewater industry's nicest guys, according to COLE founder Bob Kendall. And he was a fixture at the Pumper & Cleaner Expo, now the WWETT Show, for generations.

"Everyone liked Hank. He was one of those guys you just enjoyed seeing," Kendall said. "Always with a friendly smile, something nice to say and a willingness to help in any way. His attitude toward the industry was the same, lending his knowledge and experience to help solve problems."

Vanderveen, of Wilson, North Carolina, is survived by his wife, Cheri Ridall Vanderveen, five children, 10 grandchildren and six great-grandchildren. A memorial service will be planned at a future date.

FlowMark Vacuum Trucks Launches New Website

FlowMark Vacuum Trucks announced the launch of its new website, flowmark.com. The company's truck inventory and parts store are now only a click away. Individual pages for FlowMark's wide selection of vacuum trucks outline configuration options and a comprehensive list of each truck's standard features. In the FlowMark Parts Store, customers can quickly place orders for common equipment like hoses, vacuum pumps, valves, water pumps, bare pumps or rebuild/replacement parts. Users can simply add parts and equipment to their shopping cart and pay using an online e-commerce checkout process.

ClearPathGPS expands management team

ClearPathGPS expanded its management team with several software-industry experts. Heather Burleson joins the company as vice president of sales. Jill Bender is the company's new director of marketing. Kelsey Jones joins as director of customer success.

Vacuum Truck Rentals launches online marketplace

Vacuum Truck Rentals announced a new digital platform for selling pre-owned equipment. Vac Truck Depot, which is managed by Vacuum Truck Rentals, offers a single online source for individuals and businesses looking to purchase pre-owned equipment. Available inventory includes liquid vacs, combination units, air machines, rollofs, hydroexcavators, camera vans, road tractors, trailer units, sewer inspection equipment and more.

Hino Trucks announces Project Z zero-emissions plan

Hino Trucks' Project Z outlines the company's development path to zero-emissions vehicles in class 4 to class 8. A live, virtual event showcased the lineup of zero-emissions trucks formed by partnerships with technology leaders in advanced electrification drive systems. Some of the ZEV products include a battery-electric class 7 tractor with Hexagon Purus' full electric drive system, and a Hino XL Series class 8 box truck powered by Xos Trucks' X-Pack battery and electric drive system. Over the coming months, Hino Trucks will unveil more details about the technologies and vehicles to come out of Project Z.

Mainline Sales joins SJE Rhombus as new rep for Nevada

Mainline Sales is SJE Rhombus' new manufacturer's representative for the state of Nevada. Mainline Sales has nearly 40 years' experience as a manufacturers' representative firm covering California, Nevada, Arizona and Hawaii. They serve the following markets: commercial and residential plumbing, mechanical, fire protection, industrial, irrigation, and water and sewer waterworks. Mainline operates multiple distribution centers located in Anaheim, California, San Diego, Sacramento, Las Vegas and Phoenix.

BioMicrobics receives Global Company of the Year award

Based on its recent analysis of the global decentralized water and wastewater treatment market, Frost & Sullivan recognized BioMicrobics with the 2020 Global Company of the Year award. Each year, Frost & Sullivan presents a Company of the Year award to an organization that demonstrates excellence in growth strategy and implementation in its field. The award recognizes a high degree of innovation with products and technologies and the resulting leadership in customer value and market penetration. **P**



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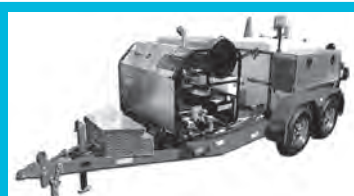


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2007 Chevy C-4500, Abernethy steel tank 700 waste/300 freshwater, dual-side service stations, Masport pump, 160k miles, runs great and will be available after 12/15/2020. Truck comes with parts truck - 2004 GMC C-4500, top kick, truck doesn't run. \$40,000 OBO. Please serious inquires only, **call Randy 360-337-0745. WA (P01)**



Chassis 2007 Isuzu NRR Service Truck. 19,500lbs with a 132" wheel-base. Tank is Progress aluminum with 200-gallon fresh water capacity and 400-gallon waste capacity installed by FMI Portland in June of 2014 along with a Honda Direct Drive. Can haul 6 toilets: 4 with the lift gate up, 2 on the lift gate. This truck was a flatbed originally and we purchased, installed tank, liftgate, and hitch in 2014 for an event vehicle. We wanted an NRR for the larger breaks, wheels, and lower rear ratio to be able to pull trailers and still service up to 40 toilets on a smaller route. We are upgrading our fleet to newer models. Maintenance records are available upon request. \$25,000. Please contact kimi@portapros.com or call/text **541-212-3175 for more information. ID (P01)**



Textla Services Portable Toilet Service Truck Bodies - Standard turnkey package mounted on your chassis includes: painted body, lighting, right angle Jurop, DC10, water hose, valves & plumbing and PTO. 1,100/400 - \$22,500; 700/300 - \$19,500; 1,700/600 - \$24,500. **Call 936-641-3938. Check us out on Facebook! (PBM)**



Chassis 2014 Isuzu NPR HD Service Truck. 14,500 lbs with a 109" wheel-base. Tank is a 2012 WorkMate Junior Slide-In modified and installed on NPR HD. Capacity of the tank is 225-gallons of fresh water, 300-gallons of waste. Can haul 8 toilets, 6 with the flatbed gate up, 2 on the lift gate. Complete hitch and electrics to pull up to 10k trailers. We installed and modified the slide-in liftgate and hitch in 2014 for an event vehicle. We are upgrading our fleet to newer models; there are no problems that we are aware of. Maintenance records are available upon request. \$34,000, please contact kimi@portapros.com or call **541-212-3175 for more information. (P01)**

2000 International 4700 cab & chassis with a 500 waste/300 freshwater compartment with a Masport HXL4V vacuum pump. (Stock# 0767C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**

For sale: 2006 Ford F550 built by Satellite Industries. 650 waste/300 fresh with about a 40-gallon sink water tank. Brand new PTO driven pump and new shocks all the way around. 282,011 miles. New engine installed roughly 2-3 years ago (will have exact mileage upon request), still out on the road a couple days per week. Have most previous service records and repairs. Serious inquiries only. Email service@acetoilets.com for pictures OR call our business line at 509-546-0631 for any more information. (P01)

For sale: 2015 Hino 268, 800 waste/400 fresh water with 2- 30-gallon sink water tanks. Truck built by Satellite Industries. 119,724 miles, located in Washington state. It has a masport hxl4 pump. \$40,500 OBO. Have most previous service records and repairs. Serious inquiries only. Email service@acetoilets.com for pictures OR call our business line at 509-546-0631 for any more information. (P01)

New Imperial 1,300 U.S. gallon, portable toilet service unit mounted on a 2020 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13933). **(888)VAC-UNIT (822-8648) www.vsi rentalsllc.com. (PBM)**

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New Imperial 980 U.S. gallon, portable toilet service unit mounted on a 2020 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13916) **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**

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

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GapVax, Inc., a nationally recognized manufacturing business, is seeking a talented, highly motivated individual to fill a full-time Sales Position in the Midwest (Iowa based preferred) region. GapVax is the leading manufacturer of industrial and municipal vacuum units and hydro-excavation units in the United States. We provide the most reliable, comprehensive, and efficient mobile vacuum units in the industrial and municipal markets. Specifications of the position are listed on our website, www.gapvax.com, click on the Now Hiring link in the left hand column. Send resumes to or betty@gapvax.com or 575 Central Avenue, Johnstown, PA 15902. (PBM)

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

PUMPS-VACUUM

NVE 607 Vac Pump-Top Frame mount w/ belt drive - also belt pulleys to mount below frame. \$1,500 OBO. Call/email - 717-587-1006 or mailsonlight@gmail.com. PA (P01)

New SWAM Pneumatics KHVH-06 Blower for Vacuum Trucks. \$8,000 OBO and free shipping. Displaced CFM of 6680; Drop in replacement for Robuschi RBDV-145* (*Robuschi is a trademark of Gardner Denver). Please contact: JFH Distributing; Gerald Klein 303-279-7797. (P01)

RENTAL EQUIPMENT

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

ROLL-OFF TRAILERS

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

SEPTIC TANKS

For Sale: 5,000-gallon steel tank built by Imperial Industries. Built for a Hooklift Truck with a 61 3/4 hook height. Tank is in excellent shape. \$4,500. 715-581-2866. WI (P01)

SEPTIC TANK FORMS

Real Good - Used - Heavy Duty - Professionally Built - SEPTIC TANK FORMS + RISER / SPLASH BOX FORMS + DELIVERY BOOM TRUCK + BRIDGE CRANES. Equipment list, prices, pictures - email tankco@charter.net or call 931-526-2964. TN (P01)

SEPTIC TRUCKS



2013 Freightliner Cascadia, 10-speed, Cummins engine ISX 12, 450 HP, 322,000 miles, double chassis, 3,600-gallon carbon steel tank, new Masport Hydra Plug and Play. **\$79,900. Call Alan 786-908-5436. (P01)**



1998 GMC 7500 pump truck, runs well, pump works well, 322,555 miles. **\$21,000. 561-302-7195. FL (P02)**



2012 International 4300, 209k miles, Allison automatic, new 1,800-gallon tank, new Jurob PN-58 Razor Pak vacuum pump (230 CFM). **\$55,000. 305-691-8407. (P01)**



2000 Freightliner w/ 3,000-gallon steel dump tank and full opening rear door, 440cfm Becker pump, C-10 CAT, 9-speed transmission, 16k Front, 40k rear, air-ride, double frame, 550k miles. **\$33,500. Call/Text 816-988-6650. MO (P01)**



2003 International model 4300 w/ 2,300-gallon steel tank. Battioni Mec5000 pump/195cfm. DT466 motor/215 HP, 6-speed transmission, air brake/33k GVW. 209k miles. **\$22,500. Call/text 816-988-6650. MO (P01)**



New 2021 Kenworth T270, 1,900-gallon 1/4" steel vacuum tank, 2 baffles, pump, hot shift PTO, 1/4" hose trays, 12-gal cyclone sec., 6" disc, (2) 4" suction ports, powder coat tank, 36" toolbox, heavy duty bumper, trailer hookups, non-CDL 300 HP, Allison auto trans, chrome bumper, SS sun visor. **\$99,975. 918-607-1006. (P01)**



2006 Freightliner M2 with 4,500-gallon aluminum tank and 750 psi wash down system. Masport vacuum pump. 534,367 miles with rebuild engine at 475,241 miles. Truck has only been used as a backup the last 30 months. **\$39,500. 404-538-2154. GA (P01)**



2005 International 4300, pre-emission DT466, 140k miles, Eaton 6-speed with locking rears. Tank is 2,500-gallons. Tank, pump and PTO less than 2 years old. New tires, starter and rear end with paperwork. Excellent truck! Owner operated and NC driven only! No rust! Garaged when not in use. **\$47,000. Call or text anytime 336-468-7347. NC (P01)**



2000 Freightliner FLD 120, 418,583 miles, Cummins power with 2009 5,500-gallon Longhorn Trailer. **\$31,000. Contact Bradst.clair@a-ableseptic.com. FL (P01)**



Last remaining 2021 in stock - Year end closeout price: New 2021 Kenworth T370, 2,500-gallon 1/4" steel powdered coated, steel vacuum tank, Jurop 260 vac pump, hose trays, 36" rear hatch, heavy duty bumper, (2) 4" suction ports, trailer hookups, 36" toolbox, 350 HP Cummins, Allison automatic transmission, chrome bumper, SS sun visor, alum wheels. **\$111,750. 918-607-1006. (P01)**



2007 Western Star quad axle, 450 HP Mercedes and 13-speed. 6,000-gallon aluminum tank. 6-inch discharge. Wittig pump - use daily. **\$65,000. 920-946-2770. WI (P01)**

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1999 Volvo, M11 Cummins, 330 hp, 8LL transmission, 18 front, 44 rears, 20,000 lb lift axle, 3,600-gallon Keith Huber Dominator tank with hoist, vibrator, and full open rear door, hydraulic driven Moro vacuum pump. Very nice vacuum setup in great shape. \$27,500. Call Halls Truck Bodies, LLC. at **740-820-5338. Financing and delivery options available. OH (P01)**



2011 International 4300, Allison manual 6-speed transmission, air brakes and ready to work!! NO DEF fluid. 2,500-gal vacuum tank and 50-gal freshwater (for jetter) makes big jobs easy with 28" clean out hatch, Masport rebuilt 350CFM liquid cooled pump, NEW front tires. PTO driven General 2,500 psi Jetter /w 200 ft of 3/8" piranha jetter hose. Only 178k miles. \$44,900 for a quick sale. It won't be on the market long! **Call or email Billy 770-365-2566 or billy@septicblue.com. GA (P01)**

Stainless steel 2010 Polar 3,600-gallon tank ready to mount on your chassis or sell outright. 20" rear manway, two 4" inch rear valves with full stainless hose trays. KLM Companies 617-909-9044 (PBM)

2005 International 7600, 271,000 miles, Cummins engine, 10-spd, Wittig pump, jetter, hydraulic PTO, 4,000-gal aluminum tank, heated valves, 225' 3" hose, aluminum 2 stingers. Asking \$79,500. 701-238-8127. ND (P01)



3 Mack RD model, 4,000-gal tank (3,800 waste/200 water), 8-gal per min, sewer jet with 2,000 psi, 359k on the OD, working daily, 8-speed Eaton trans. **Asking \$38k. Contact jondualplumbing@gmail.com. FL (P01)**



2013 Freightliner Cascadia, Cummins ISX 450 hp, automatic, 487k miles, NEW 3,500-gallon vacuum tank, interior tank lined and coated, NEW Masport vacuum pump, aluminum hose trays, 36-inch rear manway. **\$70,000. Phoenix Truck Center - Atlanta, GA 404-844-8968. (PBM)**



Used 2015 International 4300 with NEW 2500-gallon steel vacuum tank, aluminum trays, NVE 607 Challenger pump, Allison automatic transmission. **\$79,807. Stock# 97988. 800-558-2945, imperialind.com, salesinfo@imperialind.com. (PBM)**



2000 Freightliner FLD112, 3 axle, 10.8 L Cummins M11, 672,959 miles, 3,600-gallon aluminum tank w/NVE367 Challenger pump. **\$50,000. Contact Jay Faubel 559-594-1128. CA (P01)**

2005 Mack CV713 cab & chassis with a Presvac 4,200-gallon (200 water/4,000 waste) tank and Jurop pump. (Stock #6025V). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**



Pre-Emission Peterbilt 385. Low mile CAT C12. Air-ride, new 3,600-gallon tank, new pump, new PTO, chrome package, engine brakes, locking rears. Strong truck. Central Arkansas. Ray 501-388-9565. Logan 501-388-9464. **Will remove the decals. \$69,500. (P01)**



2019 Ford F750, 330 HP, 6-speed auto, 5,300 miles, 2020 Wastecorp 1,600-gallon steel tank, Jurop 265 CFM. \$94,000. 770-330-7893. Also available 2020 Kubota KX 18 (250 hours) with new 6 X 12 tilt trailer, additional **\$30,000. Only sell machine with truck. 770-330-7893. GA (P01)**



2011 Kenworth T800, Cummins ISX 485, 18-speed, Transway-built 4,000-gallon waste, 200-gallon freshwater with 10 gpm 3,000 psi jetter. Full hoist, vibrator and rear-open door. Transway 1200 pump. 167,500 miles, 14,500 hours. **Asking \$105,000. 802-658-6243. dispatch@pandpseptic.com. VT (P02)**



For Sale: 1998 Mack CH613, 3,500-gal, Challenger 367 pump, 375 hp, 10-spd. **\$40,000. 631-566-4209. NY (P02)**



2004 Sterling Quad Axle, 2011 Advance 6,500-gallon aluminum tank, Mercedes 425 HP, 645K miles, 10-speed, 20K front, 40K drives, 20K drop axles, non-steerable duels, 150 Witting Demag, 2-4", 1-6" heated valves, 100-gallon stainless pressurized heated wash down, 4 aluminum tool boxes. All stainless and aluminum. Used every day. **Must see 608-626-3371. WI (P01)**



2015 Peterbilt in perfect condition! 190,000 miles, 4,000-gallon tank, clean title, diesel, 10-speed manual transmission. Asking **\$113,000. Message or call 772-607-4465. FL (P01)**



For sale: 4,600-gallon Mack truck. **\$45,000. Contact Jeff 585-356-2759. NY (P01)**



2005 Freightliner, 60 series Detroit, 10-speed Eaton, A/C, cruise. New: 2,500-gallon tank, stainless steel hoses, Juropl LC 429 vac-pump, paint and aluminum wheels. Very nice truck. **\$49,000. Call Hull's Truck Bodies, LLC at 740-820-5338. Financing and delivery options available. OH (P01)**

1995 GMC cab & chassis with a Presvac 2,500 c/s vacuum tank and Juropl PN58 pump. (Stock #1176C). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**



2015 International, Cummins engine, automatic, new 2,500-gallon carbon steel tank, new Masport Viper pump. **\$65,000. Call Alan 786-908-5436. (P01)**

Pre-owned 1984 Mack R686ST cab and chassis with a 3,000 U.S. gallon, carbon steel, D.O.T. certified, vacuum tank unit. (Stock # 6115C). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**



2014 Freightliner M2, Cummins ISB (285 hp), Allison automatic, 142k miles, new 2,000-gallon tank, new Juropl PN-58 (230 cfm) vacuum pump. **\$66,000. 305-691-8407. (P01)**

2000 Mack RD686S cab & chassis with a 4,000 U.S. gallon, carbon steel, DOT certified vacuum tank unit. (Stock #0514CV) **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**



2012 Mack GU713 Granite, MP8, 18-spd, 340,578 miles, original heavy spec truck, 82,000lb. gvwr, 18,000lb. front axle/44,000lb. camelback rear suspension/third axle, Jake brake, 4,650-gallon vacuum tank, Masport pump, excellent mechanically, truck serviced and DOT inspected. **\$75,500. 404-844-8968. (PBM)**



2002 International Paystar, C12 CAT, 8LL trans., full lockers, 515,000 miles, 4,500-gallon steel tank with hoist. Wittig water cooled pump, heated valves, SeeLevel indicator. Aluminum hose trays, 100 feet of 3-inch hose included. Very dependable and ready to work. **\$65,000. Located in West Central, WI. Call 715-963-2727. (P01)**

2006 Peterbilt 335 cab & chassis with Presvac 3,660 US gallon Aluminum vacuum tank and Masport HXL400WV pump. (Stock #7252V). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**

Pre-owned 2008 Western Star with a 5,000-gallon, carbon steel, vacuum tank and Wittig WPS150 pump package. (Stock #9249C). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**

Pre-owned Keith Huber Dominator, 4,000 U.S. gallon, two compartment, dump type unit, with a Becker 440 vacuum pump package. Mounted on a 1999 Sterling cab & chassis. **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**



*****PRICE REDUCED*** 2012 International 4300**, Allison auto-trans, super clean and ready to work!! NO DEF fluid NO DPF filter so the truck has GREAT POWER and MPG's. It also greatly reduced maintenance and operational costs without these components. 3,200-gal vacuum tank makes big jobs easy with 32" clean out hatch, Masport rebuilt 400CFM liquid cooled pump, good tires, very clean and comfortable interior w/ air-ride/lumbar driver. Recently replaced: Muncie soft start PTO & drive shaft, air compressor, fuel pump, batteries, brakes, steer and drive tires and more. Can provide shop records. Only 189k miles. \$51,825 OBO for a quick sale. It won't be on the market long! **Call Today 803-718-4727. (P01)**

New 4,000 U.S. gallon, aluminum, vacuum-pressure tank mounted on a 2021 Peterbilt 348 cab & chassis with NVE Challenger 887 fan cooled vacuum pump. (Stock #13914). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**

1995 Mack CH612 cab & chassis with a Presvac 2,300 U.S. gallon, C/S, vacuum tank and a Wittig RFL100 vacuum pump (coming in August). (Stock # 6224V). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**

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



2015 International 4300, Cummins engine, automatic, air-brakes, (under CDL), new 2,000-gallon steel tank, new Moro pump PM70. **\$63,000. Call Alan 786-908-5436. (P01)**



2011 Western Star, 275,000 miles, 4,620-gallon Elliott septic tank with Rotary-vane pump, National Vacuum Equipment (NVE). Truck - Detroit DD15 14.8L 475 HP, Eaton manual RTO-16908LL 8LL-speed, rear 4.30 tri-axes, GVWR (lbs) 86,000, steel frame, 260" wheelbase. Delanco, NJ. \$59,500. **Call Peter at 516-297-3691 or Andrew Hayes at 516-397-6163. (P01)**



2002 International 4300, 150,000 miles, 2,500-gallon steel tank, Juropl pump. Have more photos and video. **\$30,000. Roger 423-855-2828 or plumbsewer@aol.com. (P01)**



1991 GMC Kodiak, 2,300-gallon tank, 427 with 5/2-speed, air brakes, Moro M10 pump, recent tune-up, recent pump rebuild. 155,000 miles. \$17,500. **Call Kelly 608-835-7767. (PBM)**

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2007 Mack Granite tank truck with 6,000-gallon aluminum tank with sight glasses. Primarily used for removing and hauling residential septic waste. (2) 20,000 pound steerable drop axles with NYS Controls, front axle 23,000 pound rated, rear axle 46,000 pound rating, tire size - front: 425/65R 22.5, drive: 12R 22.5, drop: 425/65R 22.5. Transmission: 8-speed, split shift with low and high range. (2) - 66-gallon fuel tanks on the truck. Has a positive displacement vacuum pump, with additional air val controls that can be added. Total hours: 4,664. **Miles: 63,095.**
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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)



2012 Freightliner, Cummins 280 HP, 6-speed manual, new 2,500-gallon tank, 2 tool boxes, 420 CFM pump. **\$68,500. Call for pictures**
919-559-9344. (P01)



2016 Freightliner M2, 6-speed manual transmission, A/C is in good condition, 90% rubber on tires, 290,000 miles, 2,500-gallon tank, Jurop R260 pump, well maintained, everything new. **\$50,000. Call Jerry 800-721-2774. (PBM)**



2014 International 4300, under CDL, DT466 diesel, auto., 68k miles. New 1,800-gallon steel tank and new Masport pump. \$57,500.
Call JR @ 720-253-8014, CO. (PBM)

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Thank you. OK (P01)



Used VAC Tanks. 4,200-gallon - \$9,900. Gasco Triplex 3364-AL - \$750.
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2017 Best stainless slide-in vacuum tank. 400 waste/200 fresh. The tank and pump are in great working condition. I sold all of my units and no longer have a use for the tank. \$10,000. Please call 859-743-8821. (P01)

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2005 F750 in good shape, pump is less than three years old, CAT C7 Acert engine, Allison 6-speed automatic transmission, 2,500-gal tank, all new injectors and injector wire harness, new fuel pump and high pressure oil pump, 11r22.5 tires and we run the truck daily. Asking \$37,500 for the truck with the Bobcat mini excavator and trailer. Will sell separately as well thank you and God bless. You can reach me at 205-842-7845 or email me at jdsseptic@gmail.com. AL (P01)

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

VACUUM EQUIPMENT



1998 Safejetvac Model 1015, 10-yd debris tank/1,500-gal water tank. Myers water pump 65 gpm @ 2,000 psi. Roots 8x24 blower 3,650 cfm @ 15" vacuum. Front boom with 8' - 6" extension, 800' front reel with rotation and brake. 600" of 1" sewer jet hose. Chassis Volvo WG-64, 1998 11,8413 miles, CAT 3306 300 hp, 8,365 hrs. 13-speed Eaton Fuller manual trans. \$49,950. Contact Tim Timmons 205-807-0294 or ttimmons@specenviro.com. AL (P02)

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2003 SuperSucker vacuum loader, 27' blower with spare blower for the truck. 400 HP with Fuller 14708LL trans, 44k rears 20k front. Very clean and runs excellent. KLM Companies 617-909-9044. (PBM)

Pre-owned 2008 International 7600, with a Guzzler Ace XXS4118TS Wet/Dry Industrial Vacuum Loader, 18-yard debris body, dump type, carbon steel vacuum tank. (Stock #4401C).

www.VacuumSalesInc.com,
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2000 Guzzler Ace International chassis with CAT engine. Great running truck and blower. Tank body was recently replaced brand new from Guzzler. KLM Companies 617-909-9044. (PBM)

VACALL ALLVAC AVR8, 18-yard debris body mounted on a 2014 Freightliner 114SD cab and chassis. (Stock #033R). www.vacuumsalesinc.com
(888) VAC-UNIT (822-8648). (PBM)

2015 Freightliner 114SD cab & chassis with a VACALL AVR8-18 industrial vacuum loader. (Available for rent or purchase). (Stock #039R). www.vacuumsalesinc.com
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Location: Virtual Online Course

Contact: Lisa Nicoll cpow@cpow.net

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Contact: Lisa Nicoll cpow@cpow.net

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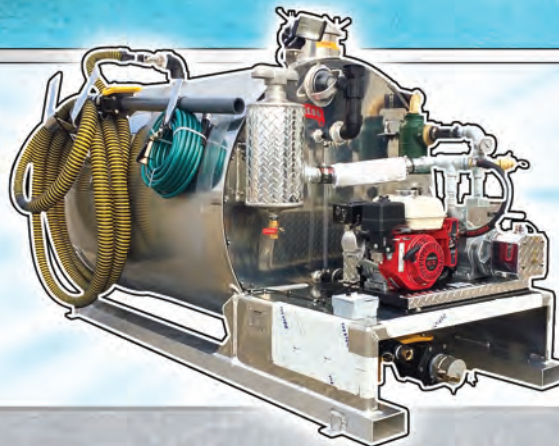
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