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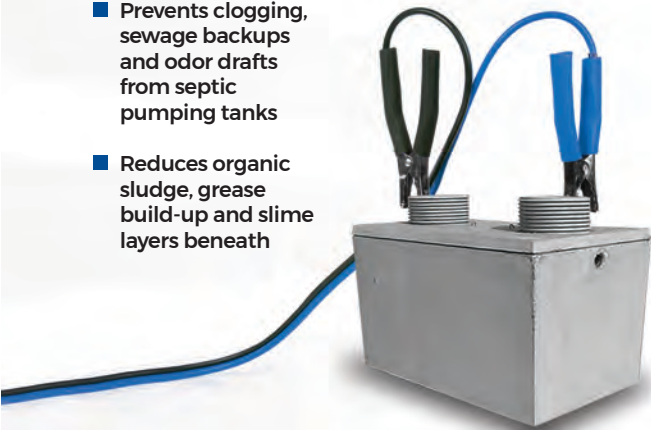
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Adam Bartels, left, and Russ Hood took over the established Sweet Pea Sewer and Septic in Missoula, Montana, and grew it through careful customer service and acquisitions. They are shown with some of their 1,600 portable restrooms, most from Satellite Industries. (Photo by Jessica Lowri Vizzutti)

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

Jim Kneiszel
Editor

How Long Until You'll Be Plugging in Your Service Truck?

Zero emissions and alternative fuels could be on the horizon for work trucks, and pumpers will make the switch if and when it makes good fiscal sense

The NTEA — the Association for the Work Truck Industry — recently renewed its commitment to productive use of alternative-fuel vehicles as part of its climate change policy. In a release, the group explained that using advanced technologies and fuel options can help solve environmental challenges and lead us to zero emissions.

“Climate change is a serious global challenge that requires long-term commitments. NTEA recognizes the work truck industry is well-positioned to make a significant difference through continuing development of innovative new technologies to reduce fuel consumption and vehicle greenhouse gas emissions,” said Mike Kastner, NTEA managing director.

As part of its stated principles, NTEA believes there are “multiple paths to a zero-emissions future.” It said the trucking-related industries play an important role in driving alternative fuel solutions and it’s imperative that work trucks are included in the national discussion. If you want to learn more about the NTEA climate change policy, visit www.ntea.com/climatechange.

The message is all well and good, but pumpers are only going to use alternative fuel vehicles — particularly electric vacuum trucks — if they are up to the workload. Septic service providers will want to see multiple benefits to moving away from the internal combustion engine — advantages that will increase their bottom line and contribute efficiency to day-to-day operations.

A few challenges to switching away from the traditional diesel- or gasoline-powered propulsion are inescapable. However, it appears there are also benefits — particularly for the environment and support of domestic sources of energy — in migrating over to new ways of powering service rigs. I believe that if enough of the challenges are overcome with continued technology advances, pumpers will be happy to make changes that have the potential to leave their kids with a cleaner environment.

So what are the biggest challenges to overcome?

Initial vehicle costs

We know there will be sticker shock when adopting a new technology, whether that’s powering trucks with electricity or retrofitting an existing fleet for natural gas, propane fuel or even hydrogen fuel cells. If we look at the experience with electric and hybrid personal vehicles, early adopters have

➤ Pumpers are only going to use alternative fuel vehicles — particularly electric vacuum trucks — if they are up to the workload. Septic service providers will want to see multiple benefits to moving away from the internal combustion engine.

paid a premium. The prices are coming down for plug-ins and gas-electric hybrid cars, and perhaps we can expect the same to happen when these power sources are built on larger truck chassis as well.

Many pumpers tell me their profit margins are razor thin — that’s a topic for another column on pricing services for a sustainable return — and they just don’t think it will be realistic to significantly add to the cost of their next work truck. Fair enough. There has to be an attractive payoff period for any vehicle that is used to earn a living every day. When the accountant can make a case for higher upfront costs, pumpers may take a chance.

Reliable access to fuel

One of the first arguments you’ll hear when someone is opposed to using alternative-fuel vehicles is the lack of fueling infrastructure. A good example is the range of an electrical car. While the maximum per-charge travel distance of plug-in vehicles is longer every year, it is still debatable whether an electric-powered work truck could make it a full day before needing a time-consuming charge. What if you have to hit the highway? Can you count on finding a charging station when you need it? The same question goes for trucks fueling with propane or natural gas.

I’m sure pumpers, and other businesses that rely on work trucks, will consider making the move to alternative power if and when the web of fueling stations provides practical access. My sense is that most small-business owners believe that reality is still far into the future.

Saving money in a time of low diesel and gas prices

Making the case for electric- or natural-gas-powered work trucks seems a little harder today with traditional fuel costs stagnating. Remember more than a decade ago when gasoline and diesel prices were skyrocketing and suddenly there was surge of interest in biodiesel? Wastewater haulers were flirting with technologies to convert restaurant cooking oil and grease into fuel for their trucks. That interest flagged when fuel prices came down and I don't hear a lot about biodiesel anymore.

But I'm old enough to know these price fluctuations happen over time and one day gas and diesel will probably go up again. And when they do, and operating costs flip-flop in favor of other fuel sources, pumpers will explore their options again. Like other business owners, pumpers will do what's necessary to return the best value to their customers.

Power to pull septage

The internal combustion engine can create a lot of horsepower in a "relatively small" and reliable package. Any alternative fuel options may provide similar performance, but pumpers will have to be shown these results before switching. Moving a heavy liquid load depends on lots of torque to the wheels. I've seen natural gas work vehicles providing that power in municipal operations, such as in street sweepers and other work trucks. I've also heard of electric work truck pilot projects starting up, but pumpers will want to see fleet testing of liquid transport trucks before they lay their money down.

There's also the question about electric vehicles and operating a high cfm vacuum pump. Pumps used in this industry are typically operated through a PTO linked to a gas- or diesel-drive engine. In an electric vehicle, pumpers would want to see a practical way to power pumps with the powerful battery packs that move the truck down the road. It wouldn't make much sense to run an accessory gas or diesel engine just to run the pump.

RIGHT THING TO DO?

After significant skimming of federal government websites analyzing the cost and benefits of alternative fuels — and there are hundreds and hundreds of pages to review — I've concluded there are a number of attractive reasons to keep an eye on future developments. Here are a few potential advantages to making a switch at some point:

Lower electrical vehicle maintenance

Electric vehicles, in particular, promise to require less maintenance and may prove cheaper to own over the life of the rig. If you've ever looked under the hood of an electric vehicle, there's isn't a lot to see. They have very few moving parts, and therefore very few things to break. With regenerative braking, four-corner maintenance behind the wheels is greatly reduced. Your brakes won't wear out quickly. Aid in stopping isn't the only benefit either. Electric vehicles produce maximum torque throughout the power band, which may be a positive for heavy trucks.

Making a clean, green statement

Responsibly hauling waste and ensuring cleaner groundwater, pumpers are in the business of improving the environment. Using trucks that consume less fuel, make less noise or have lower greenhouse gas emissions reinforces that environmental message. Keeping an open mind to alternative-fuel trucks is a way to tell your customers you care about your kids and theirs and the world they grow up in.

Tax incentives may reduce costs

New technological advances often come with incentives for early adoption. As the industry starts to standardize cleaner options for truck power plants, the government may offer tax credits or other programs to prompt small businesses to take the leap. These incentives could be significant and worth watching. At some point, these fiscal sweeteners could tip the scales in favor of alternative-fuel vehicles and you'll want to make the move.

Energy at home

In recent years, great strides have been made to ensure most of our energy comes from domestic resources. In 2019, the U.S. imported only 3% of its petroleum. We have greatly bolstered our production of natural gas. And according to the federal government, electrical vehicles also play a role in reducing our reliance on foreign oil producers. Diversifying the fuel sources for our work trucks, as it turns out, makes the country stronger and is the patriotic thing to do.

PREPARING FOR THE FUTURE


The NTEA is right to promote technologies that might help clean the environment and allow the U.S. to maintain energy independence over the long term. And as time-tested small business owners know, one thing is for certain: change is inevitable. We may see a day in the Not-too-distant future when pumpers will adapt to powering their rigs in new ways. When it makes fiscal common sense, they'll be on board. **P**

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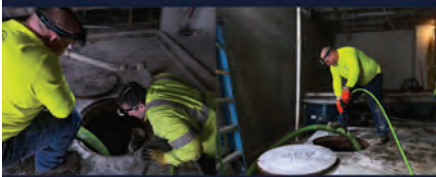
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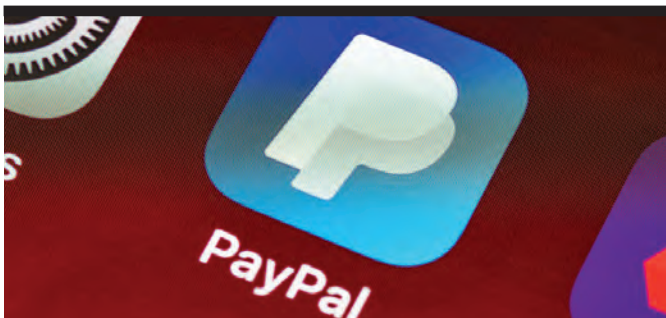


NEW VACUUM TRUCKS

big service advantages

New vacuum trucks are perhaps the most visible symbol of Darin Gross' efforts to refresh Turner Sanitation, a Lake Orion, Michigan, septic pumping and restroom-rental company he bought in January 2020. The new trucks check off a lot of boxes and offer a multitude of advantages.

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CUSTOMER EXPECTATIONS

what are your payment options?

Technology is disrupting the way people make purchases. From the staples of cash or check to electronic transfer options like PayPal, there is a plethora of ways today for customers to pay you for your services. Here's a look at the pros and cons of each.

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“Change can lead to an evolution of your company, expand your horizons and bolster your profits. An adjustment is not always a high-risk gamble.”

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can you require COVID-19 vaccines?

When it comes to the nuts and bolts of vaccine policy, there are still a lot of tough questions before us. For example, as an employer, are you allowed to mandate that your employees receive the vaccine? In this online exclusive article, author Amanda Clark reviews what we know so far.

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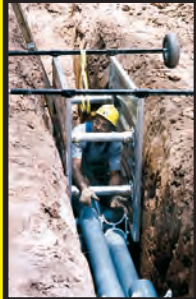
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Climb Every Mountain

Montana friends buy an established pumping company, then take it to new heights by expanding the service menu and acquiring competing companies

By Ken Wysocky

Bolstered by a series of acquisitions and a strong economic tailwind in Missoula, Montana, business partners Adam Bartels and Russ Hood have transformed an already sound company — Sweet Pea Sewer and Septic — into a significantly larger operation.

“We knew Sweet Pea had good potential,” Bartels says of the well-diversified company, which offers drain cleaning, septic service and portable restrooms. “It had a good name in the community and an established customer base. And the staff assembled by the previous owners (Susan and the late Chuck Bashor) was really dialed in.

“But neither of us expected to grow this big, this fast,” he adds. “It’s definitely been a whirlwind, but in a good way.”

Sweet Pea was an 18-year-old company when Bartels and Hood bought it in 2012. At the time, the duo — best friends since high school and weary of the constant travel their construction jobs demanded — were looking to change careers.

So they traded nail guns and circular saws for vacuum trucks and drain machines. And even without experience in any of these fields, the duo has substantially increased revenue and the scope of Sweet Pea’s operations.

POSITIVE NUMBERS

Gross revenue in each sector the company serves has roughly doubled; employment jumped to 22 from eight; restroom inventory more than doubled to about 1,600 units; customer accounts rose to about 14,600 from 7,600; and monthly restroom-rental sites ballooned to 827 from 327, Bartels says.

“All of our services kind of grew at the same time,” Bartels explains. “Missoula is a growing community, with a lot of special events and construction activity. And as the community has grown, we’ve grown right alongside it. We just were in the right place at the right time.”



✔ Owners Adam Bartels, left, and Russ Hood are shown in the Sweet Pea Sewer and Septic yard. Most restrooms came from Satellite Industries. But a variety of other inventory came along with acquisitions of other area service companies. (Photos by Jessica Lowry Vizzutti)

Sweet Pea Sewer and Septic

Missoula, Montana



“ ONCE YOU GET PAST THE POOP PART, IT’S REALLY A GREAT JOB. YOU’RE NOT STUCK IN AN OFFICE ALL DAY AND YOU GET A GREAT SENSE OF ACCOMPLISHMENT EVERY DAY. ”

ADAM BARTELS

- OWNERS:** Adam Bartels and Russ Hood
- FOUNDED:** 1994
- EMPLOYEES:** 22
- SERVICE AREA:** Western Montana
- SERVICES:** Septic pumping/inspections, portable sanitation and drain cleaning
- WEBSITE:** www.sweetpeamt.com

► Pumper PROFILE



► Nate Burkleo, left and Russ Hood pumping a tank near Missoula, Montana. Sweet Pea has trucks built by Erickson Tank and Pump, Imperial Industries and Steelsmith Tank & Equipment, though the builder of several trucks that came with the purchase of other pumping companies is unknown. Trucks carry Masport or Conde pumps.

◀ Burkleo caps off the inlet valve following a septic service for Sweet Pea Sewer and Septic.

“ I HATE SAYING NO TO JOBS. SO WE NEED THE MANPOWER, THE TRUCKS AND THE TECHNOLOGY AND EQUIPMENT TO GET JOBS DONE ... YOU REALIZE PRETTY QUICK THAT IF YOU MEET CUSTOMERS' NEEDS THAT FIRST TIME, THEY'RE GOING TO BECOME REPEAT CUSTOMERS. ”

ADAM BARTELS

Serendipity also played a role in Hood and Bartels buying Sweet Pea. The Bashors were good friends of the Hood family, so when Chuck Bashor passed away in 2011, the Hoods knew that Susan was interested in selling the company.

“Russ and I have young families at home and we really wanted to be home more often,” Bartels says. “So one thing led to another. We knew we’d have to work hard, but at least we’d be home at night to see our wives and kids.”

Having an efficient and experienced office staff in place played a key role in the company’s growth because it gave Bartels and Hood the freedom to get out in the field and meet customers in person. Bartels believes customers like to see company owners on job sites.

“And if technicians call with a problem and you’ve already been to their customers’ homes, it’s easier to walk them through things because you’ve actually been there,” he adds.

PURCHASE POWER

The company’s first acquisition occurred in 2015. The owners of P-Pods, a portable sanitation outfit in Helena, about 100 miles to the east, approached Bartels and Hood about buying the company, which owned two service trucks

and about 200 portable restrooms. As luck would have it, Brian Cordie, a restroom technician, was planning to move to Helena because his wife had just taken a job there. So he became the manager of a new Sweet Pea branch office. “That made it a pretty painless transition,” Bartels says.

About six months later, Sweet Pea acquired the capital assets of nearby All Valley Sanitary Services, another restroom-rental company. That added another 200 restrooms, two restroom service trucks and a septic vacuum truck, he says. Then, a year later, Sweet Pea acquired A & J Porta Pottys in Stevensville, about 30 miles south of Missoula. That acquisition included customer accounts, roughly 250 restrooms and three service trucks, Bartels says.

“There was no grand plan — everything just sort of happened,” he recalls. “People just came to us because they wanted out of the business. That made it much easier for us to expand into other markets compared to moving in and contending with established competitors.”

(continued)

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FILLING THE SHOP

As the company expanded its business base, its inventory of vehicles and equipment grew correspondingly. On the pumping side of the business, the company now owns seven vacuum trucks, built on Kenworth, International and Western Star chassis with steel and stainless-steel tanks ranging in size from 1,100 to 4,200 gallons. Erickson Tank & Pump built two of the trucks and Imperial Industries and Steelsmith Tank & Equipment built out two more. Builders of remaining trucks acquired with businesses are unknown. Six of the trucks feature Masport pumps and one relies on a Conde pump from Westmoor.

The company also invested in a 10,000-gallon tanker trailer made by Polar Tank Trailer, two Maxi Screen 400 trash-screening machines built by ScreencO Systems and two tank-agitating Crust Busters.

To service restrooms, the company owns 10 trucks built on Dodge 5500 and Ford F-550 chassis and using Masport pumps. All of the tanks are from Erickson and Satellite Vacuum Trucks. The tanks are steel except for one stainless steel and one aluminum; their capacities range from 300-gallons waste/150-gallons freshwater to 600-gallons waste/350-gallons freshwater.



Marathon service indeed!

Special events in and around Missoula, Montana — everything from craft beer and music festivals to fun-run fundraisers and seasonal holiday events — generate about one-third of Sweet Pea Sewer and Septic's portable sanitation revenue.

The biggest event the company handles is the Missoula Marathon, usually held on the last Sunday in June. "It's our Super Bowl," says Adam Bartels, who co-owns the company with Russ Hood. "It's all hands on deck for our 22 employees."

The company places more than 300 restrooms for the event: 60 in Frenchtown (about 15 miles northwest of Missoula), the marathon starting point; another 100 units near Lolo (about 10 miles southwest of Missoula), the starting point for a half-marathon; 60 more in Missoula, where the marathon and half-marathon end; and the rest strategically located along both race routes, Bartels says.

The event is an endurance test for employees, too. Workers start setting out restrooms at 6 a.m. Saturday morning and can't situate the last 60 units in downtown Missoula until after the local bars close at 2 a.m. Sunday, he says.

"Then we all get a few hours of sleep before we meet back at the yard at 6 a.m.," he says. The races start at 6 a.m. and Sweet Pea crews, driving flatbed trucks with trailers in tow, follow both racecourses, picking up restrooms after the last runners pass by, he explains.

"It's quite a show," Bartels says. "There are a lot of logistics involved. But we love that weekend. It's the camaraderie — the whole company is together and eating lunch, breakfast and dinner together. The ladies in the office cook meals for drivers on both days.

"It's hard to put into words, but it's just fun," he adds. "The lack of sleep makes everyone half crazy."

The company deploys five service trucks to pump restrooms. To boost efficiency, those trucks offload waste into a larger septic vacuum truck. The service trucks collect about 3,000 gallons of waste, Bartels says.

"We usually finish by around 6 p.m. Sunday," he says. "We look at it as our own little 36-hour marathon with a nice four-hour nap in the middle."



Service technician Nate Burkleo pulls suction hose from his Kenworth truck in preparation for a residential septic service.

Satellite Industries manufactured most of the company's restrooms. Sweet Pea also invested in about 200 hand-wash stations from Satellite and two restroom trailers from JAG Mobile Solutions.

In the drain-cleaning division, the company relies on three Ford E-250 vans and one GMC 3500 cutaway cube van with a 13-foot box body. The trucks carry small, medium and large drain machines made by Gorlitz Sewer & Drain; pipeline-inspection cameras manufactured by Pro-Built Tools and Forbest Products; and pipe locators made by Prototek.

The company also owns a self-fabricated trailer jetter equipped with a Hotsy hot-water unit; the jetter is enclosed in a 16-foot trailer made by Interstate Trailers. For efficient routing of service vehicles, the company uses GPS dispatching software from RouteOptix.

ONE-STOP-SHOP CONCEPT

Another key to growth is the company's diverse range of services. The ability to offer customers one-stop shopping generates multiple revenue streams as well as cross-marketing opportunities.

"It definitely works that way," Bartels says. "Our portable restroom customers, for instance, have clogged drainlines, too. And supplying restrooms to construction companies also got us into doing line-locating for those same customers."

Drain-cleaning services range from unclogging small kitchen sink lines to residential sewer laterals to sewer mainlines. The company also thaws out drainlines in winter, Bartels says.

To boost efficiency, many technicians are cross-trained to pump septic tanks and clean drainlines. "The ability to send guys to all kinds of jobs is really beneficial," he explains. "Sometimes you send a technician to what you think is a two-hour job and it turns into a six-hour job. And in those cases, if someone finishes early, they can take that technician's next job, so the customer isn't waiting around."

The company also purposely bought two vacuum trucks that are small enough that technicians don't need a commercial driver's license to drive them, which also increases flexibility.

To avoid seasonal layoffs, the company strives to perform scheduled drain and grease-trap maintenance as well as septic tank pumping during the winter months, when business generally slows down, he notes.

There's also another growth factor at work: Never saying "no" to work. And that requires having the right people and equipment in place, Bartels points out.



Adam Bartels, left, and Nate Burkleo bring hoses to a septic tank for a pumpout.

A little snow doesn't stop technician Burkleo from digging out an access point for a pumpout.



"I hate saying no to jobs," he says. "So we need the manpower, the trucks and the technology and equipment to get jobs done. This mentality comes from Russ and I being in the construction field for so long. You realize pretty quick that if you meet customers' needs that first time, they're going to become repeat customers."

"So if someone calls at 5 p.m. and needs an emergency septic tank pumping, you've got to have a guy and a truck ready to go at all times."

A BRIGHT FUTURE

Looking ahead, Bartels envisions continued growth. "Russ and I will continue to grow with the community," he says. "If there are more opportunities for growth, we'll jump at them, including more acquisitions."

But Bartels doesn't envision further diversification, noting that he and Hood would rather provide consistently good service in the three fields the company currently serves than breaking into unfamiliar markets.

In retrospect, he says buying Sweet Pea was a great decision. "It has provided a sound living for me and my family and our employees," he says. "Once you get past the poop part, it's really a great job. You're not stuck in an office all day and you get a great sense of accomplishment every day." **P**

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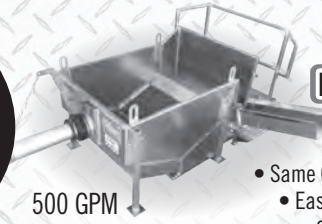
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Kostya Kimlat
Contributor

Kostya Kimlat is a keynote speaker and corporate magician who fooled Penn & Teller on their hit TV show, Fool Us. To learn more, visit www.thebusinessmagician.com.

4 Tricks to Make Customer Service Magic Happen

Train your crews to think like a magician and amaze and satisfy your septic service customers every time

By Kostya Kimlat

A sale, like a great magic trick, occurs inside the customer’s mind. And it is there where it is replayed, remembered and continually redefined. Because magicians are masters of perception, they understand how to get into the heads of their prospects better than anyone else. That’s why the principles of magic can be so helpful in a small-business environment, even for your septic service company.

The following four tools and techniques are used in magic to create the perception of magical experiences. We’ll call each of them the proverbial “ace up the sleeve.” They’re not just a part of a winning hand. When executed together, they are a part of a winning strategy of customer service. Here they are:

Assumptions

People are constantly making assumptions. Magicians use the assumptions that the human brain naturally makes “against” an audience. Assumptions are the reason why it’s so fun for magicians to fool other magicians. That’s because a prepared magician will know what methods his magician friend knows and use those very assumptions to pull off his trick in a way his friend won’t expect, leaving him dumbfounded.

Assumptions impact every interpersonal interaction and can be helpful or hurtful. First, consider what assumptions you are making about your customers. Are you assuming they like you, your brand or your product? Or are you assuming they’re skeptical of you?

Second, think about what assumptions they are making of your pumping company. People perceive what they expect, so before you can deliver great septic service, you need to get into the mind of your customer and understand what they’re assuming is going to happen when they interact with you.

Perception is a two-way street: people see you and you see them. It is therefore imperative to first become aware of the assumptions that you make about others. Then it’s equally as important to consider how others see you. This will help you have an influence over the impact of perception on your relationships.

➤ What can you say during an initial phone call or in an email to raise the confidence that you will solve the customer’s problem — whether that is a trouble-free pumping experience or effectively taking care of an emergency backup?

Acknowledgment

A human interaction can only be successful if the customer’s assumptions are acknowledged. For example, the sophisticated magician who encounters a spectator oozing with negative assumptions about magic must first acknowledge those assumptions in order to move forward.

“You look skeptical,” the magician might say. “How about I show you the fastest trick I do, and if you enjoy it, I can come back later and show you more?”

Acknowledgment communicates authenticity. For businesses and brands, it can be the saving mea culpa that redeems a company from a mistake. For individuals, it is a way of clearing the air before being able to move forward in a relationship.

What are the assumptions — true or false — your prospective customers most frequently make about you or your business? Is it that they have low expectations for portable sanitation, or that pumping contractors are unprofessional or won’t clean up the site after a service? What can you say or do to acknowledge each of those assumptions, in order to proceed with the relationship?

Anticipation

Once you've identified your customer's assumptions and then acknowledged them, you're ready to build anticipation.

Studies have shown that your mind is in a constant state of anticipation, making predictions about the future, and then rewarding or punishing you for being right or wrong. This is what makes magic so much fun to watch — your brain is constantly making predictions about how a trick might end. And when your brain guesses correctly, it's rewarded handsomely.

There are many ways a magician might increase your anticipation levels. Sometimes, he'll tell you exactly how the trick will end ("all of the cards will disappear in 3 ... 2 ... 1 ..."). Sometimes, he might even create anticipation through tension, by feigning an error ("I swear this worked earlier ...") before successfully completing an effect to the delight of the audience.

Master magicians know how to raise the level of anticipation — and ultimately the astonishment that is about to come. Creating anticipation is an ultimate tool of perception, a masterful tactic that can create intrigue and heightened emotions, leading to a better payoff in the end.

Like a magician, you can raise anticipation in a sales interaction by painting a picture of how the customer's future might look. What can you say during an initial phone call or in an email to raise the confidence that you will solve the customer's problem — whether that is a trouble-free pumping experience or effectively taking care of an emergency backup?

Astonishment

Have you ever been amazed by a magician? Have you seen or experienced something that made you take pause? Your eyes widened, your pupils dilated, your mouth got dry. For a brief moment you couldn't explain what just happened. This positive and pleasantly surprising moment has an eerie way of zapping your brain like nothing else does. Magicians refer to this as the moment of astonishment.

Excellent customer service comes down to how well you're able to astonish your customer. Sure, your customers might have assumptions that you may have acknowledged, and you might even deliver on what she anticipated would happen. But unless you go an extra step, providing something she previously thought unlikely or impossible, she will not walk away feeling astonished.

Astonishment taps into your customer's emotional brain, and it's in the emotional brain that brand loyalty becomes rooted and repeat business generated. Astonishment is what leads to five-star Yelp reviews and unsolicited Facebook posts singing your praises. Just like an astonished audience member might excitedly request that a magician "do that again," your customers will want to use your septic service again and share your contact with friends.

So how can you add moments of astonishment to your interactions? How can you take things a step beyond meeting their expectations and deliver something they wouldn't have imagined possible?

WIN THE GAME

A competent magician will understand the assumptions his audience is making about him. A good magician will acknowledge them. A great magician will build so much anticipation that the audience creates an expectation for the successful conclusion of a trick. But an excellent magician will not just bring a trick to its successful conclusion. He will go an extra step, not only delivering on the promise, but exceeding it and surprising the audience.

Teach these tactics to your employees, and they'll be masters at delivering magical customer service. **P**

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Peter Bellotti
Contributor

Peter Bellotti specializes in business administration, big data and cloud software implementation as sales manager at workforce management software company Mitrefinch USA. Learn more at www.mitrefinch.com.

6 Tips Help You Get Back to the Financial Management Basics

This advice may seem elementary at first, but small wastewater companies can always benefit from a review of foundational business principles

By Peter Bellotti

Many small- and medium-sized business owners face a simple dilemma on a daily basis. They are really good at producing and selling whatever it is their business sells, but they don't have the knowledge to be good money managers.

Unlike larger corporations, these smaller businesses often face the challenge of money management on their own, or at least without the help of a huge team of financial professionals. As a result, money management can be pushed to the side as an ancillary thing instead of a focal point of the business.

No matter what their financial background, all business owners know there's more to running a successful business than just creating and selling. To stay in business, you must be able to collect payments to create cash flow and manage all your accounts in the proper fashion.

Money management is simply the processes you follow to handle business finances. This includes setting goals, tracking your expenses and income, and budgeting. A good money management plan will help you make sure your business will churn out a profit, and also avoid time periods of negative cash flow.

Certain aspects of money management will also keep your business on sound financial ground, paying all your bills on time and well prepared for expected months of lower income, such as seasonal downturns.

Let's take a look at some best practices for money management and six tips to help you on your way:

1. Create a budget

Step one to any money management plan is creating a budget. On this budget should be a list of all your expected income and all your expected profit. A business budget should be projected out as best as possible for an entire calendar year, and then broken down by quarter, month and even week. Plug essential services into the budget, as well as a forecast of your anticipated income.

Creating a budget will allow you to see times of the year when you might have extra money on hand to invest in new equipment, for example, or periods when money might be tight and purchasing might not be a good idea. Having a budget for the entire year will also allow you to make larger adjustments to your operations if need be so you avoid financial pitfalls.

2. Know when bills are due

After creating a budget, it's time to know when all your bills are due. Create a chart, spreadsheet or any other form of tracking to know the due dates and amounts of all your recurring expenses. This could include business loans, credit cards and charges for services such as internet and phone. It's important to pay bills on time to avoid late charges, extra fees and potentially even having essential services shut off.

➤ Certain aspects of money management will ... keep your business on sound financial ground, paying all your bills on time and well prepared for expected months of lower income, such as seasonal downturns.

3. Keep an eye on spending

It's easy to swipe a credit card or pull from a line of credit when you need to make a purchase to support your business. And while this isn't necessarily a bad thing, it's easy to get overwhelmed and break your budget if you're not tracking all spending.

Every time you incur an expense, record it as a new line item. Even if the purchase is for \$10, it's still important that you get into the habit of tracking it. By staying on top of all expenses, you'll have a better grasp on your business finances and avoid overspending.

4. Manage and track employee costs

Employees represent one of your biggest expenses. It's important to keep the cost of your workforce as low as you can — without sacrificing quality, of course. In addition, it's essential to have a good handle on all of your labor costs. The best way to do this is through a time and

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5. Stay on top of receivables

Landing a new customer is great, but if you don't collect the money associated with the job, was it even worth it? While the volume of work can be a good indicator of how well your company is doing, you only reach a profit if you actually collect on the invoice you mailed or left behind with the customer.

That's why it's so essential to track and stay on top of your accounts receivable. You should aim to keep the number of days you collect money from your customers as close to when you issued the invoice as possible.

There are plenty of accounts receivable tracking tools available. No matter how you decide to track it, though, you should ensure that none of your customers fall too behind on their accounts, and you should vigilantly pursue the money you're owed.

6. Have extra cash on hand

No doubt there are periods when your business isn't performing as well as it did at another point in the year. There are also times when you'll fall short on the anticipated workload and collection expectations. When this happens, you might find yourself in a little bit of a pickle if you haven't planned properly.

It's good to have a reserve of cash on hand to use when the money isn't flowing in as quickly as you need it to. Think of this as your rainy day fund. This extra cash reserve can help cover payroll and other expenses if you're behind on collections, or cover the cost of an emergency expense, such as broken equipment in need of repair or replacement. You should always plan for the unexpected and be able to weather the storm. **P**

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Missouri Court Determines Pumpers Must Charge Sales Tax on Portable Restroom Rentals

By David Steinkraus

A portable restroom operator lost his tax case before the Missouri state Supreme Court and now faces thousands of dollars in penalties. Charlie Gott, who owns Gott's to Go in Springfield, was accused by the state of not paying sales tax on rentals of his 240 portable units. Under state law, money paid to rent personal property is subject to sales tax, but money paid for a service is not, reported the *Missouri Independent*.

The question the court decided was whether Gott was renting property (the portable units) or charging for a service. Although Gott charges for servicing units, that occurs only at long events, Jason Lewis, an assistant deputy attorney general, wrote in a brief to the court. Everything Gott does occurs because a customer rented a portable unit, he wrote.

The court agreed. "Without providing the portable toilets to its customers," wrote Chief Justice George Draper, "Gott's has no service to provide."

The state had demanded \$56,905 from Gott for unpaid sales tax, plus \$201 in unpaid use taxes for out-of-state rentals, for 2014 through 2016. The court's ruling did not address Gott's final cost, but he would also be subject to interest and penalties on the unpaid taxes. He told the newspaper he has also not been charging sales tax since 2016.

Arkansas

Hot Springs is revising its septage disposal fee, but it will also phase in the changes.

Prior to the city's action, septage haulers were charged \$20 per load to discharge into the city's wastewater treatment plant. A letter from Monty Ledbetter, the city's utilities director, said this amounted to a charge of 1 cent per gallon. From January 2019 to August 2020, the fee generated \$35,240. That was not enough to cover the operation and maintenance cost of providing the service, Ledbetter wrote.

He proposed a fee of 5 cents per gallon. For that same period of time, the city would have collected \$173,824. But because the city has no way to meter the volume of septage discharged, the fee will be applied to the total volume of the truck discharging.

The city's board of directors agreed to the fee, but decided it will be phased in over two years. That decision followed a request from Darius

Melton, who sits on the board of the Arkansas Onsite Wastewater Association.

"I didn't know any of this was going on," Melton told the board, according to *The Sentinel-Record*. "A 5 cent-a-gallon increase at this time, in my opinion, is a little strong." Melton also said the city's method of charging by total volume would result in a particularly large increase in cost for customers because haulers must pay for a full load even if a truck isn't full.

The fee will be 3 cents per gallon this year and increase to 5 cents in 2022. The ordinance changing the fee also allows the city to charge an annual permit fee of \$75 for each truck discharging, and city officials said each truck would be inspected before a permit is issued.

Washington

Citizen opposition sank a proposal to dissolve the joint Tacoma-Pierce County Health Department in the state of Washington and create a county health department in its place. Republican members of the county council said the joint city-county department was overseen by a board that did not fairly represent county interests, news reports said.

But the *Tacoma News Tribune* raised another point: The health department is responsible for issuing onsite wastewater system permits necessary for development, and the Republican chairman of the county council told the newspaper that "streamlining" the development process played a large role in his support of the change. Another member of the council, a commercial subcontractor, also mentioned the health department's permit role in a Twitter post but did not respond to the newspaper's request for comment.

Citizens took a dim view of the idea. Dozens gathered outside the City-County Building in Tacoma near the end of 2020 to protest the proposed dissolution of the department. They objected to making a major change in the midst of the coronavirus pandemic. During a council meeting, when the ordinance dissolving the department was considered, public comments consumed about four hours, and the majority of citizens commenting opposed the change.

In the end, the ordinance failed on a 3-3 tie vote when the council member who sponsored the ordinance joined two Democratic members in voting against it. (One member of the council excused herself from the meeting.)

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Florida

Miami-Dade County Mayor Daniella Levine Cava told county commissioners late last year that converting all county septic tanks to municipal sewer service will cost more than \$4 billion. The cost estimate is part of her action plan to address water pollution in Biscayne Bay, which is formed between Miami on the mainland and the barrier island holding Miami Beach.

There are about 120,000 septic tanks in the county, Cava's plan says, and the cost to use municipal sewer instead of onsite technology is estimated to cost each homeowner between \$7,500 and \$40,000. Cava wants financing help for homeowners, and recommended prioritizing the most vulnerable onsite systems such as those most likely to fail or those in flood-prone areas.

New York

Nassau County Executive Laura Curran announced an onsite system replacement program for residences and small businesses. The program will provide money to replace a conventional or failing septic system with an advanced treatment unit to remove nitrogen. Grants would pay for 50% of the replacement cost, up to a maximum of \$10,000.

Tens of thousands of buildings in the county are served by cesspools. The county is on Long Island and next to New York City. To the east is Suffolk County where hundreds of thousands of homes and businesses are served by cesspools, and where the county and local governments have spent several years creating programs to use advanced treatment technologies in order to reduce nearshore water pollution.

In Suffolk County, grant amounts have increased for replacement of onsite wastewater systems. Homeowners were eligible for up to \$20,000, but a state-required engineering review could cost between \$2,000 and \$5,000.

So the county added \$5,000 to grants to cover those engineering costs, County Legislator Rob Calarco told *The Long Island Advance*.

Suffolk County occupies the eastern end of Long Island and includes the wealthy Hamptons communities. It also has hundreds of thousands of cesspools and has spent several years creating programs to replace them with nitrogen-removing advanced treatment units. Beginning in July, all new construction in the county will require such technologies.

Also in New York, a group of public and elected officials, environmental organizations and citizens is calling on Gov. Andrew Cuomo to implement an inspection and maintenance program for onsite systems near the shores of lakes. The group was created by the Assembly Point Water Quality Coalition following an algae bloom in Lake George last fall, reported the *Post-Star* of Glens Falls, New York.

"Because there are eight towns and one village within three counties in the Lake George watershed, it is critical that a septic inspection program be implemented lakewide by the state of New York," says a letter from the group to Cuomo. "A proactive approach would be cost-effective in comparison to the economic expense of reversing a polluted Lake George."

News reports said cyanobacteria appeared on the surface of the lake and spread through several bays on its south end. The lake is part of the tourism-heavy Adirondack Park region and is known for its water clarity. There are also about 6,000 onsite systems in the lake watershed.

A study by the nonprofit FUND for Lake George looked at a sample of about 400 septic systems within 500 feet of the shore or within 100 feet of tributaries to the lake. One-third of those systems had been installed within the previous 25 years. Another third was at or beyond the 30- to 40-year life expectancy for a system. The age of the remaining third was unknown. **P**



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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.

You Open the Tank and There's No Sludge or Scum. What's Next?

With no settling or floating solids present, it's time to put on your detective hat, evaluate the reasons and take action

By Jim Anderson, Ph.D.

Recently a reader commented he was seeing numerous septic tanks lacking distinct layers of sludge and floating scum. The time frame coincided with more people staying at home because of the COVID-19 pandemic.

Septic tanks operate to provide anaerobic (without oxygen) treatment of the wastewater from the house. When baffles are operating as they should, the tank slows down effluent movement and does a really good job of separating out the larger solids (settling to the bottom forming sludge) and oils, grease and soap forming the floating scum. Slowing the flow and allowing time for solids to settle is why it is important to have a properly sized tank for the expected flows.

Anaerobic bacteria slowly break down the organic matter in the tank. This is an inefficient process, so while it somewhat removes larger solids and reduces organic loading, it does not remove nutrients or pathogens. Since organic matter is not totally broken down in the tank, it is expected that solids accumulate over time and need to be removed on a regular basis. This is also the reason additional pretreatment devices (media filters, aerobic treatment units) are needed to serve flows from restaurants and other establishments that generate a high-strength wastewater.

Where I live, a septic tank under continuous use needs to be (cleaned) pumped every 24 to 36 months. If use is periodic — lakeshore homes and cottages — with low additions of organic materials, the frequency of maintenance is reduced. The tank should be pumped when the scum and sludge make up 25% of the operating depth of the tank.

Here is an example where the operating depth of the tank is 60 inches (from bottom of the outlet to the bottom of the tank). If the combined depth of scum and sludge is 15 inches or more, the tank should be pumped. As a side note, this is also a good time to check (inspect) to see that the baffles and tank are in sound operating condition and fix potential problems before they become bigger concerns.

YOU'RE THE DETECTIVE

A septic tank holds a wealth of information about the operation and performance of the onsite system. It can tell a lot about use habits within the house and be an indicator of problems downstream. This is why during servicing or inspection of the tank, it is important to open the manhole or remove part of the lid to be able to view the tank and its contents.

➤ A septic tank holds a wealth of information about the operation and performance of the onsite system. It can tell a lot about use habits within the house and be an indicator of problems downstream.

Follow these steps to evaluate septic tank performance:

- Determine the tank operating depth. As indicated above, operating depth is the depth from the invert of the outlet to the bottom of the tank. If the water level is above the invert, there is some type of backup in the system. This could be a plugged outlet (effluent screen) or a backup in the entire system.
- The tank should develop three separate layers — a scum layer on top, clear water in the middle and a sludge layer in the bottom. If the three layers are not present, the system is not operating like it should. Often it is because there is some type of upset to the biology of the tank; there is turbulence in the tank or baffles are missing.
- Upsets to the biology are usually the result of introduction of some type of bacteria-killing chemical. It could be certain medications if someone is undergoing some type of chemotherapy, or high blood pressure medications used to thin blood. In addition, overuse of anti-bacterial soaps and cleaners could affect bacteria in the tank. Only the homeowner can confirm whether one of these is happening in the house.
- Turbulence in the tank or lack of settling time caused by increased flows is another possible reason for a lack of these three distinct layers. In my system, I have a pump in the basement walkout area for the laundry and downstairs full bath. It pumps up to the septic tank from the basement.



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• Look for changes in usage if the tank doesn't show the three layers. If the tank is exceeding expected flows, check with the homeowner for possible reasons. Kids may be moving back from college. A resident may have lost a job and is home 24/7. These changes may be compounded in homes with water softeners or other treatment devices where increased flows result in increased use of the devices.

• If there does not appear to be an in-house reason for increased flows, water treatment devices should be inspected to see they are operating more than they should and delivering water to the system even when there is not increased use. It could be due to stuck valves or defective timers. The area around the tank and the tank itself should be inspected to see if extra water is being added due to runoff, higher water table than normal, or that a septic tank is no longer watertight.

TAKE ACTION

Over the long-term, a tank exhibiting no distinct layers may require changes in the treatment system including replacing the septic tank with one of larger capacity or one that is more watertight. Or depending on the size and location of the drainfield, additions to the soil treatment area may be required. Based on the description from the reader and the fact is happening in multiple tanks in his area, he should look at increased flows and lack of septic tank capacity as contributing factors. **P**

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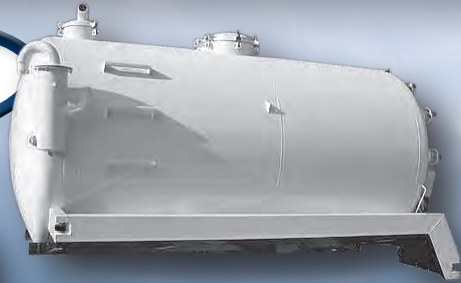
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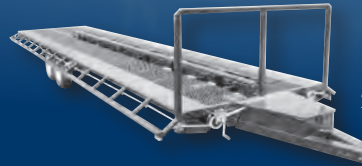
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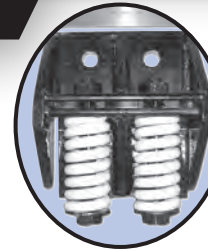
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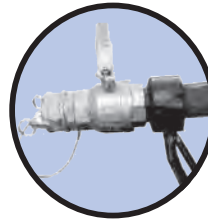
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Selling Service, Not Price Will Keep Your Company in the Black

Mississippi's Chris Hodge cautions pumpers and installers to value their time and hard work when confronted with a bargain-happy customer



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 Mississippi Pumpers Association and Alabama Onsite Wastewater Association.



Chris Hodge with a 2015 Ford F-250 sales truck

Name and title or job description: Chris Hodge, sales manager, certified septic installer and pumper

Business name & location: B Clean, Laurel, Mississippi

Services we offer: Our septic work includes pumping tanks and cleaning lines for homeowners and municipal customers, and pumping grease traps. We also rent portable restrooms and roll-off containers. We have a plumbing division.

We do hydroexcavation, pressure washing, and municipal sewer line cleaning and inspection. And we do a lot of drainline cleaning for poultry processing plants (because chicken fat coats the inside of drainlines).

Age: 52

Years in the industry: The company was started in 2000, and I've been here since April 1, 2008.

Association involvement: We've been involved in the Mississippi Pumpers Association and the Alabama Onsite Wastewater Association. We're only about 40 miles from the Alabama border and to provide portable restrooms in Alabama, you have to be licensed and a member of the association.

Benefits of belonging to the association: These associations provide lobbying efforts with legislators and keep members informed of changes and new trends in the industry.

Biggest issue facing your association right now: In Alabama, one of our biggest concerns is unnecessary legislation. For example, they're requiring more on-the-job training for someone trying to get their license. So, you have to work for somebody for so long and then you get your license, which means you pretty well have to be deceptive when you're working for them as to why you're working for them. I don't think it was thought through very well.

Our crew includes: We have about 100 employees, of which about 25 work in the septic, portable restroom and plumbing area.

Typical day on the job: I'm mainly talking to customers helping identify their problem and putting together the best possible solution at the least cost. Someone might call in thinking their tank needs pumping because the commode won't flush, but I'll talk to them and find out if that's really the problem. So, I do a lot of troubleshooting prior to sending a crew out and maybe even doing a site visit myself.

The job I'll never forget: Sometimes we have to rent a vacuum truck from someone if we need more than we have. One time when I returned one to the place I had rented it from, I opened up the back of the tank and out came a load of you-know-what into their parking lot. The crew was supposed to have cleaned the tank and emptied it out. I cleaned it up — all by myself.

My favorite piece of equipment: We're known in our area for our ability to identify problems with our camera systems, both residential and commercial. Our sewer camera from IBAK does a really good job. Most of the time we use it for municipal work but occasionally we will have to run it for an individual. That's our main system and then we have smaller RIDGID SeeSnake cameras.

Most challenging site I've worked on: We pumped a septic tank that was full of paper towels. Paper towels set up like concrete. We had to break it up, chop it up with an axe and shovel. I had to call in a Vactor 2100 with a hydroexcavation pump on it to get it cut up. One thing I told people on social media during the COVID crisis, when it was hard to get toilet paper, is do not flush paper towels. But we did see quite a bit of that.

Oops, I wish I could take this one back: One of my guys was pumping a grease trap at a high-end white-tablecloth restaurant just before lunch time and accidentally dumped a load of grease in the parking lot. He used the Vactor 2100 to add water on it and had to wash it all down and vacuum it up real quick before the restaurant started serving lunch.



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18 Spd Manual, 435,582 Miles,
Wittig RF200 Pump, 4700 Gal. Alum Tank,
Full Lockers, Tandem-Axle



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



'12 Kenworth T800
Cummins ISX, 450 HP,
13 Spd Manual, Spring Susp.,
244,652 Miles, 4200 Gal. Tank,
Fruitland Pump, Full Lockers



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



'15 Int'l 4300
Cummins ISB, Spring Susp., 6 Spd Auto,
189,555 Miles, 2500 Gal. Steel Tank.
NVE 607 Air Cooled Pump



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



'13 Peterbilt 367
Cummins ISX, 450 HP, Air Ride Susp.,
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The craziest question I've been asked by a customer: One of the goofiest questions I get, when I tell people I have to dig their yard up, is, "Why can't you just go through the clean-out?" — which, of course, is only four inches. It's one of the biggest misconceptions about pumping septic tanks. People don't realize you actually have to dig the dirt off the top of the tank and then pump it.

If I could change one industry regulation, it would be: I would move to having recertification be every five years instead of every year. It's aggravating and the equipment and regulations don't change that fast.

Best piece of small business advice I've heard: Never drop your prices — stick to them. I learned that at a seminar. We sell a service, not a cheap price. It's all about selling a service, providing a good product, and your price is what your price is.

If I wasn't working in the wastewater industry, I would: I have a Bachelor of Science degree in poultry science so I'd probably be working solely in the chicken business. I currently have a chicken farm with a capacity of 88,000. I started in that industry when I was 16 years old.

Crystal ball time – This is my outlook for the wastewater industry: We had a lot of change in Mississippi about 10 years ago, so we've come a long way, but since then it's been just steady, business as usual. I don't see a lot of change going forward any time soon here. We change really slowly. Our State Board of Human Health has been largely defunded so any change would have to be driven by federal regulations. But hopefully in the future this will be a full professional business with people who have knowledge about what they're doing. **P**

- Compiled by Betty Dageforde



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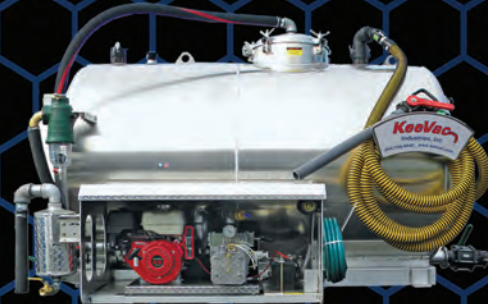
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See ad, page 52

Trailer Series	Restroom Trailers	ADA, Commercial, Construction, Events, Luxury, Shower, Decon, Laundry
Shell Construction	Steel/Aluminum	Aluminum and aluminum composite
Weight (lbs)	Varies	3,500 - 21,000
Lengths	8' - 32'	8' - 52'
Fixtures	Varies	Delta Commercial, Toto, Kohler, Dometic, Thetford
Waste Tank Sizes (gal)	Varies	250 - 2,500
Fresh Tank Sizes (gal)	Varies	80, 115, 200, 300, 600
Additional Standard Features	Heavy-duty undercoated steel frame, torsion axles, integral trailer skirting, fastenerless exterior, seamless aluminum roof, ducted A/C with heat strip, metered faucets, roll out or fold out step assemblies (varies to size), LED lighting and China foot-flush stools	Custom-crafted designs, eight standard interior color options, 10 exterior color options, standard high-efficiency A/C, Amish-crafted wood cabinets and luxury trim, one-piece seamless roof, extra-wide aluminum commercial-entry doors, easy-to-use step assemblies with dual handrails, LED lighting.
Frame Construction	Steel	12-inch I-beam with 8-inch tube tongue
Deck Construction	Steel	3/4-inch tongue and groove decking with lifetime warranty
Floor Joist Specs	Steel 16-inch OC	2-inch steel tube 16-inch OC
Interior Trim	Varies	PVC, aluminum, and Amish-crafted wood
Flooring	Varies	One-piece commercial vinyl, luxury plank, Rhino Liner
Warranty	3 Years	5-year structural / 2-year comprehensive / component manufacturer
Options	Heat and winter packages, hands-free faucets, AM/FM MP3 stereo and hydraulic levelers	Custom designs and builds, full range of ADA-compliant models, heat, arctic weather, fresh water, generators, lithium-ion batteries, solar panels, awnings

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See ad, page 31

Trailer Series	Portable Restroom, ADA and Shower Trailers	Handicap Accessible (All Configurations), Restroom, Shower, Locker, Decontamination, Emergency and Custom Units	Restroom Trailers, ADA, Hand-Wash Trailers
Shell Construction	Aluminum and composite walls with seamless gel-coat exterior with water shed roof design, color white	.04 thickness aluminum exterior, one-piece aluminum roof with edge overlap	Aluminum over steel with composite interior
Weight (lbs)	Varies	2,800 - 15,000	Option dependent
Lengths	10' - 42'	8' - 53' (semi-trailer)	8' - 16'
Fixtures	Delta faucets, Chicago domestic and Moen available	Moen lavatory and shower fixtures - custom upgrades available	Institutional grade faucets, Thetford toilets
Waste Tank Sizes (gal)	100 - 1,300	300+ tanks are configured to trailer size, patented one-piece, roto-mold, S.P., polyethylene waste tanks	200 - 1,000
Fresh Tank Sizes (gal)	200 - 400	105 - 400	75 - 500
Additional Standard Features	One-piece pitched roof, fold in or pull out steps, LED lights, exterior lights, spare tire, aluminum wheels, hitch, master key, four stabilizing jacks, waste tank, paper towel and soap dispensers, air conditioning, stereo (luxury models only)	A/C with heat strip, heavy-duty aluminum steps, exterior grab handle, all-steel construction, heavy-duty framed doors, poly insulation, scissor jack levelers, battery-powered trailer runaway protection, LED trailer lighting, chip-resistant undercoating and more	Ultra-low floor height, LED lights throughout, metered faucets, battery power, stabilizing jacks, heavy-duty 5-foot tongue
Frame Construction	Steel I-beam	Custom-engineered structural steel	Steel
Deck Construction	Non-wood floor decking	3/4-inch marine-grade plywood with waterproof vapor barrier, available fiberglass subfloor	Composite
Floor Joist Specs	Steel tube	Steel tube - 16-inch OC	16-inch OC
Interior Trim	Aluminum angle trim in Commercial and wood trim in Luxury series	White trim standard, aluminum and other options available	Aluminum, PVC, ABS
Flooring	Commercial grade linoleum or TPO	Custom vinyl flooring, commercial nonslip rubber flooring	Rubber coin, designer vinyl woodgrain or tile
Warranty	3-year bumper to bumper, 24/7 tech support	5 years on frame, 3 years on everything else	3 years
Options	Remote tank monitoring, GPS tracking, winterization packages, waterless urinals, solar power, interior color upgrades, step lights, stereo for commercial models, upgrades on sinks, cabinets and toilets available and more	We specialize in custom-built trailers and offer unlimited flexibility, call us to discuss your specific needs	Air conditioning, interior heat, tank heaters, stereo with Bluetooth, aluminum wheels, solar package, dispensers

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See ad, page 47

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See ad, page 45

Trailer Series	Restroom, Shower, ADA, Command Center, Bunkhouse, Disaster Relief	Restroom Trailers, Shower Trailers, Handicap-Accessible Restroom Trailers	Explorer Contractor II
Shell Construction	Aluminum tubes and fiberglass gel-coat	Composite (gel-coated fiberglass)	Heavy-duty steel shell, formed with a continuous-welded leakproof construction
Weight (lbs)	850 - 14,000	3,000 - 21,000	4,800
Lengths	4' - 40'	8' - 43'	13'
Fixtures	Low flow, high efficiency	Delta metered faucets, Dometic low-flow toilets, waterless urinals	Polished stainless steel countertops and sinks with self-closing faucets, water-saving flush toilets and urinals
Waste Tank Sizes (gal)	60 - 1,400	250 - 1,300	240 US all-steel holding tank, hot-dipped galvanized after welding, 2-inch vent stack, 3-inch drain
Fresh Tank Sizes (gal)	40 - 400	105 - 600	200 US supply tank, high-density polyethylene
Additional Standard Features	Patented cartridge safety steps, direct charge battery, sidewinder jacks, A/C with heat strip, no-wood Forever Floor	Seamless gel-coated fiberglass interior, exterior, roof and sub floor, polypropylene waste tank, A/C units with heat strip, steel freshwater tank surround, waste tank with built-in spray bar, large mechanical room, LED lighting inside and out, metered faucets	Negative-pressure ventilation system incorporating a 300 cfm blower and ducted room headers, fully insulated floor and walls, complete heating and optional A/C system, front utility room for electrical panel, water heater, water pump and supplies storage
Frame Construction	Structural	12-inch steel I-beam	All-steel 10-inch frame with removable tongue
Deck Construction	Forever Floor	Composite	
Floor Joist Specs	16-inch OC	16-inch OC	All-steel channels
Interior Trim	Anodized aluminum and PVC	Varies by model	Complete white-fiberglass-reinforced plastic anti-graffiti interior wall and ceiling surface
Flooring	H/D seamless	One-piece vinyl	Full-length aluminum safety walk floor
Warranty	2 years	3 years	Full manufacturer warranty
Options	Various	Winter and winter-plus packages, three-season package, hot water, mobile monitoring system	Many floorplans available

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See ad, page 58



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See ad, page 77



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See ad, page 41

Trailer Series	1- to 6-Unit VIP, 1- to 3-Unit Prestige and Diplomat, 2- to 4-Unit Majestic	Restroom and Shower Trailers	Portable Restroom and Shower Trailers
Shell Construction	High-density, 1/2-inch polyethylene plastic Majestic - high-grade smooth fiberglass	Aluminum tube with insulation, fiberglass interior and exterior on a composite backer	Aluminum and composite walls with seamless gel-coat exterior with water shed roof design, color white
Weight (lbs)	1,400 - 7,000	Varies	Varies
Lengths	11' - 24'	12' - 32'	10' - 29'
Fixtures	Chicago auto-off faucets, Dometic porcelain toilet with Teflon seal	Metered faucets, molded sinks, wall to wall solid surface tops, water-saving toilets and urinals, options available	Delta faucets, Theffford toilets
Waste Tank Sizes (gal)	VIP and Prestige 65, Diplomat 90, Majestic Shared Tanks - Dual 150/Quad 300	400 - 1,100 higher strength, high-density polyethylene with bottom sump	200 - 1,150 1/2-inch polypropylene tank with bottom dump
Fresh Tank Sizes (gal)	VIP and Prestige 40, Diplomat 55, Majestic Shared Tanks - Dual 90/Quad 180	Varies with options available	100 - 300
Additional Standard Features	Solar-powered, self-contained, with no required electrical or water connections, flushing toilet/Teflon seal, sink, trash and mirror, 125 to 580 average uses, LED int./ext. lighting with power roof vent standard	A/C with heat strip, one-piece fiberglass/composite roof, large commercial entry doors with heavy-duty closers, our "Fast, Simple, Safe" step, porch and railing setup, LED lighting, front scissor and rear side-winder jacks, fresh water	Dometic air conditioner, sidewinder jacks, LED exterior DOT lights, LED porch lights
Frame Construction	Steel	E-coated steel with 20k adjustable coupler and 7k tongue jack	Structural steel I-beam
Deck Construction	Steel, aluminum diamond plate	Stabledeck	Non-wood seamless composite decking
Floor Joist Specs	Steel	E-coated steel tube	16-inch OC
Interior Trim	Polyethylene/proprietary extruded aluminum, Majestic - high-grade smooth fiberglass, brushed aluminum ceilings	Water- and mold-resistant PVC	Standard sizes 10-foot and larger are offered in our Spa Series, Commercial Series and Millennium, our SELFIE Line is offered in white and gray
Flooring	Weatherproof gray carpeting, Majestic - planked linoleum composite, Pelham Maple	Transit grade options	Steel and composite floor structure with seamless subfloor
Warranty	1-year	Varies based on item, 3-year craftsmanship	3-year limited product warranty
Options	A/C (requires 110V), winterized package, power converter, warm-water hand wash, city water connection and dispensers, custom options are available	Re-keying/key matching, interior upgrades, heat and winter packages, stereos, roof vents, water heater, many other options available	Remote tank monitoring, GPS tracking, back-up camera and auto-leveling jacks



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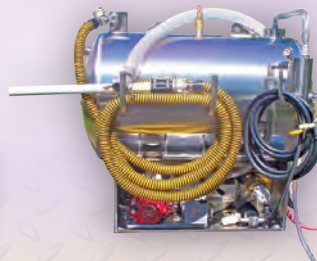
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DECALS/MAGNETS/SIGNAGE



Allied Graphics decals

Decals from **Allied Graphics** are designed to stand up to tough environments. Their adhesive is designed exclusively for the portable restroom industry to stick and stay put on units. The decals use premium, long-life vinyl and ultraviolet inks to hold up and look good for years, according to the maker. The decals can also be applied to sinks and trailers. **763-428-8365; www.allied-graphics.com.**

Roeda decals

Roeda decals include a tough, 4 mL permanent adhesive vinyl and UV fade-resistant inks for many applications such as portable restrooms, restroom trailers, hand sanitizer stands and outdoor sinks. They come in a wide variety of stock UV inks, but can also be printed with any custom Pantone match. Decals can be cut to any size or shape and in any quantity. A UV clearcoat or lamination adds extra protection against the elements. A wide variety of options and adhesives are available. Customers can supply existing logos or have one designed. **800-829-3021; www.roeda.com.**



GRAFFITI REMOVAL

Century Chemical Graffiti Wipes



Graffiti Wipes from **Century Chemical** are designed for fast, easy cleanup of ink from nonporous surfaces. The abrasive, yet nonscratching fabric can be used on a variety of surfaces, including portable restrooms, showers, partitions and hand-wash stations. They are premoistened with an environmentally safe and biodegradable cleaning formula that removes paints (including enamel), ink and permanent marker with a few swipes, according to the maker. Each case contains six canisters, with each canister holding 70 wipes that are 9 1/2 by 12 inches. **800-348-3505; www.centurychemical.com.**

ODOR CONTROL PRODUCTS

Surco Portable Sanitation Products Potty Fresh Summer Plus



Potty Fresh Summer Plus portable restroom deodorant from **Surco Portable Sanitation Products** is designed to replace formaldehyde deodorants used in heat and humidity. It has two biocides, neither of which is formaldehyde, so it is eco-friendly and safe to use. It has a strong fragrance and deep blue nonstaining dye. Metazene neutralizes odor molecules in portable restroom tanks and ambient air. A choice of powerful fragrances freshen the surrounding air, minimizing customer complaints and callbacks. The nonstaining dye hides waste, paper and debris. **800-556-0111; www.surco.com.**

Walex Products Ovation



Ovation air fresheners from **Walex Products** contain odor control technology and freshening capabilities designed to last more than 30 days. The product can be used in portable restrooms, vehicles, homes, storage rooms or anywhere a boost of fragrance is needed. They are lightweight, 3.5 inches in diameter and available in three fragrances and colors: fresh/blue, citrus/orange and lavender/purple. For use, tear open the package, remove the disc and pin it or hang it anywhere. If it's being placed in direct contact with surfaces that can be damaged by this contact, such as finished wood, polished surfaces and certain plastics, packages should be torn open and the disc left in the package and placed near the source of foul odors. **800-338-3155; www.walex.com.**

PORTABLE RESTROOMS

J&J Portable Sanitation Products Echo

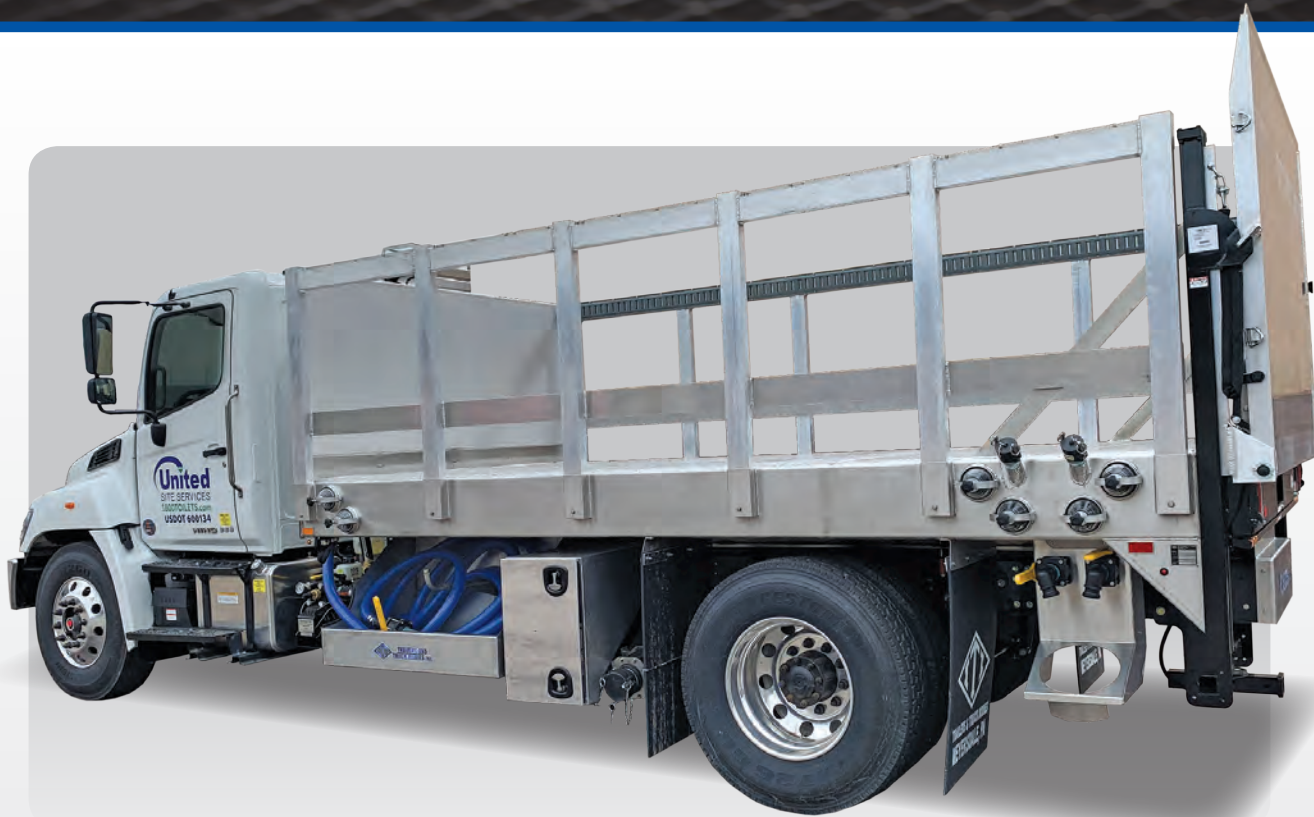
The **Echo** portable restroom from **J&J Portable Sanitation Products** is a durable unit designed to withstand constant use and abuse. It is easy to clean and maintain and includes a domed floor with drains in front of the tank top for easy cleaning and no puddling. It includes an easy-to-clean deep-sump holding tank and a hover handle. The sides and roof have built-in handgrips for easy moving. **800-345-3303; www.jjportable.com.**





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PolyJohn Comfort XLT

The **Comfort XLT** from **PolyJohn** has a large static tank that holds 60 gallons or a flushing tank that holds 45 gallons of waste, making it suitable for private and public events (weddings, concerts, fairs, festivals or parties), whether formal or informal, where guests seek a little more room. Options include a larger tank and hand-wash sink. **800-292-1305; www.polyjohn.com.**

Sansom Industries Zenith

The **Zenith** portable restroom from **Sansom Industries** has an 80-gallon holding tank with deep sump, blow-molded construction, a roomy interior with ample headroom, smooth interior surfaces for easy cleaning, stainless steel fasteners, a three-roll paper holder and attractive aesthetics, according to the manufacturer. Many custom options are available. **844-972-6766; www.sansomindustries.com.**



PORTABLE RESTROOM MOVER



Deal Assoc. Super Mongo Mover

The **Super Mongo Mover** from **Deal Assoc.** is an industrial hand truck designed to move standard and handicapped portable restrooms. It has two axles, which allow it to balance on its own when tipped back. Once tipped back, the restroom can be easily pushed or pulled, and it provides easy access to the roof for cleaning.

It is ergonomically designed so smaller individuals can easily tip back and move restrooms. It has a steel and aluminum frame, and only aluminum touches the body of the restroom to prevent rust-staining the restroom. The unit is available with tires and inner tubes or never-go-flat solid foam tires. It is available with four, six or eight wheels. **866-599-3325; www.dealassoc.com.**

PORTABLE SINKS

Armal Wave Hand Wash

The **Wave Hand Wash** from **Armal** has a slim profile, recessed foot pump and a keyed tamper-proof freshwater cap. The compact unit is easily installed inside portable restrooms and has a 7.5-gallon freshwater capacity. It is available in gray. **866-873-7796; www.armal.biz.**



Manitu Traders multipoint hand-washing station

The multipoint hand-washing station from **Manitu Traders** is constructed using high-density polyethylene. It features two tanks: on top for freshwater and on the bottom for collecting wastewater. The design of the top tank lid allows it to collect and use rainwa-

ter. It offers four different settings, with one to four hand-washing points. It has hands-free operation by gravity force using a mechanical foot pedal. It doesn't require hydraulics or an electrical connection, and the top tank includes a belt to mount soap and paper towel dispensers. The bottom tank includes a belt for transporting. It is available in 875- and 1,300-use sizes. **www.manitu.com.co.**

Satellite Industries Tag 4 hand-wash station

The **Tag 4** hand-wash station from **Satellite Industries** balances the fundamental strengths of the original TagAlong sink with improved design and functionality, according to the maker. It holds multiple sizes of soap and towel dispensers for more flexibility, while still fitting inside most standard-size portable restrooms. A new locking mechanism, easier suction port and freshwater tank access, and larger handgrips add to convenience. A foot pump can be easily accessed and maintained, and a redesigned top flips open to allow better access to the freshwater tank. The Tag 4 comes standard with two towel and soap dispensers, but it can be ordered without either. **800-883-1123; www.satelliteindustries.com.**



T.S.F. Tuff-Jon 90-gallon free-standing sink

The **Tuff-Jon 90-gallon** free-standing sink with trash container from **T.S.F.** provides two wash stations; hands-free, foot-operated pumps; towel dispenser; and 10-cup-capacity soap dispenser. A lifting bracket allows for easy positioning in high-rise applications. The lifting bracket has a 1/4-inch wire cable, weighs 30 pounds and is safety orange. The unit is construct-

ed using easy-to-clean polyethylene, with 45-gallon waste and freshwater capacities, a towel dispenser, trash container, protective skid plate and freshwater drain plug. It weighs 85 pounds. **800-843-9286; www.tuff-jon.com.**

PRESSURE WASHERS AND SPRAYERS

Cam Spray MCB3040

The **MCB3040** skid-mount, hot-water pressure washer from **Cam Spray** is designed to move easily from truck to van to trailer. It offers 4 gpm at 3,000 psi from a Honda GX390 industrial gas engine and triplex plunger pump with ceramic plungers and stainless steel valves. It is equipped with low-pressure chemical injection and is protected by an unloader valve and secondary pressure pop off. The burner system includes a rust-free fuel tank, Schedule 80 coil with stainless steel wrap, is controlled by an adjustable thermostat and temperature limit switch for a maximum temperature of 195 degrees F. The frame is constructed using industrial coated 2-inch tubing and comes equipped with a wand/hose rack. A heavy-duty trigger gun with a dual wand and side handle valve allows for the user to switch from high pressure cleaning to detergent application and is equipped with quick change 0-, 15-, 25- and 40-degree nozzles. **800-648-5011; www.camspray.com.**



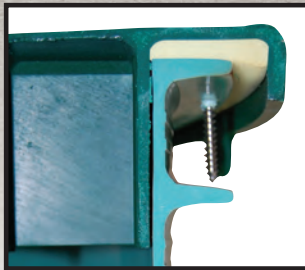
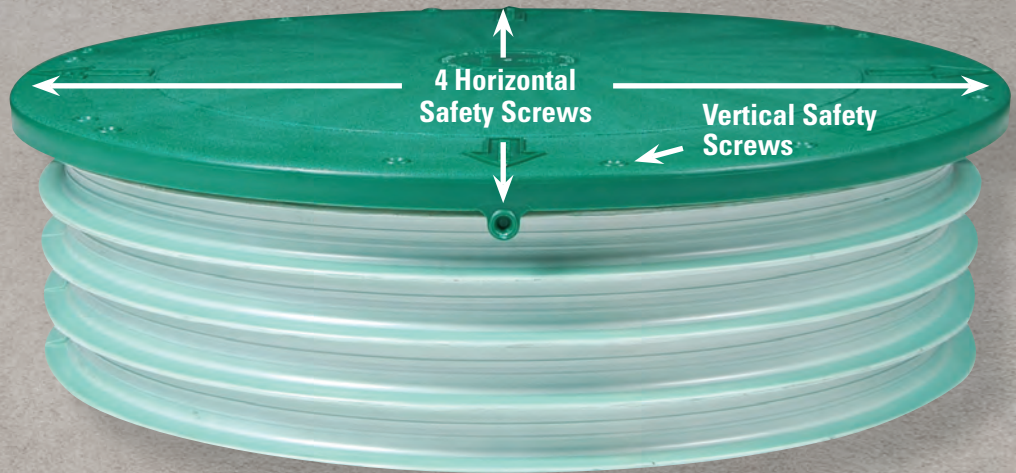
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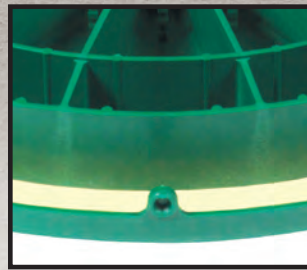
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Injection molded T-Baffle™.

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TB-6 Housing

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6" Effluent Filter EF-6

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

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

6" Sanitary T-Baffle™

Injection molded T-Baffle™.

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



Easy Kleen Pressure Systems Groundhog Jetter

The **Groundhog Jetter** from **Easy Kleen Pressure Systems** is designed to blast through clogged pipes with a 35 hp Vanguard engine providing 12 gpm at 3,500 psi. It is compact and can be transported in a pickup truck or van, with trailer options

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

RESTROOM TRAILERS

A Restroom Trailer Co. (ART Co.) 1404-W

The **1404-W** restroom trailer from **ART Co.** is designed for fast and easy setup with a streamlined appearance. The 14-by-8-foot, four-station unit comes with foldout steps and stabilizer scissor jacks. Units are available in Embassy, Cellar, Estate and Chalet interior finishes and in several exterior color combinations to match existing fleets. Standard features include a 535-gallon waste tank, 200-gallon freshwater tank, heavy-duty steel frame, integral trailer skirting, 2 5/16-inch adjustable trailer hitch, heavy-duty tongue jack, maple cabinetry, Corian countertops, LED lighting, and ducted heat and air conditioning. Options include flip-up steps, AM/FM/MP3 stereo and pipe-mount leveling jacks. **269-435-4278; www.arestroomtrailer.com.**



Comforts of Home Services ADA line

The **ADA-accessible** line of restroom, shower and combination trailers from **Comforts of Home Services** is in full compliance with federal guidelines for the interior of the trailer. Access options include a stand-alone, commercial aluminum ramp system. The trailer is lowered using electric, one-button execution for 20-foot and smaller models. Trailers longer than 20 feet have an ADA lowering module with attached aluminum ramp. The hydraulic lowering system is designed for customers renting the trailer or moving the trailer numerous times at the same venue. It takes less than 15 minutes to lower the ADA module and then lower the aluminum ramp. **630-906-8002; www.cohsi.com.**



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DRE Custom Trailers four-station trailer

DRE Custom Trailers offer a 12-foot, four-station restroom trailer with steel frame construction and a smooth-side aluminum exterior skin. It has

a 7,000-pound suspension and aluminum wheels, with a one-piece fiberglass roof, adjustable-height hitch and a 110/12-volt converter system. Its control panel controls the power unit, radio, lights, water pumps and AC. It is designed for very low floor height, with easy-access one step entry, LED lights throughout, AC and power vents, a backup water pump, and easy access to the mechanical room. It comes with a 275-gallon waste tank and 150-gallon freshwater tank. Options include a cold weather package and interior wall murals. **704-633-6098; www.drecustomtrailers.com.**



NUCONCEPTS Majestic

The **Majestic** restroom trailer from **NUCONCEPTS** is available in two- or four-unit configurations. Common sealed roto-cast holding tanks help make servicing easy. Using high-grade, computer numerical control-cut fiberglass panels and wood-free-floor construction, the luxury restroom trailer is built for ease of maintenance and durability, according to the maker. It is built with arched doorways, curved countertops, flushing porcelain toilets, brushed aluminum ceilings, recessed LED ceiling lighting, beveled glass mirror and plank flooring in each spacious individual and private restroom. The solar-powered, self-contained unit is designed for VIP service. **800-334-1065; www.nuconcepts.com.**



numerical control-cut fiberglass panels and wood-free-floor construction, the luxury restroom trailer is built for ease of maintenance and durability, according to the maker. It is built with arched doorways, curved countertops, flushing porcelain toilets, brushed aluminum ceilings, recessed LED ceiling lighting, beveled glass mirror and plank flooring in each spacious individual and private restroom. The solar-powered, self-contained unit is designed for VIP service. **800-334-1065; www.nuconcepts.com.**

Rich Specialty Trailers virus-killing restroom trailer

A restroom trailer from **Rich Specialty Trailers** has a floor plan designed for increased health and safety. It includes a permanent virus killer on all interior walls, removing the need to reapply the virus killer. Separate male and female restrooms come standard, as well as three hand-wash sinks in the rear of the trailer. This allows the sinks to be used without entering the restrooms. This, along with optional dividers that can be added between sinks, minimize the risk of infection. The virus killer does not weaken after use and reduces virus microbes by 99.99%. This reduces the spread of viruses by contact with the restroom interior and minimizes the risk of infection overall. The sinks use self-closing faucets, which save water, and allow the trailer to maximize usability within a confined space. All materials used in this trailer are water resistant. **260-593-2279; www.richrestrooms.com.**



SERVICE VEHICLES



KeeVac Industries KV999

The **KV999** from **KeeVac Industries** carries a 999-gallon portable restroom vacuum tank for operators who want to stay under the U.S. Department of Transportation tanker endorsement requirement. It is available in steel, stainless steel and aluminum, with single- or dual-side service, holds 699 gallons of waste and 300 gallons of freshwater, and includes a two-unit fold-down restroom carrier with trailer hitch. The tank can be mounted on a variety of chassis and with a variety of pump

requirement. It is available in steel, stainless steel and aluminum, with single- or dual-side service, holds 699 gallons of waste and 300 gallons of freshwater, and includes a two-unit fold-down restroom carrier with trailer hitch. The tank can be mounted on a variety of chassis and with a variety of pump



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options. Each unit also comes with an upgraded DC-10 washdown pump and hose reel from Hannay Reels. Exterior controls and dual cabinets are designed for operator safety and convenience. An arctic package and safety lighting are available. **866-789-9440; www.keevac.com.**

Robinson Vacuum Tanks PR1200A

The **PR1200A** truck from **Robinson Vacuum Tanks** carries a 900-gallon waste/300-gallon freshwater aluminum portable restroom service tank. This model is set up standard with dual-side service including toolbox, suction hose and bucket fill. The unit comes with a bumper capable of towing a trailer, and it has a folding platform to haul two portable restrooms. The range of chassis options includes choice of the chassis manufacturer, two-wheel or four-wheel drive, and gas or diesel. There are also multiple options for vacuum and water pumps. **814-933-0927; www.robinsontanks.com.**



SHOWER TRAILERS



JAG Mobile Solutions Smart Shower

The **Smart Shower** from **JAG Mobile Solutions** is a compact, fully compliant, eight-stall shower trailer. A 9,900-pound gross vehicle

weight rating means maximum mobilization safety. A “Class A” commercial driver’s license is often not required to transport the unit, depending on local regulations. It has a compact profile box of 25 feet, making maneuvering more showerheads into smaller spaces a possibility. It can save more than 60 square feet of real estate when mobilizing for disasters and special events. It includes sinks, large stalls and dressing areas sized to meet federal and state contract requirements, while providing a full-size experience for patrons, according to the manufacturer. **800-815-2557; www.jagmobilesolutions.com.**

Lang Specialty Trailers shower trailers

Shower and restroom trailers from **Lang Specialty Trailers** have available private cabins, helping companies get compliant quickly and keep their workforce safe in light of the COVID-19 pandemic. Trailers can be rented month-to-month and placed immediately, providing convenience over permanent facilities. This can help lower expenses and eliminate downtime waiting for permanent facilities to be built. **724-972-6590; www.langrestroomtrailers.com.**



SLIDE-INS



FMI Truck Sales & Service WorkMate

The **WorkMate** three-compartment slide-in unit from **FMI Truck Sales & Service** is designed to be easy to work and fits in the back of a 1-ton pickup truck. It also works just as efficiently across a flatbed truck to operate

as a pickup and delivery or special event truck. It has a 325-gallon waste compartment and twin 75-gallon poly water tanks that can be isolated for a three-compartment system or flow together for a two-compartment system. Standard options include a primary and secondary shut-off, 12-volt freshwater delivery, an oil-catch muffler and easy-drain manifold system. It comes with a wand, bucket, ergonomic workstation, hoses and straps. Options include a supply storage box on the passenger side and tool storage on the driver’s side. **800-927-8750; www.fmitrucks.com.**

Slide-In Warehouse SSSC-600-2C-SE

The **SSSC-600-2C-SE** from **Slide-In Warehouse** offers the versatility of a slide-in unit with the long-term durability of stainless steel. The tank is made from 10-gauge stainless steel with a standard Masport HXL-2 vacuum pump and a Honda 5.5 hp electric-start motor. It is available with an optional power-twin washdown pump. Units are all aluminum or stainless steel and come fully equipped and ready to work. **888-445-4892; www.slideinwarehouse.com.**



TankTec slide-in tank

Slide-in tanks from **TankTec** range from 100 to 995 gallons. The tanks are available in single-compartment for grease and septic or two-compartment for portable restroom service. **888-428-6422; www.tanktec.biz.**



TRANSPORT TRUCKS/TRAILERS

Ameri-Can Engineering Toter

Toter portable restroom transport trailers from **Ameri-Can Engineering** are available in lengths of 16 to 40 feet and have a carrying capacity of up to 20 restrooms. A drop bar enables large units, such as ADA-compliant and handicapped-accessible units, to be transported. An easy-load design saves time in use, and trailers are made of steel for strength and years of dependable service, according to the manufacturer. **574-892-5151; www.ameri-can.com.**





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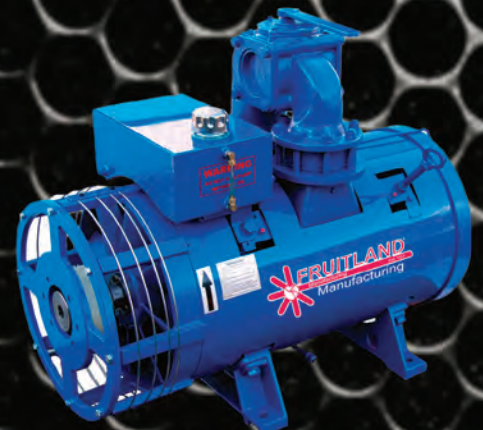
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Crescent Tank vacuum tank

The Crescent Tank vacuum tank is completely flat inside and out. It can carry up to 10 portable restrooms, and the weight capacity is the same as a flatbed truck. It has no baffles, allowing it to be emptied completely to avoid internal corrosion. With the included pump at specified cubic feet per minute, unnecessary fatigue of the structure is eliminated, and the life of the tank is prolonged. It is made from 1/4-inch-thick steel for structural strength. Its workstation is designed for the portable restroom industry. The liftgate rail width allows units to fit, and multiple liftgate decks and rail options are available. Freshwater is held inside the external 1/2-inch-thick poly tank. 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.**

Imperial Industries Flatvac

The 1,000-gallon stainless steel **Flatvac** from **Imperial Industries** can carry up to six portable restroom units on top of the unit's 1,000-gallon stainless steel flat vacuum tank. The baffled, internally divided tank offers 700 gallons of waste capacity and 300 gallons of freshwater capacity. In addition, the unit offers dual-sided bucket fill, dual Hannay hose reels with 50 feet of hose, a Pumptec X-5 washdown pump, Masport HXL4 plug-and-play vacuum pump system, Thieman liftgate, and a 3-inch stainless steel boom with 30 feet of 2-inch intake hose and a suction nozzle. **800-558-2945; www.imperialind.com.**



Pik Rite Flatbed Restroom Hauler

The **Flatbed Restroom Hauler** from **Pik Rite** has a 650-gallon tank, flatbed and liftgate. The tank has a 400-gallon waste compartment and internal 250-gallon freshwater compartment for even weight distribution. The truck includes a National Vacuum Equipment 304 vacuum pump, dual 2-inch fill hoses, 20-gpm washdown system, dual-spring return freshwater hose reels and dual 2-inch bucket fills. A 20-inch top manway, 5-inch sight eyes and clear hose sight tube are included. The truck is also equipped with a 98-by-102-inch aluminum flatbed and Thieman TVL liftgate. Two diamond plate toolboxes are mounted on the passenger side. The truck has an LED running light kit with a durable, fully molded wiring harness. **800-326-9763; www.pikrite.com.**

Johnny Mover Trailer Sales

The portable restroom transport trailer from **Johnny Mover Trailer Sales** has skid-locking, using an iron bar with a chain-binding system to secure multiple units. Models are available to handle six to 20 restrooms, and all feature brakes, paint options, lighting, leaf-spring suspension, front deflectors to



protect units from road spray and debris, and optional powder-coating and chrome wheels. **800-498-3000; www.cesspoolcleaners.com.**

Liquid Waste Industries trailer

Custom-built portable restroom delivery trailers from **Liquid Waste Industries** carry six to 24 restrooms and come with or without sides. They are built with heavy-duty steel and come standard with torsion axles, electric brakes, flush-mounted lights, and 10- or 13-inch wheels and tires. Custom upgrades include gates, leaf-spring axles, fold-down ramps, LED lights and choice of hitch. **877-445-5511; www.lwiinc.com.**



McKee Technologies - Explorer Trailers Transporter

The **Transporter** from **McKee Technologies - Explorer Trailers** has easy-to-adjust carrier slats that box in any size restroom skid. Multiple-size skids can be configured securely in the same load, providing safe, flexible transportation for many styles of portable restrooms. Models range from 8 to 48 feet, accommodating up to 24 units. All include fully independent suspension axles designed to eliminate side-to-side shock transfer. An optional front wind deflector protects units from road spray, stones and wind loading. Hot-dip galvanizing is available for corrosion protection. **866-457-5425; www.explorertrailers.com.**

CASE STUDY



PRO appreciates value of his service truck

Problem: Chase Johnson, the owner of Executive Sanitation in Kensington, Minnesota, suffered a major business loss in the fall of 2020, as his facility burned down. Along with many other pieces of equipment, he suffered the loss of a 2015 PortaLogix service truck. "I had to go a few months without a PortaLogix truck and, boy, did I notice the difference," he says. "I used what I could, which was a slide in tank with a two-unit carrier setup, and it didn't take long to notice the efficiencies and cost savings that I was missing with the PortaLogix setup. Going to the same areas twice in one week, once for service and the second for pick up and delivery, was costing me more in labor and fuel than ever."

Solution: **PortaLogix** provided Johnson with a 2020 Ford 4x4 truck that truly "does it all," according to Johnson. "Having the capabilities to bang it all out at once by hauling up to six units and still having 800 gallons of waste and 350 gallons of water in the flatbed was crucial to running an effective portable restroom company," he says.

Result: According to Johnson, he estimates that he is at least twice as profitable when using the truck. **585-484-7009; www.portalogix.com. P**



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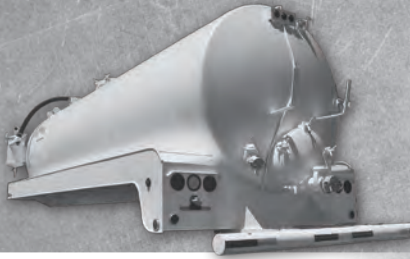
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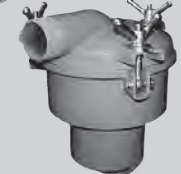
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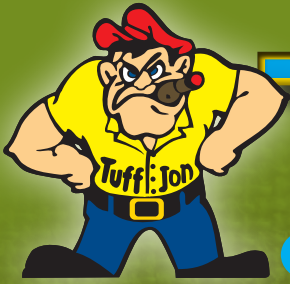
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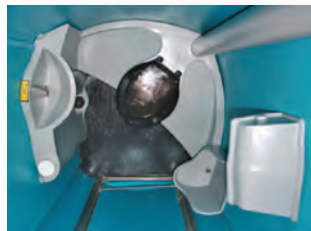
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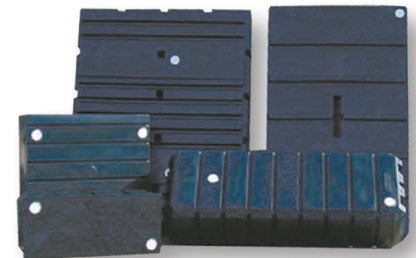
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in the SPOTLIGHT
By Tim Dobbins



AQUA-ZYME DEBRIS SCREENER AIMS TO LIMIT HOLDING TANK MAINTENANCE

Though daily routine maintenance can be a bit tedious, doing the small jobs frequently often means eliminating larger, more expensive jobs down the road. The Debris Screener from Aqua-Zyme is produced with that philosophy in mind, as it's designed to help remove trash, rags and any other unwanted debris from entering storage tanks and sludge disposal equipment.

Though a relatively new product offering from Aqua-Zyme, this particular debris screener has been in use for seven years at a receiving facility that accepts grease and septic waste every day. Aqua-Zyme worked with the individual who designed the product and brought it to use at its own facilities. After seeing the Debris Screener in action, it is marketing it to the wastewater industry.

"The Debris Screener helps maintain standard capacity in our storage tanks because it eliminates buildup of debris, grease, rags and that sort of stuff," says Justin Atkinson, sales manager at Aqua-Zyme. "It's an added job, but we maintain capacity in tanks, and we don't have the valve clogs of stuff like that from the buildup."

Designed for a typical pumping of grease traps and septic tanks, large jobs with exceptionally high amounts of trash and grease will clog up the screen quicker and need more frequent cleaning. Atkinson says that at their facility it is common to put about seven to 10 truckloads through it before it needs cleaning. That means typically a daily cleaning at Aqua-Zyme.

"We offload our septic trucks into holding tanks, and once a year or sometimes twice a year we would have to open the tanks up and have a super vac company come suck them out or get in there and manually shovel them out," Atkinson says.

The Debris Screener comes with either a 3- or 4-inch valve for trucks to attach to. Fluids are then pumped from the truck through the inflow valve into the carbon steel filter via four inlet ports located on the top of the cannister. Fluids pass through the inlet ports and over a fiberglass grate designed to catch trash, grease and other debris.

The Debris Screener sits just under 9 feet long with the inside diameter of the carbon-steel filter pipe measuring 23 inches. The internal grate has a standard 2-inch-by-2-inch mesh, but different sizes are available upon request to accommodate the consistency of fluid going through. **979-245-5656; www.aqua-zyme.com.**

COXREELS SWIVEL OPTIONS FOR THE 1125 SERIES

COXREELS offers two upgraded swivel options for the 1125 Series cable reels. The medium pressure (up to 4,000 psi) and high pressure (up to 5,000 psi) can both be factory installed on the standard 1125 Series. The medium-pressure swivel is precision machined from solid brass and features upgraded wall thickness and upgraded seals and backup rings. The high-pressure swivel is machined from high strength steel and nickel plated for corrosion resistance. This ball bearing swivel features maximum flow and enhanced load bearing capabilities. **800-269-7335; www.coxreels.com.**



REELCRAFT HEAVY-DUTY REEL COVERS

Designed to withstand the rigors of daily use, new covers from Reelcraft protect reels from the elements. The polyester fabric with PVC coating is proven to resist puncture, tears and abrasion. Durable and long-lasting covers protect reels installed in harsh indoor environments, outdoors, or mobile applications and are ideal

for reels applied to fuel, diesel exhaust fluid, hydraulic fluid, welding gas, welding cable, pressure wash and more. Six sizes accommodate hundreds of applications. **800-844-3134; www.reelcraft.com.**

HOSPECO BRANDS EVOGEN TOILET SEAT COVER DISPENSER

The Evogen High Capacity No-Touch Toilet Seat Cover dispenser from Hospeco Brands Group now holds up to 250 seat covers, accommodating two Evogen Toilet Seat Cover refill packs. Users simply wave a hand near the clearly marked sensor on the face of the dispenser to receive a fresh, ready-to-use, individual seat cover. The increased capacity translates into cost savings for high-traffic facilities by cutting down on service time for maintenance staff. Other timesaving features include a flashing red light on the front of the dispenser that indicates when it's time to refill, and an easy-read power indicator light near the battery housing alerts staff when it is time to replace the four AA batteries. The automated single-dispense mechanism is designed to help ensure less waste over manual-pull dispensers. **800-942-9199; www.hospecobrands.com. P**



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Ron Suchecki

Industry leader, Hoot Systems executive Ron Suchecki, passes away

Ron Suchecki Jr., research director and general manager for Hoot Systems and partner in Central Texas Precast, passed away Feb. 8 of COVID-19. He was 50. Suchecki was active in onsite research programs and served in many capacities for state and national trade associations over the years.

Suchecki, of China Springs, Texas, received a degree in environmental science from Baylor University and remained active with the university's Wastewater Research Program throughout his life. He was on the school's Wastewater Treatment Advisory Board and an advisor to the Public Health Master's Program.

Suchecki was a member of the National Onsite Wastewater Recycling Association (NOWRA) board of directors and served on its Model Code Committee. He worked on the NSF International task force that developed NSF/ANSI Standard 245 to evaluate the performance of individual onsite nitrogen reduction treatment systems. He also served on the NSF Industry Forum, numerous committees and groups and was a member of its Wastewater Joint Committee.

He also served on the board of the Texas Onsite Wastewater Association (TOWA), including as president and on conference planning committees for TOWA and the Texas Environmental Health Association (TEHA). He was a three-term member of the Texas Onsite Wastewater Treatment Research Council. He also gave many industry presentations on several onsite topics.

Suchecki held seven patents in bioremediation and onsite wastewater treatment. He worked for Hoot Systems and associated companies for more than 25 years.

Sara Heger, Ph.D., an engineer, researcher and instructor with the Onsite Sewage Treatment Program in the Water Resources Center at the University of Minnesota, often presented at the same national conferences as Suchecki. She said he worked tirelessly for advances in the onsite industry.

"He deeply cared about bringing credibility to our industry through advocacy, education, standards and support," Heger said. "Ron was known to always have a smile on his face and work hard to solve any problems in front of him, even though he was often over-committed. He was full of energy, somehow making time for his work, family, friends, faith and anyone who needed a helping hand."

Suchecki is survived by his wife, Melinda, four children and his parents.



Roger Magers

Magers retires from equipment industry

Felling Trailers' southwestern regional sales manager, Roger Magers, who has been a part of the equipment industry for 45 years, retired at the end of 2020. He joined the company in 2009 as the Western U.S. regional sales manager. He provided dealer support for as many as 11 states.

Orenco Systems announces company changes

The year 2021 marks four decades of protecting the world's water for Orenco Systems. After 40 years, founder Hal Ball announced his retirement from day-to-day involvement in the company. Co-founder and former executive vice president Terry Bounds will serve as both chairman of Orenco's board of directors and president over the research and development, operation and maintenance, and facilities departments of the company. In addition, the company will now operate in three distinct divisions. Jeff Ball will serve as president of Orenco Water, while Eric Ball has been named president of Orenco Composites. Travis Wood, former president of Franklin Control Systems, is the new president of Orenco Controls. And former legal counsel Scott Saulls will serve as corporate president. The company's wastewater-focused operations will now be known as the Orenco Water division.

Vac-Con names new dealer for western Canada

Vac-Con announced Westvac Industrial will be the exclusive dealer of Vac-Con products in western Canada. Westvac, established in 1997, operates three divisions — lifts and automotive, fleet, and fire — offering a range of products including heavy-duty lifts, wheel service equipment, sewer inspection equipment, hydroexcavators, refuse collection vehicles, street sweepers and fire apparatus. Westvac provides coverage from four locations offering maintenance, service, parts and training.

Liquid Environmental Solutions acquires Green Arrow

Liquid Environmental Solutions announced it acquired the assets of Green Arrow Environmental Services, a provider of grease trap and septic services in the Phoenix area. Terms of the transaction were not disclosed. Green Arrow, based in Mesa, Arizona, adds an extensive network of non-hazardous wastewater customers to the existing LES operation

OI Restrooms supports Hope thru Soap

Optimus Industries, located in Elkhart, Indiana, delivered a custom shower trailer to Hope thru Soap in Atlanta. Hope thru Soap provides a mobile shower experience to the less fortunate and homeless in Atlanta. **P**





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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 #13931) **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**



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



Chassis 2014 Isuzu NPR HD Service Truck. 14,500 lbs with a 109" wheelbase. 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. **\$32,995, please contact kimi@portapros.com or call 541-212-3175 for more information. (P04)**



Chassis 2007 Isuzu NRR Service Truck. 19,500lbs with a 132" wheelbase. 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. **\$23,995. Please contact kimi@portapros.com or call/text 541-212-3175 for more information. ID (P04)**

2008 Isuzu, 1,100/400 alum tank, Masport XL4, Burkes DC10 wash-down pump, dual-side service, 2 unit hauler, 311,000 miles (top half rebuilt 5 years ago), all maintenance records, includes (2) spare Masport XL4 pumps, truck well maintained, pics available. portajohn@portajohn1.com or 815-877-9770. IL (P05)

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)**

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

POSITIONS AVAILABLE

Bright Technologies, a waste & recycling equipment manufacturer, is seeking a talented, highly motivated individual to fill a full-time Sales/Field Technician. Individual would be focused on rentals and startup's of the Belt Filter Press Division. The individual should have a solid background in water and wastewater to help oversee the design and management of various projects within that division. We manufacture a reliable, user friendly, and efficient belt filter press for the industrial and municipal markets. Send resumes to stuart@sebrightproducts.com or PO BOX 296, Hopkins MI 49328 Attn: Stuart Sebright. (P04)

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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)**

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.vsurentalsllc.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)

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SEPTIC TANK FORMS

Septic Tank Forms: Lowboy 750 - 1,000. Lowboy 900 - 1,500-gallon. Tank delivery truck 3 ton, bridge cranes. Equipment list, prices, & pictures Call 931 526-2964 or Email tankco@charter.net. TN (P04)

SEPTIC TRUCKS



1999 Freightliner FL112, 311,000 miles on a C-12 CAT. Motor was rebuilt at 242,000 miles. 3,200-gallon steel tank with 150 gallons of fresh water. Heated collars on valves. Masport pump. **Please call with questions 507-625-3400. Asking \$35,000. MN (P05)**



2005 Kenworth T-800 PRE-EMISSION: C-13 400 HP Cat., 140k miles, brand new 3,800-gallon aluminum tank w/NVE 866 liquid cooled, all tires new, heated valves, toolboxes built in 2020. **\$110,000. 203-879-3746. CT (P04)**



2005 Peterbilt 379 PRE-EMISSION: C-15 475 HP Cat. 450 miles, 19k hours, tri-axle, 80k, 4,300-gallon steel tank, Fruitland 500 pump, Sea Level digital liquid gauge, 2 toolboxes, front tires 50%, rear tires 70%, just serviced, runs daily. **\$58,000. Call 203-879-3476. CT (P04)**

1993 Ford L8000, 2,500-gallon tank, 8.3 Cummins 8LL, 198,334 miles - \$18,500. 2003 Sterling Acterra, 169,209 miles, C7 3126 Roadranger 9-speed, Masport pump, 2,500-gallon prime tank - \$42,500. Call 717-860-9530 with questions. PA (P04)



2006 Chevy Pump Truck, NEW ENGINE and CLUTCH, 2,300-gallon waste tank with jetter. This truck had a new engine installed and only 3,000 miles have been put on it. New clutch too. Runs great. Good tires. **\$45,000. Andrew Bloom 561-302-7195 or andrew@raiderrooter.com. FL (P05)**



2002 International DT466, 311k miles, 6-spd trans, AC, under CDL, air brakes, 2,000-gal tank and Masport vac pump. Very clean, well maintained truck. Runs and drives great. 5-yr warranty on tank. **\$27,500. Call Hulls Truck Bodies at 740-820-5338. OH (P04)**



2008 Kenworth T300, 10-speed Eaton Fuller trans, Alcoa rims/80% tire tread, A/C, engine brake, lockers. 2,800-gallon aluminum tank, 3", 4" load valves, 6" dump valve. 104,571 miles. Has onboard jetter. Have all maintenance records. Current 90 day inspection. **Asking \$65,000. Contact David 916-705-1405. CA (P04)**



2013 Freightliner M2, automatic, Cummins engine, 152,000 miles, brand new 2,000-gallon carbon steel tank. Brand new Moro pump PM70, brand new tires and aluminum rims all around. **\$60,000. Call Alan 786-908-5436. (P04)**



2009 Kenworth T800, 10-speed Eaton Fuller trans, Alcoa rims/80% tire tread, A/C, Jake brake, lockers, 3,600-gallon aluminum tank. 3", 4" load valves 6" dump valve. 218,351 miles, original owner. Have all maintenance records. Well maintained. Current 90 day inspection. **Asking \$75,000. Contact David 916-705-1405. CA (P04)**



1993 International, 4,000-gallon septic truck, tires are in great shape. Truck runs well and has passed emission test. Asking price **\$29,500 OBO. Steven August 732-303-8500. NJ (P04)**

2007 Freightliner M2 Business Class: 280 hp, 240k miles, manual transmission, new Virgin 11R22.5 tires on aluminum rims, full DOT inspection, new brake shoes and drums, fresh cab and frame paint. New 2,500 steel vacuum tank, 400 cfm liquid cooled vacuum pump, large tool box, LED light package. Call or text 734-777-0390 for a full spec sheet. \$67,000. Delivery included, financing available!! (P04)



2004 Mack Vision CX613. Mack AC310 engine, 3,500-gallon Amthor steel tank made in 2011, NVE 866 Challenger pump, Eaton 7-speed, 360,000 miles. Full opening rear door and hoist. **\$37,500. Randy at 701-527-1491 or A1septicplus@gmail.com. Located in ND. (P04)**



2008 International Workstar, Engine DT300, 8-speed, 23,000 miles, 44k rear 16k front, brand new tires all around. Used 3,000-gallon Presvac tank, full open door dumping system with jetter system, Jurup pump, LC420 year 2017. **\$59,000. Call Alan 786-908-5436. (P04)**



(4) 2007 Peterbilts with new 2,500-gallon tanks (both steel and aluminum). New pumps and new ptos. Each truck has less than 195k miles on a pre-emission Cummins ISC. Each one has a chrome package. These are one owner fleet trucks. 72 point inspection, fresh DOT. Shipping available! **Logan 501-388-9464. Ray 501-388-9565. Financing too. Central Arkansas. (P04)**



2006 Sterling, 10-speed transmission with a powerful 475 hp Mercedes motor (250k miles) that has been trouble free. This truck will walk up mountains loaded @ 40 MPH. 5,000-gallon aluminum progress tank. Tank Optix level gauge, work lights all around and in toolbox, backup camera, strobe lights and a newer NVE 866 vac pump. This is a great truck that will last for years, only selling due to new truck purchase (automatic instead of 10-speed for drivers). Asking \$49,000 or best reasonable offer. Truck is in use every day. **Call Vinny @ 845-674-7790 for information on the truck or to come and test drive. NY (P04)**

2004 Freightliner Cascadia, 4,000-gal tank, 8 hoses, 30ft, 840,xxx miles, C-15 motor. \$40,000 OBO. Call/text Cody at 727-465-8026. FL (P08)



New 2022 Peterbilt 337, 26k gvwr, new 2,000-gallon steel tank, air ride: cab, suspension, brakes. 300 HP engine. Allison auto trans. New Masport pump. Ready to work! Located in central Arkansas. Shipping and financing available! **Ray 501-388-9565. Logan 501-388-9464. (P04)**

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



T800 Kenworth, garage kept! Cummins 475 ISX 18-speed Eaton Fuller. Truck is used daily, mileage will increase. Around 500k on chassis, tri-axle (non-steerable), 4,500-gallon, heated valves, heated sight tube, straight pipes (sounds insane!). All brand new tires & wheels, work/strobe lights around whole truck. **No low ballers! 631-258-9890. NY (P04)**



2002 Mack, 460 hp Mack engine, Jake, 8LL trans, newer 3,200-gal Presvac tank with hoist and full open rear door, hyd driven Fruitland 500 vac pump. Very clean truck, runs and drives like new. **\$42,000. Call Hulls Truck Bodies at 740-820-5338. OH (P04)**

2001 Freightliner C-120 cab & chassis with a 2006 Presvac 3,200 U.S. gallon, C/S, dump type unit with a Presvac PV750 pump. (Stock #0480C). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**



New 2022 MY T270 (non-CDL) with 1,900-gallon steel vacuum tank, Jurop R-260 pump with 363 CFM, 21" Top and 21" rear hatch, heavy duty bumper, 1/4" hose trays, (2) 4" suction ports, trailer hookups, (2) 36" toolbox, 300 HP Cummins, Allison auto 2500 RDS transmission.

\$105,225. Call Eric 405-826-4706. (P04)



New Kenworth T370 (54,000 gvw) with 3,550-gallon 1/4" steel powdered coated steel vacuum tank, Jurop LC240 pump, hose trays, 36" rear hatch, heavy duty bumper, (2) 4" suction ports, trailer hookups, (2) 36" toolbox, 350 hp Cummins, Allison automatic transmission.

\$135,500 + FET. Call Seth 918-688-5672. (P04)



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. (P04)**



2001 Kenworth T800 tandem, 4000 Huber Dominator tank, rebuilt Detroit 60 series, 13-speed, Becker pump, hoist, 300-gal w/ pressure water, new frame, new clutch & transmission, stored inside. **\$45,000 OBO. 330-231-5943. OH (P05)**

1997 Peterbilt 378 cab & chassis with a Presvac 3,000 U.S. gallon, C/S, vacuum tank & Masport HXL15WV water cooled pump. (Stock #6625C).

www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)

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)



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)**

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)**



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 (P05)

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. (Stock #3408V) **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. gvw, 18,000lb. front axle/44,000lb. camelback rears 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)**



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)**

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



2014 International 4300, under CDL, DT466 diesel, auto., 68k miles. New 1,800-gallon steel tank and new Masport pump.

Call JR @ 720-253-8014, CO. (PBM)



Texla Services Vacuum Truck Bodies – Turnkey package mounted on your chassis includes: painted body, lighting, valves, PTO and pump. 3,600-gallon - \$25,000; 2,500-gallon - \$22,000; 1,500-gallon - \$18,500. Many custom options are available. Bodies out of paint: 2,500-gallon - \$13,500. Self-contained skids available.

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

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).

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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)

Pre-owned 2000 Mack RD686S cab & chassis with a 4,000 U.S. gallon, carbon steel, vacuum tank unit. (Stock #0514CV)

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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).

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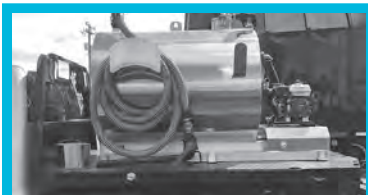
Pre-owned 2008 Western Star with a 5,000-gallon, carbon steel, vacuum tank and Wittig WPS150 pump package. (Stock #9249C). www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)

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

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

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



2015 Curry Vac tank, 4,700-gallons, price includes Fruitland pump. Tank has only hauled FRESH WATER and has 3 baffles. Very clean tank with heated valves on the back. **\$20,500. Call or text 607-329-0763 for more info.** NY (P04)



Any size tank can be custom built. Slide-in tanks in all sizes. Plug and Play vacuum pumps are also available. Call Rodney Lane 270-832-3793 for pricing. (PBM)



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New 4,600-gallon Vac-Tank complete with full length aluminum hose trays, lighted tube sight gauge, painted & lined. SPECIAL CLOSEOUT PRICE - \$14,975. Please contact Air-Flo Mfg./Crown Tank at 607-733-8284. NY (P04)



Used VAC Tanks. 4,200-gallon - \$9,900. Gasco Triplex 3364-AL - \$750. 269-751-5167. (PBM)



NEW 2,000- to 2,500-gallon aluminum tanks with lights; NEW 1,800- to 2,500-gallon steel tanks with lights. New 450-gallon (300-gallon waste/150-gallon fresh) aluminum slide-ins. In stock, ready to ship. New and used CDL and non-CDL trucks available.

Call JR @ 720-253-8014 or Mike @ 303-478-4796. (PBM)

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LOADED 1987 Guzzler 48' stainless steel smooth bore vacuum trailer, full rear door opening and 2 drop axles. Contact Kelly for pricing and more information and photos. 406-546-7301. (P04)



2018 - 6,800-gal aluminum pressure/vac, 6" rear valve, digital level indicator, no rust on subframe or landing gear, nearly new, tires and brakes over 80%! **\$67,900 OBO. Southern WI. Cell - 608-778-0234.** (P04)

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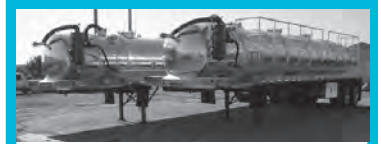
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2002 Freightliner Columbia with 2001 aluminum 3,000-gallon vacuum tank. Low hour rebuilt by NVE vacuum pump. 425 CAT engine, 10-speed transmission. Runs Great. More pictures upon request. **\$45,000 OBO. Call or Text 989-620-6312 for more information.** MI (P04)



2019 International MV607 with a new 2,000-gallon tank and pump. 105k miles on a Cummins ISB 300HP and Allison automatic. New aluminum wheels and tires. Engine, pump and tank are under warranty. Shipping and Financing available. this truck does not require a CDL to operate. Call 704-231-3443 or email @ allcomm.motors@icloud.com. NC (P04)

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2007 Sterling LT9511 Vac-Con vacuum/jetter combo truck for sale - \$57,000. Model: V312LHAE/1300. Serial #: 10074754. Vin #: 2FZHAZ-DE67AY09708. Year, Make, & Model: 2007 Sterling LT9511, tandem axle chassis, 92,008 miles & 9,173 hours, Engine: CAT C13 diesel. Transmission: Roadranger 10-speed manual. Equipment: Vac-Con vacuum/jetter combo - Serial #: 10074754, 3 stage fan Deutz Pony Motor 138 hp, 12-yard debris tank, 1,300-gallon fresh water, 80 gpm jetter pump. **New - 600-ft, 1-inch jetting hose, 4 vacuum tubes and clamps.

For more details please call: 305-992-5649. (P04)



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2012 Peterbilt 389 Cummins, 550 hp diesel, manual 18-speed transmission, air-ride suspension, quad axle. 4,700-gal vacuum tank, bucket seats, Fruitland vacuum pump. 288,000 miles, great condition. Priced to sell - **\$78,500 OBO. Call Jeff 607-220-9488. NY (P04)**



1999 Freightliner Model:FLD112SD, CAT 425 engine, 10-speed manual transmission, 3,800-gallon steel tank, equipped with a Masport HXL400WV pump. Asking **\$26,000 OBO. For additional information or if interested please contact Steve at 251-747-1956. AL (P04)**

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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 LOADERS



2007 Sterling with Guzzler Classic wet/dry vacuum system, 18" blower, 60x bag house, Ready to work! **\$45,000. Other trucks available! Call Tom at 423-240-9737. TN (P05)**



2006 International with Aquatech vacuum/jetter system. Ready to work! **\$59,900. Call Tom at 423-240-9737. GA (P05)**

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, (888) VAC-UNIT (822-8648). (PBM)**

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 (888)VAC-UNIT (822-8648). (PBM)**

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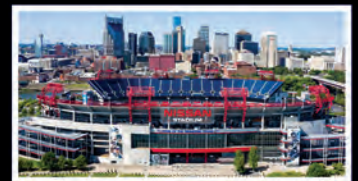
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