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The SEASONED Professionals



The longtime owners of West Michigan Septic have learned many things about running a pumping business, including how to look sharp, educate customers and ensure a profit

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ON THE COVER:



Dave Snyder, left, and Terry Kiel are owners of West Michigan Septic, Sewer & Drain Service in Muskegon, Michigan. They are shown with Kenworth and Mack pumping rigs built out by Marsh Industrial with pumps from National Vacuum Equipment. (Photo by John R. Fulton)

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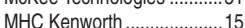
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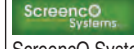
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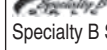
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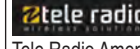
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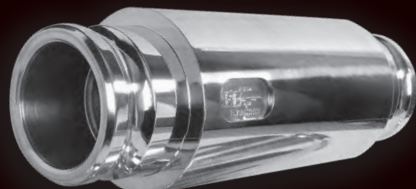
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Editor

Thank You, Pumpers, For a Job Well Done

Even throughout a pandemic, you risked your health to answer the call to pump and maintain aging, overtaxed septic systems

For the past year and a little more, pumpers have done much to prove their worth as essential service providers. While millions of folks were sheltering in place at home, your technicians have pulled on their boots and jumped in the truck every day to help homeowners in need. They've done whatever is necessary to stay safe while traveling house-to-house during the worst pandemic in more than 100 years.

And while wastewater professionals may have approached many months of COVID-19 with some trepidation — both because of health risks and an uncertain economy — they've come through this unprecedented period working harder than ever, it seems. Every pumper I've talked to in the past year has remained busy, and they tell me it's because customers have pushed their septic systems to failure through overuse.

These reports from the field tell me a few things. And the trends I see should give pumpers a sense of security for the future.

First, the pandemic has confirmed what we've known all along: that a great number of decentralized wastewater systems users have ignored smart maintenance and have done so at their own peril. Years of neglect of septic tanks and drainfields set many homeowners and owners of commercial properties up for failed systems and major expenses for repairs or replacements.

And the timing couldn't have been worse. Septic system deficiencies often don't make themselves known until there is overloading, and the pandemic drove system flows over the brink in many cases. Think about it. When houses are empty all day long as parents go off to jobs and kids go off to school, aging systems and those seldom serviced have a brief chance to rest and recuperate. No more. Daily flushes double, tanks with little head room fill to the brim, and maintenance issues like broken baffles, corroded concrete and a lack of outlet filters rear their ugly heads.

A NEW DYNAMIC

I also realize now that the work world has been forever changed by the pandemic. A lot of employers have seen the benefits of remote workers and invited — or required — their employees to set up shop permanently at home. This will make our message of maintenance even more critical.

➤ Think about the many 1970s and '80s subdivisions in your service territory. Now ask yourself the question: How many of these homes are still using their original septic system? I can guess what the answer is: most of them.

Will we have to change our standard answer to the ever-present question, "How often should I pump my tank?" It remains to be seen, but perhaps you will look at each customer's situation moving forward and recommend more frequent service based on the number of people at home all day and the age of the system.

Speaking of the age of septic systems, I believe the percentage of systems well beyond their expected useful service life is very large. Think about the many 1970s and '80s subdivisions in your service territory. Now ask yourself the question: How many of these homes are still using their original septic system? I can guess what the answer is: most of them. Heck, I've heard stories of homeowners who haven't cracked open their tanks for 30 years under the misguided impression that pumping is unnecessary. If they haven't pumped them, they haven't replaced them, either.

Recently I've seen social media posts from pumpers with photos of themselves standing on top of rock-solid tanks packed with sludge right up to the hard scum layer, leaving no room for inflowing wastewater and settling to occur. My fear is this is not such an unusual scene. The clock is ticking on millions of systems and we need to get out there with the message that periodic pumping is the only real way to extend the life of this antique infrastructure.



2007 M270, CAT C7-250 HP, 6 Spd. Manual Trans., 53K Mi., 33K GVW, Imperial 2,500-Gallon Alum. Tank, NVE 607 Fan Cooled Pump, Heated 6" (Air) and 4" Valves at Rear, Heated 80-Gal. Pressure Tank w/Hose Reel.



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PAY IT FORWARD

Where does this situation leave pumpers as they gear up for the busy season? Fortunately, in a better position than many small business owners in their hometowns. You have to feel bad for the restaurants, the tourist industry, and of your local neighbors whose businesses were shut down or hampered greatly by COVID-19. Many people suffered as friends and family were sickened by the virus, while others faced financial devastation during the long journey.

Those of us who have pulled through this disaster in a positive way have a lot to be thankful for. And a responsibility to keep helping in troubled times. If you are able, share your good fortune with your community. Support charitable or civic efforts to help folks as they recover from both their physical and financial injuries. Also, consider what you can do to reward your hardworking crew members who met every challenge placed in front of them in the past year. They deserve recognition for personal sacrifice and a job well done.

You also have a critical message to share with customers. It's past time they take proper care of their septic systems or face the consequences. At every opportunity, take the time to reinforce the message that periodic pumping has to be part of their homeowner or commercial business equation. A visit from a pumper or maintainer now could save them a lot of money down the road. And maintenance can prevent environmental disasters. We all want to keep our backyards and our neighbors safe from exposure to sewage.

We'll continue to preach this important message. And we'll also continue to feature the hardworking professionals that serve the wastewater industry, both in good times and bad. As we pull out of this medical nightmare and hopefully return to some sort of normalcy, I want to thank you for your service to a grateful public and wish you health and happiness. **P**

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CUSTOMER EXPECTATIONS

the website basics

There are some necessities that every septic pumping company should have prominently displayed on its website. When someone visits your company's website, they're looking for the answers to four questions outlined in this online exclusive article.

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“With the rise of technology and access to information, experts are disappearing. Few of today's working adults work in one place, much less on one skill, long enough to achieve mastery.”

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BUSINESS SUCCESS

septic companies are three-legged stools

There are different mentalities and skill sets needed to build a successful business. To achieve success, every business — no matter the industry — must be equally balanced in three areas: technical savvy, business management and aggressive entrepreneurship.

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STOPPING THE STENCH

solutions for septic odors indoors

Occasionally, property owners complain about odors from their onsite sewage treatment system. Multiple plumbing issues can result in septic odors in buildings, but the fix is usually straightforward. This article explores several locations within an onsite system where odor can be an issue.

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The **SEASONED** Professionals

The longtime owners of West Michigan Septic have learned many things about running a pumping business, including how to look sharp, educate customers and ensure a profit

By Betty Dageforde



◀ Owners Dave Snyder, left, and Terry Kiel are shown with the West Michigan Septic team, from left, Jacob Kiel, Joe Magner, Jon Stevens, Carl Krantz, Travis Barrette, Ryan George, T.J. Stariha and Ron Williams.

West Michigan Septic, Sewer & Drain Service

Muskegon, Michigan



OWNERS: Terry Kiel and Dave Snyder

FOUNDED: 1987

EMPLOYEES: 9

SERVICE AREA: 35-mile radius

SERVICES: Septic pumping and installations, sewer and drain cleaning

WEBSITE: www.wmssd.com

When 19-year-old Terry Kiel was presented with two job offers on the same day in 1976 — a foundry and a concrete plant — he never imagined his decision would lead to a career in the septic service industry. His brother encouraged him to learn a trade so he took the concrete job thinking he'd become a mason or block layer, but when he got there he discovered the job would be building, delivering and pumping septic tanks. It was a good company to work for so he stayed, but with no room for advancement he struck out on his own in 1987. "I built a septic truck and said, 'Here I come, world.'"

A year later he added sewer and drain cleaning work and the company became West Michigan Septic Sewer & Drain Service. That's when his friend Dave Snyder joined, first as a silent partner to help with financing, but soon as a full partner, stepping away from his vending machine job.

And in an amazing stroke of luck, when Kiel went to the unemployment office to hire a laborer to help with the sewer and drain work, he found someone from that industry who could teach him the trade and advise him on equipment. In the early 1990s he bought a backhoe and a dump truck and added repairs and installations.

Kiel and Snyder learned many lessons over the years. A couple of them were real game changers: 1. Being busy is not the same as being profitable. And 2. Despite concrete being the world Kiel grew up in and loved, he ultimately determined plastic tanks were better for his company.

Today, three names appear on the company's building, vehicles and printed material. They made a couple acquisitions over the years — City Sewer & Drain Service and Heckman's Contracting — and kept the names for legal and name recognition purposes. The combined company operates out of a 5,000-square-foot building on two acres of land in Muskegon, Michigan, a town of 37,000 on the eastern shore of Lake Michigan.

Snyder runs the office, doing scheduling, dispatching, invoicing and talking to customers, while Kiel is usually found on an excavation project along with Ron Williams and Travis Barrett. Kiel's son Jacob and stepson T.J. Stariha do sewer and drain work, and 27-year company veteran Jon Stephens handles pumping. Joe Magner and Ryan George fill in where needed.

Kiel says it's tough finding people, but they pay well and provide medical insurance, an IRA plan, paid vacations, short-term disability insurance, uniforms with weekly laundering and work shoes.

LOOKING GOOD

Kiel learned the importance of presenting a good image from his former employer. He built his first septic truck using a semi-tractor with a stretched frame not only because it could carry a 3,000-gallon tank (Presvac) and he thought it would last a long time, but because of its appearance. "It was a 'pretty' septic truck, if that makes sense," he says. "I learned that from my employer — you've got to know what you're doing and all that, but if you can look good, you're in."

➤ Pumper PROFILE

➤ Technician Joe Magner cleans out a pit at an automobile dealership garage in Muskegon, Michigan.

♥️ Magner, left, and Terry Kiel inspect a repair of their 1985 Mack tri-axle rig at a commercial truck center. The truck was built out by Marsh Industrial with a National Vacuum Equipment pump.



When a banker advised him to write a business plan, he hired an expert to make sure it looked perfect. The banker was impressed and Kiel got his loan. He also chose to use an answering service rather than an answering machine, believing it appeared more professional and would prevent prospective customers from hanging up and calling someone else.

For marketing, he created a flyer with a lot of graphics, "So, no matter how you threw it away, the logo or the truck or my picture was going to show." When the company started expanding the service territory, they obtained local phone numbers to make it easy for people to contact them. They maintain seven numbers.

The company carries 300 feet of hose on the vacuum truck so it can be parked on the road rather than on a customer's property, avoiding the possibility of cracking a driveway or causing damage. It also gives them visibility, Kiel says, and is a subtle message to neighbors (potential customers) that you won't destroy their yard.

All printed material has the company motto, "Honesty is still our policy," because Kiel wants people to know it's always been their policy. Sometimes it hurts to be honest, he says, but you've got to do it. Looking good also refers to professional conduct.

"You pull in with clean equipment and uniforms and you try your best to leave everything like you found it," he says. "We have a soil conditioner on our skid-steer that grinds up the topsoil. We skim that off, pile it in a corner, put the septic system in, then put that topsoil back on. People are happy. It levels their yard off and it looks better than when we got there."



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YOU’RE MAKING SOMETHING OUT OF
NOTHING. IT’S THE AMERICAN DREAM —
TO OWN YOUR OWN COMPANY. ”

TERRY KIEL

BREAKING AWAY FROM CONCRETE

Until a few years ago, Kiel purchased concrete tanks from his former employer. It took a lot of persuasion to convince him to switch to plastic, but a salesman finally talked him into trying an Infiltrator Water Technologies unit with an EZflow drainfield.

"He gave me a free one and we gave it to a customer, just charging for the labor," he says. "I gave a 12-year warranty and the manufacturer said he'd stand behind it." Kiel was quickly sold.

"The technology has come so far that it's now a better product," he admits. "The tank is watertight, the drainfield is cleaner. You learn that stone is not drainage, it's storage until the water can drain into the soil. The EZFlow is clean and neat. And it's made of recycled products."

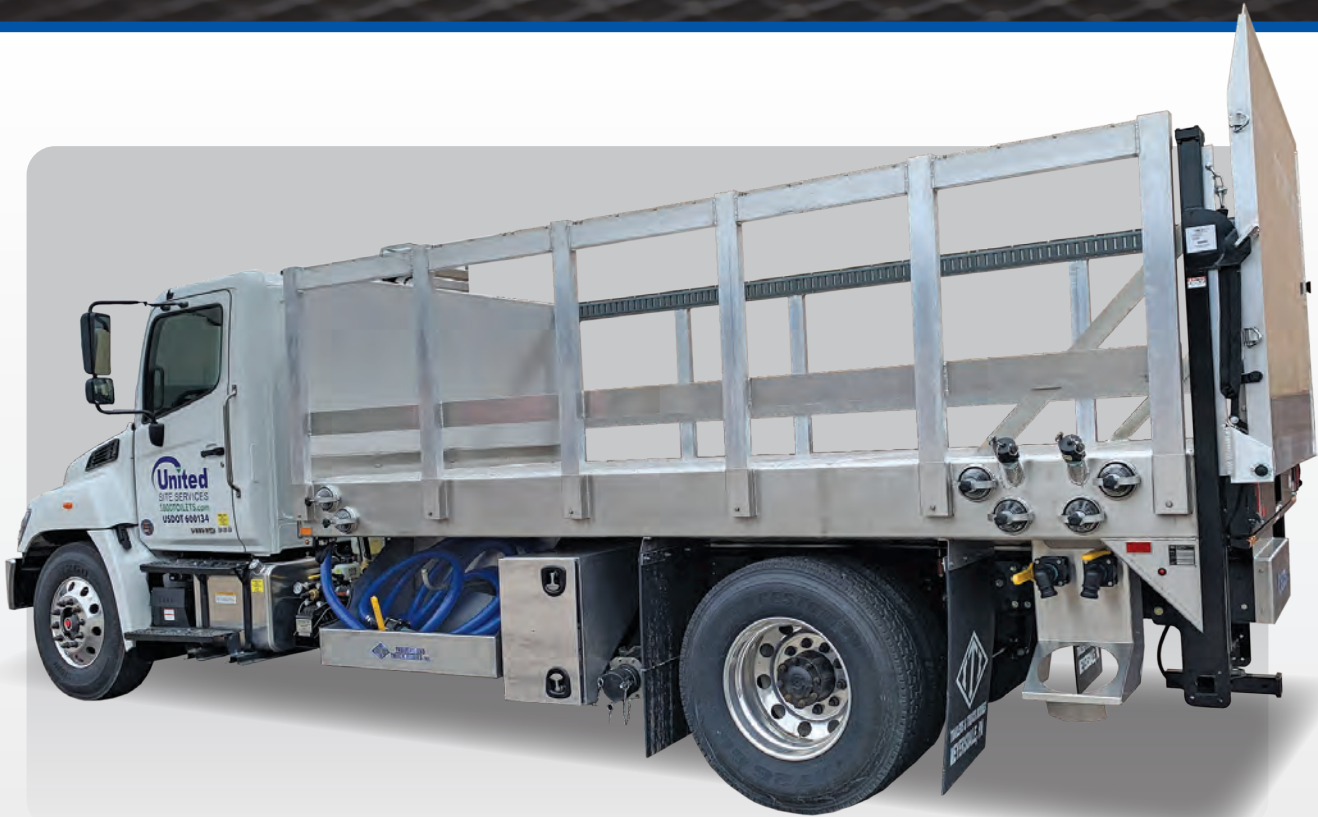
Another advantage was the light weight of the tanks, enabling the company to sell their large excavation equipment. "We got rid of all that big heavy iron," Kiel says. "We can set these tanks with a mini excavator." Current equipment includes a Takeuchi TB235 compact excavator, Case 590 and John Deere 310 backhoes, Takeuchi skid-steer and a 12-yard 2005 Mack dump truck.

(continued)



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➤ Pumper PROFILE



◀ The truck Jon Stephens is working with is a 1994 Kenworth built out by Marsh Industrial and carrying a National Vacuum Equipment pump.

✔ Technician Stephens pumps a residential septic tank in Spring Lake, Michigan.



Kiel says stone and pipe is cheaper but takes more time and labor to install so cost-wise it's about the same. The company provides a 12-year warranty on new units with the stipulation it's the one to maintain it.

The company now uses Infiltrator and EZflow on all new installations. But concrete tanks still make up the bulk of their pumping and repair work. For risers on those tanks they use 18-inch culverts and cut them to length. And Kiel has his former employer make adapter rings for the older tanks with square covers. The company prefers to bury risers three inches below the surface for safety reasons. Waste is hauled to the Muskegon municipal plant, which Kiel says is one of the best in the world.

"People come from all over to check it out," he says. "They've got hundreds of acres and made a system that is huge. And they take anything — grease, septic waste, light chemicals. Not many municipalities have that."

REPAIR OR REPLACE

For sewer and drain cleaning work the company uses six Ford half-ton and three-quarter-ton Econolines, General Pipe Cleaners (a division of General Wire Spring) jetters in sizes up to six inches including a trailer-mounted unit, and pipe bursting equipment from HammerHead Trenchless Equipment. They have RIDGID cameras and locators and a Mighty Probe from T&T Tools.

On the pumping side, they have two vacuum trucks built by Marsh Industrial — a 1994 Kenworth tandem with a 2,500-gallon steel tank and a 1985 Mack tri-axle with a 3,300-gallon steel tank, both with National Vacuum Equipment pumps. They're old, Kiel admits, but well maintained. Engines, transmissions and tanks are changed out on pumping and excavation equipment as needed.

"We've done everything to them," Kiel says. "They make better stuff now, I'm not denying that. And they might get a little better mileage. But they're more expensive to repair because it's all high-technology stuff. So it costs you more to buy, more to repair, and it doesn't make you any more money. You either have repair bills or you have truck payments. Which do you want?"

BUT ARE YOU MAKING MONEY

As he was flipping through *Pumper* one day in the early 1990s, Kiel saw something that really struck him.

"I read this article by Frank Blau," he says. "What caught my eye was his question, 'Are you a businessman or a business technician? You're really good at your job, you just don't know if you made any money or not.'" He contacted Blau who ran him through some numbers.

"He asked me how much I charged to clean a tank, and I told him. Then he asked me how much it cost me to clean a tank, and I said I don't really know. 'Then how do you know if you're making any money?' he asked. He told me everything I didn't want to hear, but needed to hear."

(continued)



When the boss is laid up

In the winter of 2019, Terry Kiel slipped on the ice on the job. "I caught myself," he says, "but I hit my elbow and jammed my shoulder and tore the rotator cuff." He's only a few years from retirement but knew it was serious enough he couldn't wait. "I hated to take off work to do it, but I had to get it fixed or it wasn't going to get better."

Kiel was out of commission for a number of weeks before getting the go-ahead to operate heavy equipment again. But it didn't take him long to head out to a job site. "I wanted to see what they were doing," he says. "I pointed my finger at things and told them what I thought." He was on the phone with the team fairly often. And with cellphones the guys were able to send him photos if they needed him to look at something.

Fortunately the accident happened during the winter, a slower time for the company, but nevertheless work continued and the team at West Michigan Septic Sewer & Drain Service really stepped up and figured out how to do things on their own.

"The guys could handle it," Kiel says. "And that's good because they got a chance to do some of that stuff."

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Travis Barrette operates a John Deere backhoe and lowers an IM Series tank from Infiltrator Water Technologies into the ground during a septic system installation.

The crew installs an EZflow by Infiltrator system to replace a failed system at a residential property. Terry Kiel and

Thus began his business education. And even though Kiel and Snyder were living paycheck to paycheck at the time, they splurged and bought \$350 worth of videotapes to learn everything they could about the business end of running a company.

Instead of basing their rates on what everybody else was charging, they learned to set prices so all expenses were covered, including nonproductive overhead, which is everything needed to run a business that doesn't directly produce income. Blau also taught them to realize their value to society. "He said doctors, lawyers and dentists are prestigious jobs and everybody looks up to them, but when your septic tank doesn't work you're as important as they are."

LOOSE ENDS

Kiel and Snyder are both 63 and starting to think about retirement. But before they step away there are a few things they need to take care of. First and foremost is getting the company onto better technology for managing projects, employees, customers, vehicles and equipment. Their current homegrown system is outdated and inadequate. Kiel says they may have a custom system built.

Looking back, Kiel says the partnership with Snyder has been great despite, or maybe because, they have a different outlook on things. But next on the agenda is succession planning. Kiel's sons are interested in taking over the business but no definitive plans have been made. "We're not there yet," he says. "We still have some time. You get so busy doing stuff, but that's our next job."

Kiel's accidental drift into septic work turned out to be a good thing, he says. "You just grow to love it. You're on your own. You're making something out of nothing. It's the American dream — to own your own company." **P**



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

RTX 70	Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP
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Max GPM.	Max. LMP	Max. PSI	Max. Bar	Max. RPM	Req. HP	RTX 85
21.0	85.0	3000	200	1450	34.0	

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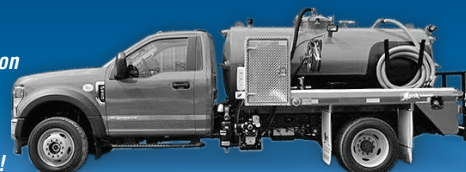


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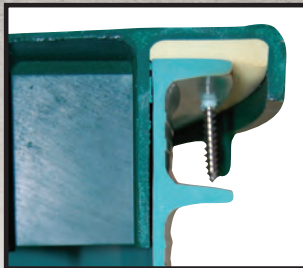
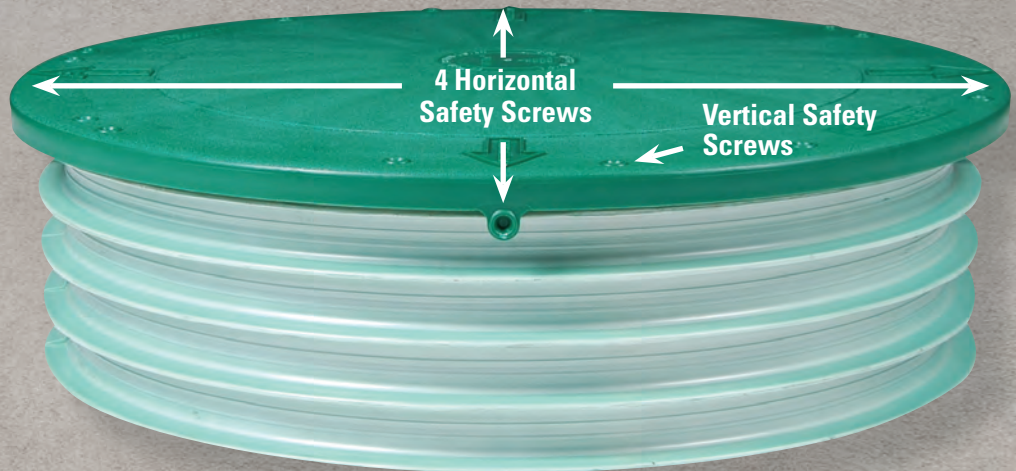
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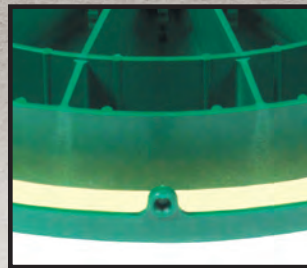
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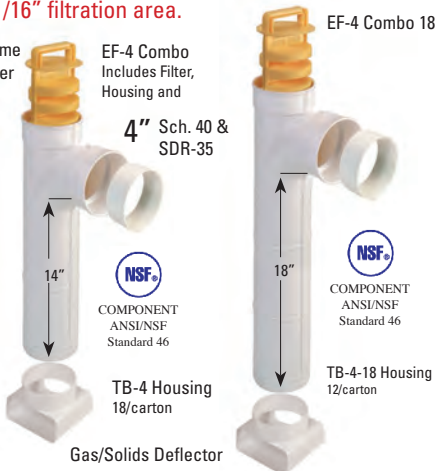


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TB-6 Housing

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- Simple to install
- Easy to clean

6" Sanitary T-Baffle™

Injection molded T-Baffle™.

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- Simple to install
- May also be used as Outlet Tee with Solids Deflector



Bridgeport Vacation Trailer Rentals runs two flatbed trailers with 525-gallon poly tanks, receiving suction from a Phelps Honey Wagon 300G pump and a 5.5 Honda GX engine. (Photos by Mary Shafer)



Should Pumpers Take on Campground RV Tanks?

By Mary Shafer

Two experienced service providers lay out the risks and benefits of adding camper clean-outs to your menu of services

Bridgeport, California, is a tiny tourist town in the Eastern Sierra. During late spring to early fall, vacationers flock to small hotels, inns and about a dozen surrounding campgrounds to experience world-class fishing. Bridgeport Vacation Trailer Rentals rents, sets up and services 40 recreational vehicles in those campgrounds.

Owned since 1962 by Mike and Gretchen Montgomery, the business is now run by their granddaughter, Daniella Talamantes, and her wife, Angel Talamantes. Daniella grew up in the company. Now 30, she knows every facet of the business, which stays open late spring until just before the first snow. The majority of campgrounds where their rentals are positioned are U.S. Forest Service-owned, about 13 miles up a relatively steep mountain road.

In 1990, Mike Montgomery realized that from both an efficiency and cost perspective, it made sense to pump out their own rental units' "black tanks," RV terminology for wastewater

holding tanks. He bought the company's first pumping rig, and they've been servicing their own trailers ever since, as well as those of other campers who approach them when they see the slogan on their tanks: "Flag us down — we take crap off everybody!"

One pumping call is included for each rental week, along with potable water refill, since most of the campsites don't feature utility hook-ups. Bridgeport promotes business primarily with a website (www.bvtrrentals.com), a rack card, business cards and campground envelopes (described later).

BVTR now runs two 14-foot flatbed trailers on double Dexter axles, both fitted with a standard square hitch that fits the receiver used to haul rentals. "Everything we use has to do double duty" to stay lean and cost-effective, says Daniella.

THE RIGHT EQUIPMENT

Mounted on each trailer is a Phelps Honey Wagon 300G pump running on a 5.5 Honda GX 160 gas engine. It will pump 50-60 gpm on a lift up to 25 feet, though they don't do any inground pumping. Contents pump through 60 feet of 3-inch hose, connected via rubber adapter to a 4-inch RhinoFLEX (Camco Mfg.) RV waste hose. This ends in a Valterra 5-inch ClearView extension, and closes with a RhinoFlex sewer cap. It empties into a 525-gallon poly tank. The business has a dump station connected to the municipal sewer at its yard.

"The trailer unit is the best setup for us," Daniella explains, "because we don't have to pay for licensing, insurance and registration for a dedicated truck that we may not otherwise use. When we're done pumping, we

(continued)



Each rental RV comes with a rolling 10-gallon "blue boy" tank for graywater. Angel Talamantes is shown pumping the auxiliary tank.

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can unhitch the trailer and use the trucks to haul rentals, pick up supplies or anything else.”

The women agree that a dual-axle trailer unit is much more maneuverable among the many trees and other trailers inside the campgrounds, where it must be positioned toward the rear of the unit to be pumped, where drainpipes are located. Two axles also make jackknifing far less likely.

The economics work for them. Daniella estimates that a business wanting to add RV pumping as a sideline could set up such a unit for under \$10,000. “The trailer is roughly \$2,000. The pump itself is \$3,000. The tank is about a thousand dollars, and I think that came with the hose. Then add your insurance and everything.”



📄 This is the envelope Bridgeport Vacation Trailer Rentals leaves on the site number post for RV campers to request a pumpout and leave payment.

SERVICE LOGISTICS

Angel describes a typical pumping run, which they do in separate rigs on Tuesdays and Thursdays:

“Normally, each campground has a two-lane road. There are some tight spots, but it’s important to make sure we’re able to run the liquid downhill, to get the pump to prime. So you’ve got to strategically place yourself where the hose is going to be a straight shot. You don’t want to have to drag it around a bunch of branches and stuff.

“You also don’t want to mess up someone’s campsite, and you can’t park where no one will be able to get around you. But it’s almost inevitable with that. I put my flashers on, and I won’t be too long, but you get the occasional impatient camper.”

Daniella agrees. “You’re not able to please everybody. If we’re in the roadway, we’re doing our job and we’re not going to be there more than 10 minutes. If you can’t wait, just reverse and find another way to get past.”

One thing most non-RVers don’t know is that the level sensors inside RV black and gray (used water) tanks are notoriously inaccurate, due to the inevitable buildup of gunk and scum. Often, the women will complete a pumpout, then get a call from the renter saying their gauges show the tank still full. They explain the sensor issue, which some folks don’t believe, because they can still see a small level of liquid left in the tank. As pumpers know, this will always be the case, even right after pumping.

So they show their customers that “we always use a clear hose connector,” Angel says. “We can see what’s going on in the hose. When everything’s done coming out, it’s empty.”

THE URBAN LEGEND

They provide rolling 10-gallon “blue boy” tanks, into which renters can partially empty a graywater tank until they can get a pumpout. Instructions left with the rental forbid using these for sewage. Once filled, they can wheel it to a campground dumpsite.

When they pump out a trailer, they put a bucket or basin below the drain connection to catch stray drips. They painstakingly avoid large spills, which could become a hazmat situation and potential legal liability. For this reason, they remove the black tank valve handle, to discourage people from accidentally opening it. To pump, they open the valve with a hammer

claw. They carry extra buckets, spill towels, extra hoses, bottles of bleach and a large quantity of disposable gloves, worn for every pumpout.

Asked about the urban legend about a trailer pumpout resulting in a collapsed black or gray tank, they laugh and say many ask about that. “We’ve never had it happen or heard of it actually happening,” says Daniella. “But if it did, it was likely the result of someone using way too high a vacuum on a unit whose vent stack was clogged. It is theoretically possible, but really unlikely.”

Most malfunctions are a result of user abuse. Bridgeport supplies single-ply, rapid-dissolving toilet paper and forbids use of anything else in their rentals. “Double-ply doesn’t dissolve fast enough during the time that average campers use a rig, so it builds up in the tanks and clogs,” explains Daniella. “We don’t allow flushable wipes or anything else,” she says, admitting that nevertheless, they frequently must deal with clogs caused by everything from pinecones to sunglasses and baseball caps, somehow going into the toilets. This usually entails fishing an old broom handle up through a hose or down into the tank.

Angel adds, “We use an additive that helps break down waste and toilet paper, which also lubricates the valves to keep them opening and closing easily. And it definitely helps with the smell.”

She likes to lay her hoses out in long, parallel loops on the trailer between pumpouts. “It’s more efficient when I go to the next rig. I just pull it out — there are no snarls, knots or kinks in it.”

In campgrounds that don’t offer their own pumping service, Bridgeport hands out bright yellow-orange envelopes with instructions printed on them. Campers who wish to get pumped out leave cash in the envelope, and tack it to the numbered site post. They don’t need to be present for service.

SAFETY FIRST

All services are performed with constant vigilance for people and pets roaming close by. “We haven’t really hit anything,” Angel says. “I think people see what we’re doing, and they don’t want to get too close.”

Daniella agrees, saying that being hyper-careful becomes a state of mind when servicing campgrounds. “We’ve basically been doing this since we could drive, so you just get good at it.” **P**

👉 Angel Talamantes shows the red Valterra hose that runs between the tank-mounted vacuum hose and the adaptor to connect to the RV dump valve.



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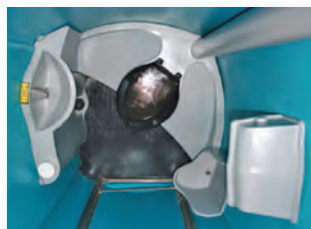
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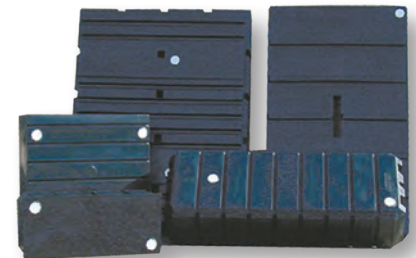
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Kate Zabriskie
Contributor

Kate Zabriskie is president of Business Training Works Inc., a Maryland-based talent development firm. Reach her at www.businesstrainingworks.com.

Manage Your Digital Twin So You Don't Turn Off Customers

Follow these 7 steps to make sure people see you and your septic service company in a positive light and keep calling

By Kate Zabriskie

"Why would I hire a contractor who chooses a middle finger shot as his Twitter profile picture? Goodness knows I made some bad choices of my own, but clearly, he's not ready to work for us."

A little digging on the internet can reveal a wealth of information. Some of it's true, some of it isn't, and all of it is out there for the world to see. Fair? Probably not, but it is what it is. Our digital doppelgangers have tremendous power, and as long as finding information online is easy, it will be found.

So, what's a small business owner to do to gain control of his or her online image without spending a fortune? By following seven simple steps, you can take charge of your digital reputation.

Step One: Understand Your Digital DNA

The first step in managing the cyber you is understanding who creates him or her. If you use social media, you're contributing to your footprint. If you have ever owned property, had a land line, donated to charity, sat on a board, or participated in any activity where information is published in an online newsletter, that information is part of the digital you.

You need to understand your digital twin has lots of parents, and some of them are more concerned about presenting him or her in a positive light than others. Google yourself, and make a list of where information is surfacing.

Step Two: Choose a Strategy

The key to an effective online presence (or absence) is planning. Without a strategy, you have no plan. To manage the online you, you must decide what you want people to find. You might choose to present yourself as an expert in the wastewater industry, the owner of a great company to work for, or professional, career-minded individual. Whatever the choice, have a goal for presenting an online picture that matches your offline objectives.

Step Three: Remember, It's Not All Bad

In most cases, a well-managed digital presence is better than no presence at all. Think about it; if you were in a hiring manager's chair and could find nothing in cyberspace about a candidate you were considering for an important job, would it concern you? Maybe.

➤ The online you should be your advocate, not your adversary, and if you don't manage him or her, you roll the dice and take your chances.

What most likely wouldn't concern you, however, would be the discovery of a professional LinkedIn page. In fact, the existence of such a page would probably serve as additional evidence of the candidate's qualifications and suitability for a job.

Step Four: Put the Best You Out There

A picture is worth a thousand words, and a lot of what people say about themselves when choosing a profile photo isn't too good. The photos are blurry, old or just inappropriate. Get a professional photo taken and use it.

Your virtual you should be congruent with the real you. In other words, don't promise one thing and deliver something else. Update your photo every five years or after you've had any significant physical transformation.

Next, check your privacy settings on all social sites into which you opt in. Do you really want people knowing what you've "liked" online, what you're following, and so forth? If your brand strategy isn't to be political or provoking, think before you comment on anything controversial.

Also, don't forget that privacy settings change, people share comments, and so forth. In short, what you say among friends may at some point be seen by people you wouldn't expect to have access to your conversations.

When it comes to social media, be disciplined and make choices that fit with your strategy.

Step Five: Manage Unflattering Information

If you've got information out in cyberspace you wish weren't there, and you are blessed with a common name, your dark data is probably buried pretty far down in the search results — especially if you actively publish other information about yourself.



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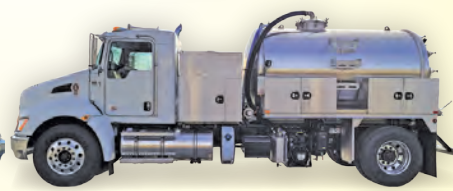
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For most people, a do-it-yourself approach is sufficient, but if you've tried and are still struggling, you can always hire an expert. Prices vary widely, so shop around.

Step Six: Set Up an Auditing System

Online reputation management isn't a one-and-done activity. It's ongoing because the internet is fluid. What's there today could be gone tomorrow and vice versa.

As your own reputation manager, this means you must be on your toes and aware of what's being said about you. An easy way to stay in the know is to set up a Google alert for your name. Then, as that search engine finds new mentions of you, it will let you know.

Next, search the top engines for your name once a month. Check the first two pages of results for anything troubling. Finally, once a year, do a deep dive and look at every result. It's time consuming but worth the effort — especially if you've encountered problems in the past.

Step Seven: Remember Why You Care

When you work hard to make the real you great, your digital twin shouldn't be allowed to ruin your reputation. In other words, the online you should be your advocate, not your adversary, and if you don't manage him or her, you roll the dice and take your chances. **P**

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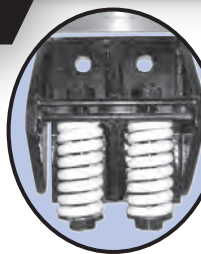
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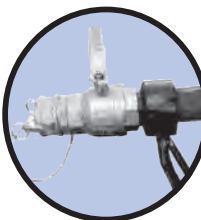
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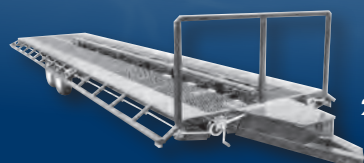
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Indiana Bill Could Protect Users of Functioning Onsite Systems From Mandated Sewer Conversion

By David Steinkraus

A bill in the Indiana Legislature would alter the cost of replacing onsite systems with municipal services by changing the state's financial rules. The particular focus of HB 1287 is developed and underserved communities with failing septic systems. Under the bill as it stands, a utility would have to show that the money paid by at least half of the potential customers in a proposed expansion would be enough to repay the expansion cost within 20 years. If there would not be enough money to repay the cost, the utility could require a deposit or other assurance from potential customers, or from the developer or an economic development organization.

An underserved area, the bill says, is developed land where structures receive water mainly from private wells or dispose of wastewater through private onsite systems.

The bill also addresses a common complaint: property owners forced to connect to municipal sewer and water utilities even though their onsite systems are functioning. Under HB 1287, if an owner makes a property improvement that does not include a bedroom or the equivalent of a bedroom, the owner will not be required to increase the size of an absorption field or connect to municipal water and sewer, provided a written report from a qualified inspector says the onsite system is not failing.

SB 1287 was approved by the House and sent to the Senate.

A related bill in the Legislature, SB 348, would establish a task force to look at the state's wastewater infrastructure investment and service to underserved areas. The task force would not have to include a representative of the onsite industry.

Under the current version of the bill, the task force would consist of 14 people: four senators, four representatives, and six people appointed by the governor including one officer or employee of the state, one representative of wastewater management systems, one engineer or professional with expertise in wastewater management systems, one person representing ratepayers, one person representing municipalities served by a wastewater

operator not under the jurisdiction of the state utility commission, and one member of the public.

SB 348 was approved by the Senate and sent to the House.

California

Instead of being governed by regional wastewater processing rules, California wineries will now be subject to statewide rules.

The new framework of regulation, advocated by wine industry leaders, was approved by the state Water Resources Control Board. The board's order sets guidelines for wastewater processing at most of the more than 3,600 bonded wineries in the state, reported the *Press Democrat* in Santa Rosa, California.

At least 1,500 of those wineries will be inside a regulatory structure for the first time. The order increases reporting requirements, caps the volumes of water discharged through land application and subsurface disposal, and requires groundwater monitoring for the largest wineries.

There will be a three-year window for permitting and another five years for wineries to come into compliance.

Arkansas

For the first time, the state's Natural Resources Commission approved more than \$2.5 million in interest-free loans to help people in northwest Arkansas replace or repair failing onsite systems.

Loans, and some grants, will be available in the Illinois River and White River watersheds. This includes the counties of Benton, Washington, Crawford, Madison, Carroll, Boone, Newton and Franklin.

The *Northwest Arkansas Democrat Gazette* quoted installer Jon Jouvenaux of BBB Septic in Bentonville, Arkansas, as saying the money will serve a need after a year of pandemic. "It's not like I need any more business. We're installing systems every day," Jouvenaux said. "But people who had really nice jobs have been out of work."

And he said that because people are at home almost all the time, some onsite systems are stressed by the waste flows.

New York

The East Hampton Village Board said earlier this year that it intends to change its onsite ordinance, so more people install nitrogen-removing onsite systems. In February 2019, the board passed a law requiring advanced treatment for all new homes and for any work that expands existing homes by at least 25% or adds to the number of bedrooms, reported *The East Hampton Star*.

Under the village's expected change, advanced treatment would be required when a conventional system fails, when a property is transferred, or when a business asks for a site plan review of proposed construction.

The village is on the eastern end of Long Island where Suffolk County and other municipalities have passed onsite laws to help control pollution of Atlantic Ocean coastal waters.

Oregon

The town of Lakeview was scheduled to vote on raising its septage dumping fee from 3 cents per gallon to 6 cents. Public Works Director Jeff Marshall told the town council that neighboring communities charge 10 cents per gallon or more, reported the *Lake County Examiner*. The increase was necessary because the state Department of Environmental Quality required construction of a new \$125,000 dumping facility.

New York

About \$72,500 is still available to help people repair or replace onsite systems around Moon Lake, Red Lake and the Indian River. All are in Jefferson County, which touches northeast Lake Ontario and the St. Lawrence River.

In 2018, the county received \$75,000 to help people repair or replace cesspools or onsite systems that could contaminate bodies of water. Only one \$2,500 grant has been drawn from the fund, reported the *Watertown Daily Times*. About 50 homes are eligible for grants.

Wyoming

The Park County Planning and Zoning Department earlier this year approved onsite regulations that replace rules updated in 2017.

The regulations set new design and construction standards that conform to state requirements. There will also be minimum requirements for standard and nonstandard wastewater systems, reported the *Cody Enterprise*. All nonstandard systems will require an application that must be submitted before construction begins.

In addition, the regulations include limits on the use of portable restrooms. Use of chemical or portable restrooms will not be allowed for more than 30 consecutive days.

Joy Hill, the county's planning and zoning director, said the use of portable restrooms has been increasing, and she expects that use to continue increasing as there is growth in home construction and short-term rentals. She said some people make portable restrooms a nuisance by living in an RV on their property while renting out their house for the summer.

Portable toilet use is exempt from the 30-day limit at road, utility or pipeline construction sites; for seasonal agricultural use; at seasonal government inspection sites; and at remote industrial sites.

Minnesota

Otter Tail County has received \$1 million from the state to provide zero-interest loans for the replacement of failing onsite systems. According

to a guidance sheet published by the county, \$500,000 will be available for systems that serve single-family homes, and \$500,000 will be available for commercial systems.

A separate pot of money from the state's Clean Water Fund will give grants to low-income households to replace failing onsite systems. Grants will cover 50% of the cost up to \$5,000. Grants will be awarded to both the property owner and the licensed installer when a project is complete.

Also in Minnesota, the Mower County Board of Commissioners entered the final phase of updating its onsite ordinance earlier in the year. One major part of the proposed ordinance changes is a requirement that an onsite system be updated before ownership is transferred or escrow is in place, reported the *Austin Daily Herald*, of Austin, Minnesota.

"One of the challenges in current property transfers is that sometimes sellers are leaving the state and going to other locations," Angela Lipelt, the county's environmental services supervisor, told the newspaper. "They didn't know they had to do anything, and it's difficult to find them."

The proposed changes also include constant compliance for commercial systems through either inspections or permits. **P**

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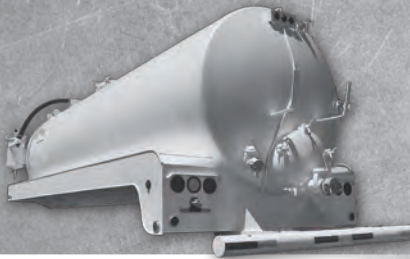
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Jim Anderson, Ph.D.
Contributor

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

It's Time to Vent About Hydrogen Sulfide Corrosion

Onsite experts and tank manufacturers continue to seek solutions for concrete deterioration. Sulfate-resistant formulas and secondary venting can have an impact.

By Jim Anderson, Ph.D.

It has been three or four years since I've had a specific question about septic system venting and the impact it has on reduction of gas concentrations at septic tank outlets. Every service provider has seen corrosion in concrete tanks. Most commonly, excessive deterioration is taking place around the outlet baffle in a septic tank. The question is whether anything can be done to stop it. The reader in this case was seeing problems in an aerobic system in the pump tank.

When I started in the industry, it was recognized that the sewer line, septic tank and, by extension, the drainfield vented back to the indoor plumbing and through the roof vent. Most systems being evaluated at the time ran septic tank to distribution box to drainfield. As we are aware, there are often a number of additional pieces in our systems that make venting all parts back through the roof vent problematic, resulting in the need for additional venting.



We won't go into tremendous detail because a lot has been written about the causes and stages of concrete corrosion. Interior concrete walls are also attacked when sulfuric acid forms in the airspace above the waterline. The hydrogen sulfide gas is at first dissolved in the sewage, but then exsolves out into the airspace when it reaches a certain concentration. In the presence of oxygen from incoming water or airspace in the septic tank or pump tank, exsolved hydrogen sulfide gas is converted to sulfuric acid, or H_2SO_4 .

WATCH FOR CROWN ROT

When hydrogen sulfide gas comes out of solution from sewage, it collects at the lowest point because it is heavier than air. The corrosion is most often noticed first in the area of the outlet baffle where the gases will collect. Note, however, corrosion will also occur above the waterline in the tank and on the bottom of the lid. In this moist environment reacting with water and microbes, the sulfuric acid in combination with microbes begins to attack the concrete.

The corrosive action reduces the structural strength and durability of the concrete. It also increases the permeability of the concrete itself, which further leads to cracking and a condition called "crown rot." This can cause concrete baffles, the lid and the tank itself to slough and crumble. Since bacteria and other microbes are essential for the process to occur, the entire process is called microbiologically induced corrosion.

Since I am a soil scientist by training, I recognize that in areas where the soils are high in sulfates, the corresponding groundwater also has more sulfates, and problems with concrete corrosion are more prevalent. So at least in some areas, soils and water quality have a role to play in terms of the severity of the problem.

Now to the question of what can be done. As with most of the problems we see, there is no single solution that will take care of all of the issues. This is due to the wide diversity of systems and each one is unique in some respect.

For a long time, I said either inadequate ventilation of the septic tank or use of a poor concrete mix during manufacture made the tank and

 You can see the white, flaky residue that indicates hydrogen sulfide corrosion in this septic tank, and part of the concrete baffle has broken off into the tank.

➤ There are two rules to differential venting: The additional vent needs to be at a lower level than the roof vent and slightly above the elevation of the soil treatment area.

baffles more susceptible to corrosion. The solution was either investigate and make sure the tank vented back through the roof vent, or replace the tank with one that used a sulfate-resistant mix. While these are still options, both the occurrence and solution are more complex.

DIFFERENTIAL VENTING

The National Precast Concrete Association has standards for tank manufacture including sulfate-resistant mixes and has continued to do research on the efficacy of different adhesive coatings that can be applied above the waterline and other areas susceptible to corrosion. In areas such as I mentioned above with groundwater high in sulfates, these should be used at a minimum. The NPCA continues its efforts to find solutions to this issue.

Service providers have also observed the problem does not seem to be only from within the septic or other sewage tank, but from components downstream in the system such as the drainfield. This was evidenced by corrosion directly above the outlet baffle in the tank and in distribution or drop boxes serving the soil treatment area.

Within the last 4-5 years there has been some research on whether adding additional or differential venting to a system helps improve air flow through parts or all of the system. The answer is yes. Adding additional vents and constructing each part of the system from septic tank, pump tank, distribution boxes and either above- or in-ground soil treatment areas with venting in mind can improve the situation. There are two rules to differential venting: The additional vent needs to be at a lower level than the roof vent and slightly above the elevation of the soil treatment area.

Additional vents may improve air flow, but it does not mean simply adding them will solve the problem. Since they need to work in tandem with the roof vent, the same issues that plague venting sewage odors will interfere with the supplemental venting. These include back drafts due to topography, roof steepness, winds and tall trees altering air flow around the system. Unfortunately, as indicated earlier, it makes working on each system a mystery to be solved on its own with a unique set of circumstances.

One last comment for now: Some modifications in pump tanks have helped in some situations. Since pump tanks are receiving effluent from the septic tank, directing flow at the inlet to near the bottom of the tank and placing the weep hole in the outlet pipe where it will be under water most of the time can cut down on

turbulence within the tank. This reduces the opportunity for effluent to mix with oxygen in the tank, resulting in the formation of the gases and sulfuric acid as described. This may also be helpful in other aerobic tank situations. **P**

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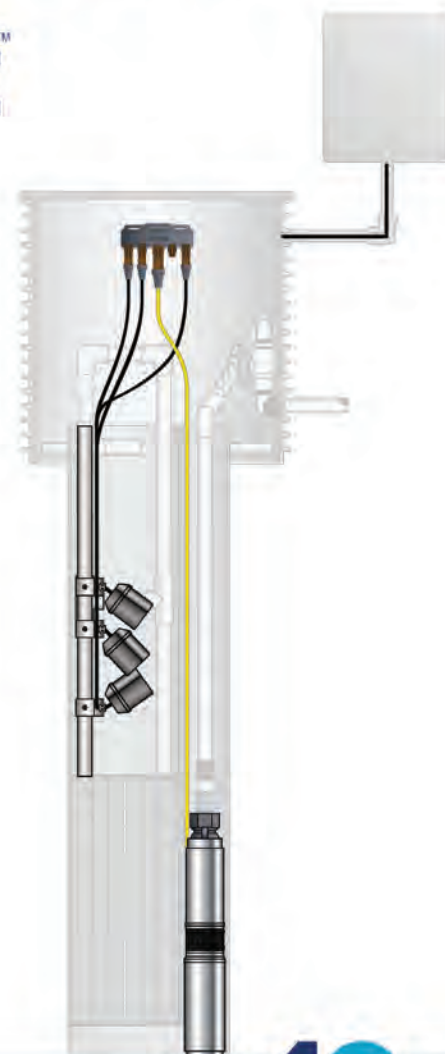
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Common Sense Is a Rare and Valuable Commodity in Wastewater Regulations

British Columbia onsite rules should consider unique site conditions to come up with practical and sometimes lower-cost treatment solutions, says Joe Karthein



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 W Cowma Onsite Wastewater Management of British Columbia (W Cowma-BC).

Name and title or job description: Joe Karthein, owner

Business name and location: Sentinel Excavating, Balfour, British Columbia.

Services we offer: We are primarily focused on installation but will occasionally do septic system design.

Age: 46

Years in the industry: 6

Association involvement: I am a member of W Cowma Onsite Wastewater Management of B.C. (W Cowma-BC).

Benefits of belonging to the association: W Cowma advocates on behalf of wastewater industry professionals in British Columbia. It is crucial for wastewater professionals to know someone has their back. I always learn so much at their annual trade show and am grateful for this always well-run event.



Shane Kratz and Joe Karthein are shown with a Kubota SSV64 skid loader (replaced with tracked SVL75).

Biggest issue facing your association right now: Interior Health, the provincial government's health protection branch, puts 100% of accountability on septic system planners/designers, whether they are engineers or registered onsite wastewater practitioners (ROWPs) like myself. The consequence has been little to no oversight from Interior Health or anyone else. There are few, if any, employees at Interior Health who really know our 367-page Sewerage System Standard Practices Manual (SPM) and that leads to inadequate checks and balances for dealing with rogue engineers and ROWPs who are not following SPM standards and/or doing shoddy work, which could create health hazards. If an engineer's work is in question, the only recourse is to go to the engineers' professional organization, Engineers and Geoscientists British Columbia (EGBC) — a classic example of putting the fox in charge of the henhouse. My experience is that case reviewers at EGBC are not familiar with the intricacies of the SPM. We need better accountability systems.

Our crew includes: For the last five years it has just been myself and the indispensable Shane Kratz. I'd like to keep it that way — a small tight ship, 100% accountability. If Shane is going to meet me at a given time and he's not there (which is very rare) I know I mixed something up.

Typical day on the job: There is no typical day for me. While I plan things carefully and take pride in honoring all my commitments, I have no problem changing gears in an instant provided it doesn't negatively impact Shane or my clients. Prioritization and communication are the keys to success in this business. I keep on top of the computer work as much as I can, whether it is invoicing, emailing clients or paying bills. I use a computer with an actual keyboard versus my phone wherever possible as the phone inevitably results in miscommunications and errors. Also, I work plenty of really long days whenever required. Up here, most of the installers only work about nine months of the year, so if I wasn't doing plenty of 12-hour (or even 15 or 16) days during the "on" season, I'd think of myself as pretty lazy.

The job I'll never forget: My first septic job, which was only six years ago. I installed four rows of Infiltrator (Water Technologies) chambers in beautiful sunny weather on an absolutely beautiful rural property. I remember so well thinking that I just love this work. The trench digging went fast and it was so rewarding to finish all those nice level trenches in a single day. Since this install, I've done well over 100 septic systems and I still love the work.

My favorite piece of equipment: It is a toss-up between my Stihl 440 chain saw and my truck and the way I've customized it. The saw is an

(continued)

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older carbureted model that still runs like a champ. We do a lot of rural work so that means dealing with a lot of trees. My saw is always with me stored in my truck and I seem to use it constantly. My truck is a 2016 Ram 3500, bought new. I was able to order exactly what I wanted with all the heaviest-duty options like automatic air bag suspension. I mounted big aluminum side boxes in the truck bed that still allow me to haul gooseneck trailers but they give me two long storage compartments for everything from saws and rakes to shovels and digging bars. The beauty of the system is that it locks with my key fob via the tailgate. Also, almost every day I am standing on that checker-plate surface of the compartments and I can even load all sizes of 8-foot wide Premier Plastics septic tanks width-wise on top.

Most challenging site I've worked on: Another toss up. Was it that steep rocky scree slope of pipe-puncturing fractured rock? That job seemed endless even though it was only a tank and pump chamber install that dosed to a common dispersal field. I used something like seven dump trucks of bedding sand to bury the tanks and 200 feet of pipe. That job beat the heck out of my excavators. Or was it that nasty, high-groundwater site where digging to depth for the concrete pump chamber required my water pump running continuously for hours? When it came time to place the pump chamber on that one, the swimming pool-sized hole came close to consuming my 8-ton excavator.

Oops, I wish I could take this one back: One of my bigger mistakes was when I misinterpreted a very poorly done "septic approval for the purposes of subdivision plan." Its content made me think it was an approved and filed septic design plan that was ready for installation. When I went to install the septic tank in the exact location specified, I hit bedrock at two feet. I poked around elsewhere and there was poor quality thin soil with drainage issues throughout the property. After further exploration, I turned up the two test holes used by the engineer to grant the subdivision approval. The deeper of the two holes was only 28 inches. Here in British Columbia, these test holes need to be a minimum of 60 to 84 inches depending on soils and intended dispersal field. I bailed on the job thinking my further involvement in doing things correctly from that point on would only cause more difficulty for the property owner who I felt very badly for. The whole thing cost me many days of wasted time, a ridiculous amount of driving and I lost a week of revenue.

◀ About 70% of installs are gravity systems using Premier Plastics and Canwest tanks.

The craziest question I've been asked by a customer: It's more of a genre of questioning — people grinding me on price. It is crazy for the client to do this because it will result in me wanting to round up numbers on their invoice rather than my more typical rounding down in their favor.

If I could change one industry regulation, it would be: I wish our SPM had specific exclusions for large rural properties (like, say, five acres or more). For example, under our current standards, a modest home in the middle of a 20-acre property with fast-draining gravelly sand soils and a 300-foot deep water well located 500 feet from the proposed septic field would require a dosed/pumped system. Exclusion examples could be things like doubled horizontal setback distances for water wells and property lines to permit the use of simple gravity-based systems in faster draining soils. It just doesn't seem right to install a \$20,000 system here when an \$8,000 system would have no chance of creating a health hazard and it would eliminate all the complications a pump brings into the equation. This kind of stuff brings a bad name to our industry.

Best piece of small business advice I've heard: "When starting out on a new business or new aspect of your business, ask the right questions to the right people and, just as importantly, be open to their answers even if it is not what you want to hear." I used to be a small business counselor, mentoring people starting small businesses. The successful startups fast-tracked their way to having viable businesses by asking hard questions to everyone they could think of who might know something about their industry — including their competition. Most of the time, by engaging with your competition you make allies and learn from their mistakes instead of from your own.

If I wasn't working in the wastewater industry, I would: I've always thought being a park ranger would be a terrific job.

Crystal ball time – This is my outlook for the wastewater industry: I would guess the Type 3 treatment systems will get better and better — more efficient, less maintenance, and less expensive. I sure hope they do as we are cramming more and more people on this little old planet. **P**

- Compiled by Betty Dageforde



▲ A Premier Plastics tank fits across the fabricated aluminum boxes on the 2016 Ram 3500 pickup.



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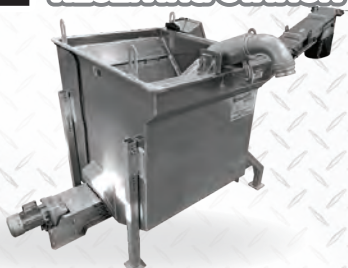
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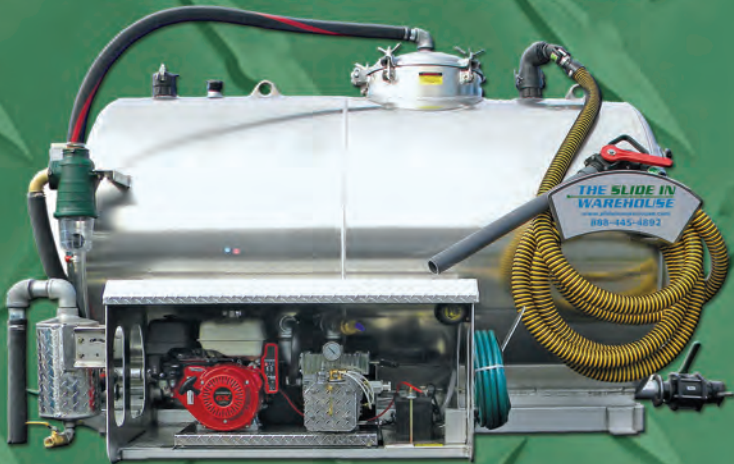
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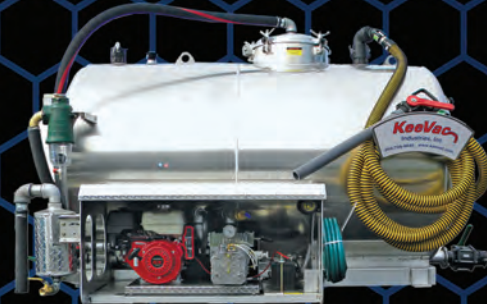
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MyTana's compact skid- or truck-mounted jetters are suitable for unblocking and cleaning house connections and sewer lines, providing the flexibility to take on residential and light industrial work.



They can be customized with many options. The Compact Pro is suitable for work in lines up to 20 inches. It includes 270 feet of 1/2-inch hose on a hydraulic reel and delivers water flow up to 18 gpm or cleaning pressure up to 3,000 psi. The Economic fits medium-duty commercial vehicles for work in lines up to 24 inches, with water flow up to 26 gpm or pressure up to 3,000 psi. A hydraulic hose reel swivels 225 degrees and holds 400 feet of 1/2-inch hose. The units are built by ROM. **800-328-8170; www.mytana.com.**

VACUUM PUMPS/BLOWERS



Fruitland 870 Series

Fruitland's 870 Series pump allows vacuum levels of 28.5 inches Hg and continuous vacuum of 27 inches Hg. Additionally, it is capable of providing 30 psi pressure for offloading. Oil consumption is 1 gallon for 18 hours of operation, which provides cost savings and reduces environmental impact, according to the maker.

Fruitland is less restrictive on the type of oil used, allowing customers to buy locally available, nonproprietary oil. The pump delivers 510 cfm (free air) through 4-inch porting. **905-662-6552; www.fruitlandmanufacturing.com.**

National Vacuum Equipment Challenger 1600

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



Presvac Systems PV750

The **Presvac Systems PV750** rotary vane pump is designed for continuous full-vacuum operation in extreme conditions. It offers 400 cfm at free air, 350 cfm at 15 inches Hg, a maximum vacuum of 27 inches Hg and maximum pressure of 35 psi. Dual fans and twin-ballast ports efficiently cool

the pump, according to the maker. The solid housing with deep cooling ribs allows for greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger to aid in heat reduction. Multiple manifold and drive options are available for truck, trailer or stationary applications. **800-387-7763; www.presvac.com.**

Wallenstein Vacuum 753 Series

The **753 Series** vacuum pump from **Wallenstein Vacuum** incorporates wide vanes that allow up to an inch of wear, designed for longer service life. It provides 422 cfm airflow at 1,200 rpm and is precision-machined to provide vacuum levels up to 28 inches Hg. Options include air-, liquid- or dual-cooling systems where air injection is combined with liquid cooling. A pump-flushing port is included on the top valve for convenient maintenance. The quick-access housing end plate allows for easy internal inspection with no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation or available with a sight-feed valve oil regulator system using vacuum/pressure to draw oil with no moving parts. **800-801-6663; www.wallenstein.com.**



Westmoor Conde SDS Ultra

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

VACUUM TANK PARTS/COMPONENTS

Cleral USA On Board Scales Reflex

Reflex onboard scales from **Cleral USA On Board Scales** are a crucial feature to have on any hydroexcavation, vacuum or pumper unit. Scales can tell operators when the vehicle has reached a maximum legal weight limit for the vehicle or for individual axle limits. The scale also helps drivers avoid excess wear and tear daily. The system can easily be installed on both new and existing vehicles with both





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VACUUM TRUCKS/TANKS



Imperial Industries' Freightliner 108SD

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

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

ITI Trailers & Truck Bodies 5,000/500 Vac Truck

The **5,000/500 Vac Truck** from **ITI Trailers & Truck Bodies** has a 5,500-gallon stainless steel tank that holds 5,000



gallons of waste and 500 gallons of freshwater. It is mounted on a Peterbilt 389 Cummins X15 Eaton Fuller 18-speed chassis with a 20K steerable lift. It includes a DOT bumper with integrated toolboxes and a pintle hitch, Whelen work lights in the front and rear, National Vacuum Equipment 4310 Pro Pak Blower, 14-gallon stainless steel secondary, a full-length curbside platform with ladder, 2-inch sight tubes on both compartments, a 6-inch heater dump valve, polished stainless steel hose trays, a CAT Pumps Model 3560 water pump offering 25 gpm and 3,000 psi, a shaft drive PTO driver jetter, and a Hannay electric rewind hose reel complete with 300 feet of 1/2-inch 3,000 psi hose, all mounted in curbside stainless steel toolbox. **888-634-0080; www.itimfg.com.**



KeeVac Industries septic trucks

KeeVac Industries septic trucks have tanks

constructed from marine-grade aluminum, stainless steel or steel. These tanks are mounted onto the customer's choice of chassis for a complete service solution. A variety of safety lighting packages are available. Custom sizes are available with engineered drawings. A variety of vacuum pumps and water pumps are available. **866-789-9440; www.keevac.com.**

Pik Rite steel 3,600-gallon vacuum tank

The **Pik Rite** steel 3,600-gallon vacuum tank is designed for strength and reliability. Its 3-inch internal plumbing keeps the exterior clean and simple. The vacuum pump mount is attached to both frame rails and easily supports pumps from any major manufacturer. It has four sight eyes for the waste compartment. The tank interior is equipped with walk-through baffles and a 20-inch rear manway for easy clean-out. The LED running light kit is installed with a fully molded wire harness. Operator work lights and a strobe light are mounted on the top rear lighting bracket. Polished aluminum hose trays and low hose hooks are coated with protective liner. **800-326-9763; www.pikrite.com.**



Satellite Vacuum Trucks MAL 4000

MAL 4000 trucks from **Satellite Vacuum Trucks** are large enough to pump four or five average-sized septic tanks before dumping,

and their open frames provide additional room for storage. The units are mounted on a Freightliner chassis that includes a 114SD/DD13 engine offering 410 hp and 1,550 ft-lbs of torque, a Fuller FRO-15210c 10-speed manual transmission from Eaton Vehicle Group, 18,000-pound front axle and 40,000-pound rear axles on an air-ride suspension with full-locking differentials. Additional features include a rib-free exterior, diesel flush kit, full doubler plate, multiple manways and backup camera. **800-883-1123; www.satellitevacuumtrucks.com.**

Vacutrax SepticTrux

SepticTrux from **Vacutrax** are available on chassis from 33,000 to 86,000 GVWR single axle, tandem or tri, with tank sizes from 1,800 to 5,400 gallons. Vacuum systems are powered by pumps from Elmira Machine Industries/Wallenstein Vacuum. **800-305-4305; www.vacutrax.com.**



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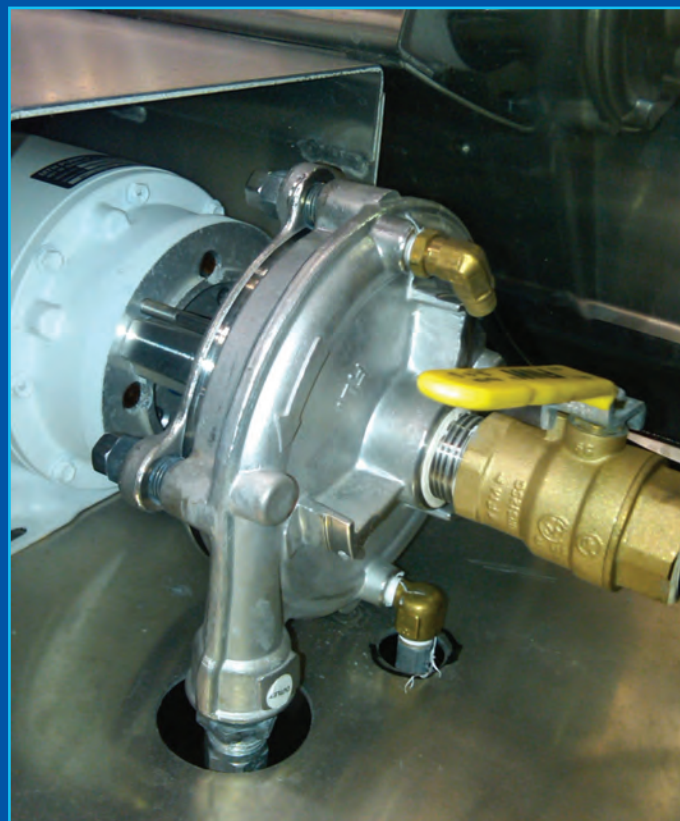
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CASE STUDY



Centrifugal pumps solve issues for vacuum truck manufacturer

Problem: A vacuum truck manufacturer was experiencing constant overheating and failure of washdown pumps. Cycling was causing these failures. The manufacturer had been using a pressure switch, which was required because the pump he was using would fail if it was left on. Leaks in the lines and valves constantly turned the pump on and off. Cycling was also causing the pressure switch to fail as well.

Solution: DC10 centrifugal pumps (with the use of a simple bypass line) from MTH Pumps are designed to run for up to two hours at shutoff without any heat or mechanical seal problems. This eliminates the need for valves and pressure switches, as well as the number of things that can (and will) go wrong in the field, reducing costs. They are manufactured with all cast stainless steel wetted parts and add the use of a standard dry run seal for reliability.

Result: After more than five years of service, the customer has had an almost flawless record of no failures with the pumps. 630-552-4115; www.mthpumps.com. **P**



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in the SPOTLIGHT

By Tim Dobbins

PRODUCT SPOTLIGHT: LUXURY TRAILER FIT FOR SPECIAL EVENTS

Special events and occasions call for special restrooms, and because of that, luxury facilities have found a place among the world of portable restrooms.

The Majestic restroom trailer was developed and released by NuConcepts as a unit that could be used for weddings and special events. "We wanted something that would stand out, something classy," says Hilario Coelho, facility manager at NuConcepts. "Our Majestics have the 'wow' factor."

Users will find vinyl-plank flooring, a brushed aluminum ceiling and flushing porcelain toilets. Other standard features include aluminum trailer wheels, a 30-watt solar panel and 35-amp converter, accessible battery box recessed and built into the deck, recessed LED lighting, powered roof vents, metered faucets, single-cast beveled counters and sinks, city water connections, high-quality fiberglass construction, and motion sensing and latch-activated power. Options include air conditioning, stainless steel dispensers and a stainless steel half-moon trash can.

The Majestic has been in production for more than four years, but modifications to the design have been implemented over time based on outside input. "When we put these together, we try to think of everything our customers have to deal with, and we are constantly changing them and making improvements based on feedback," Coelho says. He says they built the Majestic to look good and provide easy maintenance and durability. They utilize common sealed rotocast holding tanks and a single drain.

The trailer is designed to adapt for multiple placements by offering two options for step placement, allowing customers to choose street or curbside. The Majestic is also designed in a short, compact form to allow easy maneuverability for operators. Customers also have the option of choosing between a dual or quad unit.

The dual, two-restroom model is 183 inches long, 96 inches wide and 121 inches tall. It contains a 90-gallon freshwater tank and a waste tank with 150-gallon capacity. The quad, four-restroom trailer is 280 inches long, 108 inches wide and 121 inches tall. The storage capacity for fresh and wastewater is doubled from the dual.

Coelho reports the Majestic is well received by restroom contractors and users.

"We have been in the restroom business for over 25 years making restrooms and for us it's all about customer service," Coelho says. "If anyone has an issue with something, we are here for them, no matter what." **800-334-1065; www.nuconcepts.com.**

CAPE COD BIOCHEMICAL JUMP START (CAPE COD)

Jump Start healthy probiotic septic starter from Cape Cod Biochemical is designed to accelerate the health of septic tanks after being pumped. It prevents clogging, sewage backups and odor drafts from septic pumping tanks, reducing organic sludge, grease buildup and slime layers beneath the drainfield, according to the maker. After the septic tank is pumped, add 1 pound (two scoops) per 500-gallon tank capacity directly into the septic tank. For cesspools, apply 2 pounds (four scoops) per 500-gallon tank capacity directly into the cesspool following pumping. CCLS septic tank treatment should be used monthly per label or at the septic contractor's recommended dosage. It is safe for the environment when used according to specifications. **800-343-8007; www.septiconline.com.**



GENERAL'S JM-1000 MINI-JET BRAID HOSES

General Pipe Cleaners' JM-1000 Mini-Jet now offers optional stainless steel braid supply and jetter hoses. The upgraded supply hose features a durable, 10- by 3/8-inch stainless steel braid design with a compression fitting for attachment

directly to angle stops beneath sinks. The abrasion-resistant, stainless steel braid jetter hoses smoothly traverse 1 1/2- to 3-inch drainlines and easily navigate tight bends. Available in 30- and 50-foot lengths, the 3/16-inch Teflon core also reduces water flow resistance, improving small-line cleaning power. **800-245-6200; www.drainbrain.com.**

BEE VALVE MECHANICAL OPTIONS FOR POLYPRO BALL VALVES

Bee Valve offers two mechanical options for its polypropylene ball valves. The locking hasp ball valve option features heavy-duty plated hardware. The hasp locks the valve in either an open or closed position. Valves can be ordered with the locking hasp or separately. Locks not included. The ratchet return option for Bee Valve's polypropylene bolted ball valve is available on 1 1/4-inch FP valve, the 1 1/2-inch full port ball valve, and the 2-inch standard port ball valve. The return is designed for hard-to-reach applications using rods or cables. It is fast-actuating with full on and off positioning. **800-634-3078; www.beevalve.com. P**



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INDUSTRY NEWS

Left to right, Rhonda Anderson, Ernie Anderson and Robyn Householder, president/CEO, BBB of Middle Tennessee



Allgood Sewer and Septic wins BBB award in Tennessee

Allgood Sewer and Septic Tank Service, White House, Tennessee, has won the BBB Torch Award for Middle Tennessee and Southern Kentucky. The Torch Award was first given in 1998 to celebrate local businesses dedicated to building trust through ethical practices. "We are honored to receive this prestigious award from the Better Business Bureau, in the small business category. We always try to do the best job for our customers, to answer their questions and educate them on their septic system," said Ernie Anderson, who owns Allgood with his wife, Rhonda.

Brian Stroetz joins Imperial Industries

Brian Stroetz joined Imperial Industries in a sales role. He has worked in the wastewater industry for 30 years. Stroetz will focus on direct customer interaction to guide clients on choosing the best sanitation equipment for their business.



Brian Stroetz

Vac-Con manufactures 9,000th unit

Vac-Con announced its 9,000th truck build since its founding in 1986. The milestone came just before the close of 2020. Vac-Con has approximately 300 employee-owners. In honor of the accomplishment, a custom T9K — or Truck 9,000 — logo was created and will be used throughout 2021 on various employee and marketing pieces. **P**

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BUYING, SELLING OR A NEW START-UP?

My name is David J. Burnie. I have 40+ years of experience in the septic industry. I have owned, operated and sold 3 full service septic businesses. I also worked as a manager for Wind River Environmental and held senior management positions for Bluewater Holding Corp. and Neighborhood Wastewater. I am not another suit. I've owned and operated pumpers, dug ditches, cleaned interior grease traps, worked sewer and drain equipment, water jetters, and built many new septic systems. At the end of the day I went home tired and dirty. I believe my experience can help you identify the cross roads you may encounter. I can help with new start-ups, purchasing an established business, or with selling your own company. Put my experience to work for you. I've lived the good, the bad, and the ugly. The good is rewarding, the bad is difficult, and the ugly is a disaster. Contact me by email (djb5253@gmail.com) or call me (774-216-1440). No charge for the first conversation. Thank you, David J. Burnie, High Tide Septic Solutions. (P05)

Looking to purchase a portable toilet rental company, based & operated in the USA, southern states preferred but will consider anywhere in the USA. A septic division would be a bonus as well. Please email me with all details. wallyswagon@hotmail.com. (P05)

Thriving grease trap business for sale in sunny Tucson, AZ. 35 years in business, want to retire. Everything ready to be taken over. If interested call 520-730-4867 or email gkauff@comcast.net. (P07)

Well-established, booming SW Florida business for sale. From North Port to Marco Island 900+ units on the street, 15 ADA, 30+ sinks, 20+ holding tanks, 7 trucks, 2 trailers. Many long-term construction customers, year-round event customers. Documented yearly growth. Only serious buyers need to inquire. Email office@ronsjons.com. (P06)

Portable toilet business for sale. Great reputation, consistent customer base, over 14 years in business. In one of the hottest areas in the nation, middle Tennessee. 525 units, 4 Dodge pumper trucks. Serious inquiries only. Email for more info toiletcoforsale@yahoo.com. (P06)

Established residential septic service business for sale in central New Mexico, USA, 3 hours south of the Colorado line. Serious inquiries call Jim @ 505-867-5594. (P08)

Thriving, well established since 1945 Septic Cleaning Company in Northeast CT for sale. Turn-key business. Large residential and commercial client base. Includes two Kenworth pump trucks, 2016 & 2019 each 4,600-gallon capacity, 2004 Mack pumper 3,300-gallon capacity, 2016 Ford F550 Mason Dump with plow. Full service expansion opportunities possible in this area due to minimal competition. If interested, garage for rent with three high bays, storage room and attached office. Willing to train. ONLY serious inquiries please. CONTACT: lisact@parentsanitation.com. (P05)

Busy, South Denver, Colorado septic business for sale. Septic pumping, maintenance, inspections, septic installs and camera work. Established business with a great location. 2 pump trucks 1 - 2020 and 1 - 2006 both in excellent condition. 2016 mini ex, 2017 trencher, 2019 skidsteer, 2017 5500 4x4 truck, 2018 trailer. Nice equipment. Can purchase business with or without office/real estate. For more information, please call 303-882-1986. (P05)

Selling South Florida septic business with: Pumper 2,700-gallon; 2 dump trucks; 2001 Ford Van; 3 JD backhoes, trailers. Asking \$280,000. HUGE POTENTIAL for growth! Only qualifiers contact: Andy Fischer, a.fischer@murphybusinessbroker.com or 786-253-7450. (P05)

www.RooterMan.com. Franchises available with low flat fee. New concept. Visit web site or call 1-800-700-8062. (PBM)

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com,
FreeServiceDispatchSoftware.com,
FreeRouteManagementSoftware.com. (PBM)

DEWATERING

Used dewatering boxes and accessories for dewatering equipment. Call for details 979-245-5656. (P08)

Submit your classified ad online!
www.pumper.com/classifieds/place_ad

DRAINFIELD RESTORATION



New & Used TERRALIFT machines
/ Terralift parts and beads . Aerratech Solutions LLC, 413-394-4567 or cell- 413-441-1140. Call and learn how the TERRALIFT machine can earn your business an **extra \$250,000 in revenue a year.** (PBM)

DRAIN/SEWER CLEANING EQUIPMENT



1984 Chevrolet Camera Van.
Rear-wheel drive, 8 cylinder, automatic transmission. 222,000 miles. 2 Trac camera's. 4000 Watt Onan Generator. Former city truck. **\$6,000 OBO.**
Contact Ray @ 360-957-0891 or
alloutsewer@live.com. WA (P05)

GREASE TRAP UNITS

Thriving grease trap business for sale in sunny Tucson, AZ. 35 years in business, want to retire. Everything ready to be taken over. If interested call 520-730-4867 or email gkauff@comcast.net. (P07)

HAZARDOUS WASTE UNITS

2009 Peterbilt 340 cab & chassis with a Presvac 3,200 U.S. gallon, C/S, D.O.T. 412, dump type, vacuum tank and a Presvac PV750 pump. (Stock #8412C).
www.vacuumsalesinc.com
(888)VAC-UNIT (822-8648). (PBM)

2013 Peterbilt 348 cab & chassis with a Presvac 3,200 U.S. gallon, C/S, D.O.T. 412, dump type, vacuum tank and a Presvac PV750 pump. (Stock #9277C).
www.vacuumsalesinc.com
(888)VAC-UNIT (822-8648). (PBM)

2011 Peterbilt 348 cab & chassis with a Presvac 3,200 U.S. gallon, C/S, D.O.T. 412, dump type, vacuum tank and a Presvac PV750 pump. (Stock #0200V).
www.vacuumsalesinc.com
(888)VAC-UNIT (822-8648). (PBM)

Used 2020 Peterbilt 348 cab & chassis with a Presvac 3,000 U.S. gallon c/s D.O.T dump unit. (Stock #055R).
www.vacuumsalesinc.com
(888)VAC-UNIT (822-8648). (PBM)

1997 Ford with Cusco 3,200-gallon DOT certified dump and door liquid vacuum truck. Cat engine with Moro M9 vacuum pump. Runs and pumps excellent. \$37,500. KLM Companies 617-909-9044 (PBM)

2000 International with Cusco High Dump 27", DOT Certified, 412 with vacuum pump, pressure offload as well. Cummins Power with low miles and hours. KLM Companies 617-909-9044. (PBM)



2007 Kenworth T800 with Presvac 3,500-gallon DOT Certified dump/door vacuum tank, Hibon 900 CFM 27", new blower and tank inspections, pre-emission with 400 CAT with 18-speed trans. 44k rears 20k pusher 20k front. **Great condition. KLM Companies 617-909-9044. (PBM)**

HYDROEXCAVATING EQUIPMENT



99' Vactor 2100 fan, Sterling L7501, VIN#2FZNRJBB9XAA73422, Cat 7.2 L6 engine, 54k mi, 10.6k truck engine hours, water pump 80 gpm @ 2500 psi, 15y debris tank, 1,300-gal water tank, John Deere engine 6068TF **\$28,900.**
Runs good. 727-359-4971. FL (P05)

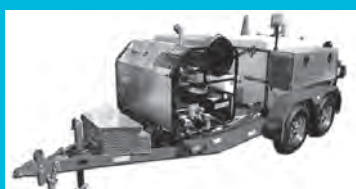
PUMPER'S MONTHLY
CIRCULATION REACHES

**23,000+
READERS!**

JETTERS – TRAILER



2018 Spartan Warrior 4018, 800-hours, Kohler diesel, 500' hose included, remote, 300-gal holding tank, swivel reel, great machine, stored indoors, delivery available. **\$32,000. Call 330-231-5943. OH (P05)**



The HotJet II® is a best-selling hot and cold-water drainline cleaner featuring a 35hp Vanguard engine by Toyota and delivering 10gpm @ 4,000psi that cleans drains up to 300' and 12" in diameter. Priced at \$34,995 including freight to the lower 48 states, the HotJet II® is American made using nonproprietary parts for affordability and ease in serviceability making its return on investment truly impressive. **Financing available. 800-624-8186; sales@hotjetusa.com; www.hotjetusa.com (PBM)**

JETTERS – TRUCK



2008 Vac-Con VPD4212LHAE/1300 mounted on a 2008 Sterling LT8511 Chassis. Cummins ISC 300hp with an Allison 300RDS. Deutz 131hp Aux engine with 3000psi 50gpm Giant GP7145 water pump. **\$165,000 OBO. Located in Clearwater, Florida. 727-576-1111. (P07)**

LIST YOUR EQUIPMENT
IN PUMPER CLASSIFIEDS!

**www.pumper.com/
classifieds/place_ad**

JET VACS



2003 Peterbilt 378 with a Keith Huber Berringer unit. Tank is 3,500/300 with 35gpm @ 2000 psi jetting/pressure washing system. Asking: **\$170,000. Call: 715-572-4250. WI (P06)**



New stock 2020 Aquatech B-10, 5000 cfm, 18" Hg vacuum system, 80 gpm @ 2000 psi multi-flow water system. Unit has hydro-excavation capabilities mounted on 2020 FL 108. Chassis has 16k front, 46k rear, 370 hp, auto. Unit has extremely low hours and mileage. Current list is \$387,000, will sell for **\$350,000. Contact Carolina Industrial Equipment at 704-704-588-4523 or marty@ciequipment.com. NC (P05)**

LEASE/FINANCING

Western Equipment Finance, a bank-owned direct lender, is committed to continuing to help you prosper. All Equipment Types, New or Used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can TRUST, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (PBM)

PARTS & COMPONENTS



Clear the Main Line with ease, JnA Main Line Vac. Just hook the line vac to your hose, insert the incoming mainline pipe and watch the line come clean. Works on 3" & 4" pipe. Free shipping in the US. \$139.99. **Order at jnamainlinevac.com. 919-559-9344. (PBM)**

ALUMINUM VACUUM PIPES: Parts/pipe to help you manage wastewater. Our knowledgeable staff and fast service will help you choose and quickly receive the right pipe & parts. We can custom build almost any aluminum/cast aluminum, black/galvanized steel and PVC fitting. Call 800-246-3685. Schumacher Irrigation, Inc. (P08)

PORTABLE RESTROOMS

Looking to purchase a portable toilet rental company, based & operated in the USA, southern states preferred but will consider anywhere in the USA. A septic division would be a bonus as well. Please email me with all details. wallyswagon@hotmail.com. (P05)

31 Satellite Industries - Poly Mini Portable toilets and 15 Satellite Industries - CRANE Poly Mini Portable toilets for sale. \$100 each toilet. Contact Brad Todd @ 615-599-7778 or BradTodd@jandjservices.com. TN (P05)

4,000 used portable restrooms for sale. Updating our fleet to the new Zenith portable restrooms from Sansom Industries. Prices range from \$125 - \$325. Call Jim Reisinger @ 314-776-4000. (PBM)

PORTABLE RESTROOM TRAILERS

2001 Keith Huber International pump truck. 2 Decons, 28' Tonto, 18' Royal, 2001 ASCI, 16' Presidential, 26' Presidential, portable toilet hauler trailers. 315-437-1291, NY (PBM)

PORTABLE RESTROOM TRUCKS

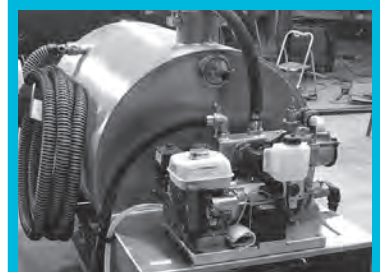
At auction on bigiron.com on May 19th. 1999 and 2001 Dodge 3500 toilet pumpers. 500-240 w/ dual 4' storage boxes. Gooseneck hitches and 2 toilet carrier, 14 toilet gooseneck trailer and 8 toilet or 6 plus ADA trailer. 308-870-0042. (P05)

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

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TRUCKS AND
EQUIPMENT
FOR SALE IN

**PUMPER
CLASSIFIEDS!**

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classifieds/place_ad**



Ameripump Mfg LLC has aluminum slide-in for sale!! Priced at \$9,950 plus shipping. Tank size - 300/150 or any custom style to fit your needs. Features include: Honda engine, Masport pump, Flojet water pump with 70 psi, 30ft suction hose, 30ft garden hose. Also, it is able to fit in the back of a pick-up truck for easy pick up. Please feel free to call us at **918-438-2953 or email office@ameripumpmfg.com. OK (P05)**



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. (P05)**

New Imperial 1,300 U.S. gallon, portable toilet service unit mounted on a 2020 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13961). **(888)VAC-UNIT (822-8648)**

www.vrentalsllc.com. (PBM)
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)**

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)**

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)



Ford F350, showing 113k miles, 7.3 diesel, 600/300 tank - reversible pump. Would be a good starter truck or standby truck. **\$9,500 OBO. Call Rental PRO 606-439-4887. KY (P05)**



2008 Isuzu NRR Diesel w/Crescent flat bed tank (750 waste/350 fresh). Holds 6+ 2 units. Runs great! Ready to work! Still using truck until new one arrives. Lots of new parts on truck and vacuum system. **Located near Orlando, FL. 407-340-4147. (P05)**



2011 Ford F450, diesel, auto, 2-wheel drive, steel vac tank, 500 waste/250 water, Conde SD pump. **Call JR @ 720-253-8014, CO. (PBM)**

Pumper

AVERAGE MONTHLY CIRCULATION

**REACHES
23,000+
READERS!**



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 (P05)**

PUMPS

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

RENTAL EQUIPMENT

2022 Polar Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Rentals Inc. 617-909-9044. (PBM)

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

ROLL-OFF TRAILERS

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

SEPTIC TANK FORMS

Lowboy 750 & Regular 1,000-gallon PRECAST CONCRETE SEPTIC TANK FORMS - BOOM TRUCK - BRIDGE CRANES - ETC. For equipment list, prices, & pictures email tankco@charter.net or call 931-526-2964. TN (P05)

SEPTIC TRUCKS



2011 International 4400 with DT 466 270 HP, very clean truck with a like-NEW 2017 2,300-gallon Pik Rite vacuum tank with 2017 Fruitland vacuum, truck has all aluminum hose trays, and super liner coating on the trays and 18-inches up the side of the tank. Well maintained with a fresh service, mileage 116,000 with roughly 800 hrs on the vacuum, VERY LOW USAGE. All new injectors. Heated mirrors, A/C, cruise control, HD Allison auto and locking diff. All synthetic lube since the truck was new. This Pik Rite tank is very high quality top spec. **443-309-0666 or hpierce@zoominternet.net. \$59,900. MD (P05)**



2011 Mack Pinnacle septic truck w/ 4,600-gal tank. 455hp, MP8 engine, 10-speed Road Ranger, triaxle w/ Jake-Brake, Fruitland - 600cfm pump, 595,000 mi. Very good condition. **\$60,000. Call 717-226-1819. (P05)**



7 Freightliner M2's. 87k-220k miles! New tanks, new pumps, new PTOs. DOT certs, full service, one owner fleet trucks. Ready to work. **Rayel 501-388-9565. Logan 501-388-9464. Shipping and financing available. AR (P05)**

2007 Ford Super Duty F650, automatic, 211,579 with 1,200-gal tank. Mike 201-693-0912. NJ (P05)

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)



2016 International 4300 (2 available), Cummins engine, automatic, 105,000 miles, new 2,500-gallon tank, new Moro pump. **\$75,000. Call Alan 786-908-5436. (P05)**



2011 Freightliner M2 112 DD13, Allison automatic, 420 HP, original double frame from factory with spring suspension, 44K rear, 18K front, double lock differential, new tires and aluminum rims, new 4,000-gallon carbon steel tank, new Masport Hydra Plug & Play. **\$79,900. Call Alan 786-908-5436. (P05)**



2001 International 4900 with 2,150-gallon tank. Has a recently rebuilt motor. Chassis is in excellent condition and was well cared for. 242,000 miles. Ready to work. **\$29,000. Call 814-590-0513. PA (P05)**



1999 Mack E7, Eaton Fuller 10-speed transmission, new 3,600-gallon tank - never used, 609 Challenger pump, 90% rubber. **\$49,900. Call Scott Salonen 763-213-8235. (P05)**

2006 Peterbilt 335, 325 hp, 60k miles, rebuilt Cummins engine by Cummins, diesel 10-speed, 60k GVW 20/20/20, 4,000-gal Transway steel tank, 100-gal fresh water tank. 400cfm Masport pump. \$65,000. 203-746-3900. (P05)

PLACE YOUR AD ONLINE AT WWW.PUMPER.COM - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



2016 International, HV model, Air-ride, 8LL trans, 3,600-gallon steel Pik-Rite barrel, Masport liquid cooled pump, heated valves, excellent operating condition, 115,000 miles. **\$80,000. 301-845-8806. MD. (P05)**



2016 Freightliner M2-112, all white truck with 2,500-gallon vacuum tank, new 20 HP Tecumseh motor, new PN 84 Jurop pump, 3000 Allison transmission, automatic air-ride suspension, cold A/C, tires new - 90% rubber, mileage: 290,000. RUNS GREAT! \$50,000. Shipping available to anywhere in US (shipping fees are separate). **VIN# 3ALACXC46DHC1906. 1-800-721-2774. (P05)**



2011 Western Star, 275,000 miles, 4,620-gallon Elliott septic tank with Rotary-vane pump, National Vacuum Equipment (NVE). Truck - Detroit DD15 14.8L 475 HP, Eaton manual RTO-16908LL 8LL-speed, rear 4.30 tri-axes, GVWR (lbs) 86,000, steel frame, 260" wheelbase. Delanco, NJ. **\$59,500. Call Peter at 516-297-3691 or Andrew Hayes at 516-397-6163. (P05)**



1989 Ford F800, 2,500-gal. tank, 10' discharge hose. **\$21,000. Tim Porter - Ace Septic Services 804-790-0096. VA (P05)**



(2) 2007 FL-M2 single-axle pump trucks for sale. New 2,500-gallon tanks. New pumps. New PTOs. Both trucks have 150,000 original miles. One owner fleet trucks. Solid trucks. **Logan 501-388-9464 or Ray 501-388-9565. Central Arkansas. Shipping and financing available. (P05)**



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)**



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. **\$38,500. Andrew Bloom 561-302-7195 or andrew@raiderrooter.com. FL (P05)**

2005 Freightliner 16M, 1,850-gallon steel tank with Jurap 84 pump. 243,000 miles. 26,000lb under cdl, runs good, tires in good shape, has CAT motor - was rebuilt at 185,000 miles. Photos available. Asking \$25,900 with out jetter, jetter can come with for additional \$2,200. Located in TN. Call Roger 423-855-2828. I do have photos and video. (P05)

Pumper Classifieds Work!



2011 Freightliner M2 business class, Cummins motor, automatic trans, 263,867 miles, 2,500-gal carbon steel tank, Jurop PTO pump. Also Includes: - 2"x 25' cam lock hose w/ caps & plugs (4) 3" x 25' cam lock hose w/ caps & plugs (4) 4"-3" reducer fitting - 3"-2" reducer fitting - 2"-2" male to male - 2"-2" female to female - 3"-3" male to male - 3"-3" female to female. Bought the truck a year and a half ago and haven't used it enough to keep it around. We've put less than 5,000 miles on it. Everything is excellent working condition. **Asking \$50,000 OBO. 979-203-4325 or 830-302-1386. TX (P05)**



2012 F550, 191,000 miles, rack body hydraulic lift, 300-gallon waste/100 fresh. 2010 Kenworth, 291,000 miles, 8-speed Eaton, 1,300 waste/400 fresh. **\$40,000 for the pair. Contact Adam 508-335-1307. MA (P05)**



2007 Volvo, 400 hp Cummins, 119k miles, 10-speed, A/C, cruise. New: 2,500-gal tank, stainless steel hoses/trays, Fruitland 500 vac-pump, paint, tires and alum wheels. Very low miles, clean truck with all new equipment. **\$53,000. Call Hulls Truck Bodies LLC. at 740-820-5338. OH (P05)**

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)**



2005 International, ISM Cummins, 400 hp, 10-speed trans, A/C, cruise, newer 3,600-gal tank and Challenger vac pump. New tires and alum wheels. Nice truck, ready to work. **\$42,000. Call Hull's Truck Bodies at 740-820-5338. OH (P05)**



*****PRICE REDUCED*** 2012 International 4300,** Allison auto-trans, super clean and ready to work!! NO DEF fluid NO DPF filter so the truck has GREAT POWER and MPGs. It also greatly reduced maintenance and operational costs without these components. 3,200-gal vacuum tank makes big jobs easy with 32" clean out hatch, Masport rebuilt 400CFM liquid cooled pump, good tires, very clean and comfortable interior w/ air-ride/lumbar driver. Recently replaced: Muncie soft start PTO & drive shaft, air compressor, fuel pump, batteries, brakes, steer and drive tires and more. Can provide shop records. Only 189k miles. **\$42,960 OBO for a quick sale. It won't be on the market long! Call Today 803-718-4727. SC (P06)**



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



New 2022 MY T270 (non-CDL) with 1,900-gallon steel vacuum tank, Juroop 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. (P05)**



New Kenworth T370 (54,000 gvw) with 3,550-gallon 1/4" steel powdered coated steel vacuum tank, Juroop 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 Eric 405-826-4706. (P05)**



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. (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)**



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)**



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 Juroop pump. (Stock #6025V). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (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)**



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)**



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)**

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., 1,800-gallon steel tank and Masport pump. **Call JR @ 720-253-8014, CO. (PBM)**

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

Pumper Classifieds Work!

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

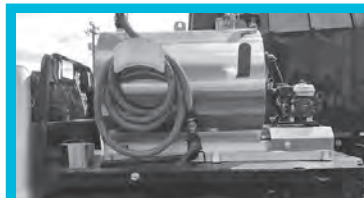
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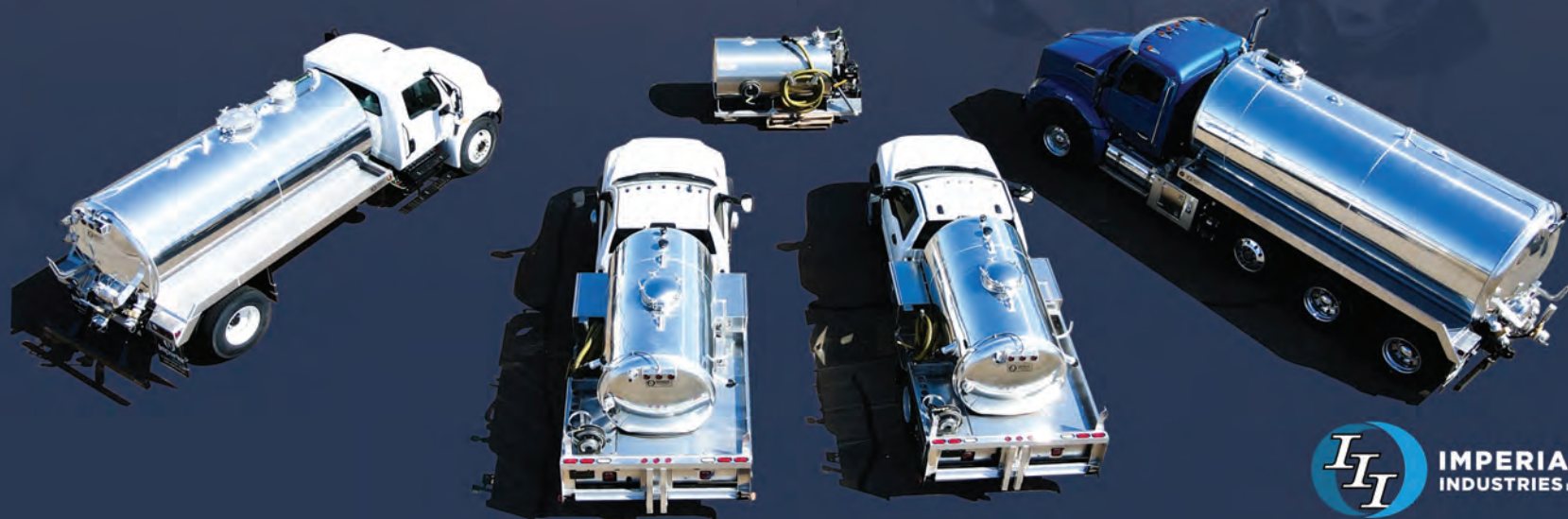
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