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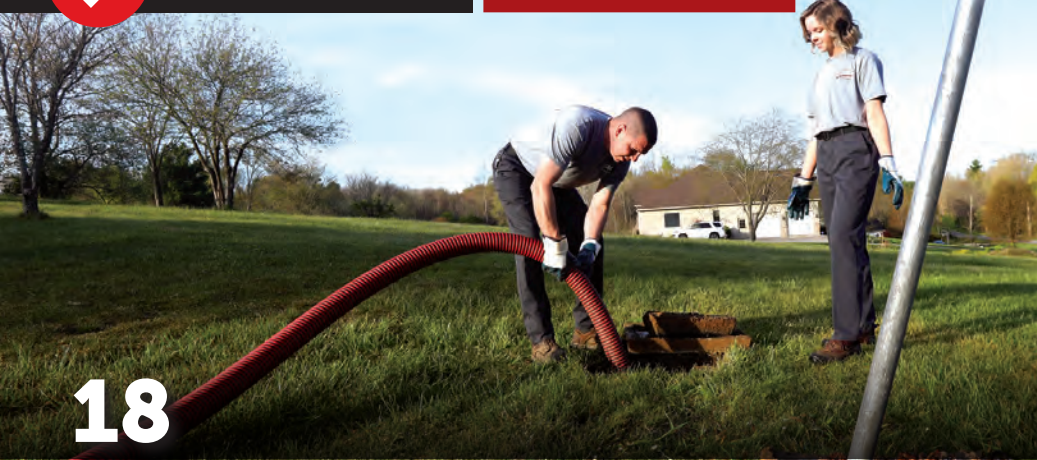
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ON THE COVER:



Pumping is the key to togetherness for the Sims family of Mount Vernon, Ohio. Co-owner Chad Sims and daughter Hanna, of On-Site Sanitation, are shown with a 2020 Peterbilt service truck built out by Amthor International with a 4,200-gallon tank and National Vacuum Equipment blower. (Photo by Amy Voigt)

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

Jim Kneiszel
Editor

They Didn't Pay, So We Dumped It Back in the Tank!

What's the outcome when the unthinkable response to a non-payer becomes reality? Hint: There's no happy ending.

Well, it finally happened. After years of hearing pumpers joke around about the ultimate way to punish customers who don't want to pay their bills, one of them finally put the waste back into the septic tank. And not at all surprisingly, it didn't work out too well for the pumper. And the story hasn't been good for our wastewater industry either.

Unhappy pumpers like to blow off steam on social media. I get it. But I certainly don't endorse some of their ideas. For years I've seen online posts from small-business owners complaining about customers who question septic service bills or flat-out refuse to pay for charges they don't understand or accept. Like all local service contractors, pumpers work to put food on the table, save for retirement and send their kids to college. You do a tough job and deserve to be paid for your labor and your expertise.

Most of the time, pumpers are paid. On time. And by customers who are grateful someone is out there performing this difficult and dirty work. In fact, I bet if you pump a thousand tanks a year, only a handful of customers seriously question your charges, ... and only a fraction of those who ask about the bill also refuse to pay it. Sure, the give-and-take with those few folks can have an outsized impact and ruin your day. But luckily, they represent a small minority of your customer interactions.

So what happens when you take a billing dispute to the next — and I would argue absurd — level? We now know the answer to that question, thanks to the actions of a pumper in Massachusetts.

THE BIG DUMP

Recently this pumper — who will go nameless for the purposes of this column — responded to an emergency service call where he removed almost 6,000 gallons of waste from several tanks at a residential property. A week later, after failing to collect on the invoice given to the homeowners, the pumper returned and pumped 2,000 gallons back into one of the tanks before police intervened and told him to cease and desist.

The police were called about suspicious activity at the residence. It was clear there was a dispute over the bill for the previous septic pumping. The homeowners said they were unable to get an explanation of previous work performed and a report about the pumper's diagnosis of the situation.

➤ I sympathize with folks in the pumper community who encounter difficulty getting paid. Profit margins can be slim and capital outlay for equipment and workforce get steeper all the time. ... But that doesn't mean we can throw professionalism out the window.

At a town meeting following the incident, the homeowner reported having “zero communication” with the pumper up until that point. Also at the meeting, health department officials noted that the septage put back into the tank was not the same waste removed earlier, which could lead to other questions or issues.

The local board of health took a dim view on the pumper's antics. According to media accounts, the health department agent deemed the pump-back to be an illegal action. On a unanimous vote, the board fined the pumper \$500 and issued a 15-day suspension of his town septic permit. The health agent wanted to send a strong message to the pumper. “It's clearly not the way to do business,” he said, according to a news account. “And if those things continue to happen, it's going to result in some sort of mishap that is, you know, beyond repair — either environmentally, or from a human health perspective.”

A health board member responded that “It's inappropriate and wrong to put septage back into a septic system. We have to try and make it clear that was the wrong thing to do, and that no one else should ever consider doing that ... again.”

TAKE IT TO COURT

The somewhat minor infraction — based on the penalty alone — drew significant commentary on local news sites. Most of the reaction cast the pumper in a poor light, and that light reflected badly on small business contractors in general.

One poster said the pumper's action "was small-minded, stupid, ignorant, dangerous and illegal. First and foremost, they should lose their septic hauling license, forever. Intelligent, civil people settle payment claims in court, not by exposing delinquent customers to other people's [waste]. For openers, there should be criminal charges of trespass and dumping."

"This action speaks volumes. As a small-business owner myself, dealing with the occasional unreasonable customer unfortunately is part of the deal. This was an immature move that says something about the company and its people. I will look for alternatives next time I need my tank pumped," said another.

One poster questioned how quickly this situation was escalated by the pumper. "The retribution was exacted eight days after the service. In the universe I'm familiar with, paying an invoice within 30 days is considered on time. The customer should not be insulted with public accusations that 'they did not pay their bill.' Comes across like they were punished for disputing the bill."

Some in the court of public opinion sided with the pumper.

"Homeowners should educate themselves and see what it takes to do emergency calls, backhoe work, roofing, ditch digging and so much more. Spend a day in the shoes of the working stiff and see how much effort it takes to get the job done correctly."

And, "As a business owner, I have seen many customers find any reason not to pay their bills. It's really unfair. Our only recourse is to go to court, which costs us money and time. We all have families to feed and bills to pay, too. Yes, perhaps he stepped over the line in returning the 'product' in question, but the customer has responsibilities too."

FIND ANOTHER WAY

I sympathize with folks in the pumper community who encounter difficulty getting paid. Profit margins can be slim, and capital outlay for equipment and workforce get steeper all the time. Running a successful small business is a tremendous challenge without worrying about collecting on invoices.

But that doesn't mean we can throw professionalism out the window. And in my estimation, that's exactly what happened here.

First off, I am growing weary of inappropriate joking I see in any number of social media groups. And I'm not singling out wastewater group pages. The internet is awash with people sharing stupid commentary on vast arrays of topics. But I have to say that I have seen this pumper's very solution suggested numerous times on social media. However, that someone actually followed through with it is quite astonishing.

Do I really have to say it? Dropping a load back into a tank for payback is wrong. To quote George Costanza from the sitcom Seinfeld after being fired for an obviously grievous infraction: "Was that wrong? Should I not have done that? I gotta plead ignorance on this thing, because if anyone had said anything to me when I started here that that sort of thing was frowned upon ..."

What this pumper did is frowned upon. It should never have happened. His actions were irresponsible, could have caused environmental harm, and opened the entire septic service industry to criticism. What purpose did this impulsive act serve? Does the pumper believe this is the best way to get the bill paid and satisfy a customer? Clearly, dumping septage back into someone's tank would not accomplish either goal.

There is a silver lining to be found in the reporting about this incident. The health department official said it was only the second time he's seen

such violations in 24 years, and they were committed by the same contractor. I guess that shows that while many pumpers might want to seek retribution for non-payment, all but a few rely on their better judgment and seek more reasonable solutions.

YOUR INPUT, PLEASE

What do you think? What is your standard operating procedure to a customer who questions your bill or refuses to pay? How do you avoid an escalation of hard feelings, secure payment and preserve customer relationship? Share your advice with me at editor@pumper.com and I will pass it along to readers. **P**



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the impact of soil texture

This article offers an in-depth look at soil texture descriptions and how soil classes affect onsite wastewater treatment. Soil texture refers to the percent of sand, silt and clay in the soil. Most soil descriptions follow the U.S. Department of Agriculture classification for determining soil texture classes.

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Summer is a great time for construction work, but a brutal time for construction workers. Excessive heat and sun exposure pose significant dangers, such as sunburn, dehydration, heat cramps, heat exhaustion and heat stroke. This article offers tips to keep your crew safe.

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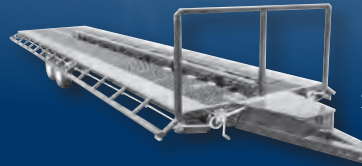
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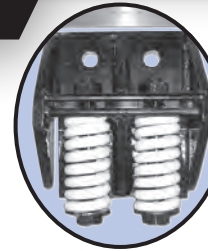
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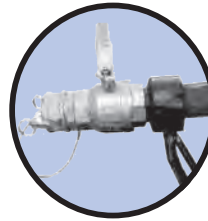
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FAMILY Values

On-Site Sanitation enjoys a long history of pumping for friends and neighbors in central Ohio

By Dee Goerge

A FAMILY TRADITION

At 20, Hanna Sims hopes to one day carry on the family tradition of operating On-Site Sanitation. If she does, she will represent the fourth generation to follow the path of her great-grandfather, Floyd Taylor, who started pumping septic tanks in 1948. His son, Ed Sims, worked with him until 1965 when they quit the business to work at the Pittsburgh Plate Glass Company factory. When the plant closed, Ed restarted On-Site Sanitation. Now, at 77, despite health challenges, Ed can't resist helping his son, Chad, whenever he can.

"We are 100% exactly alike. I can remember being 14 on a job, and he was doing work on a sewer line. I turned and got a tool before he asked for it. That's how well we worked together. I've been very blessed to work with my parents," Chad says, adding that his mother, Sue Sims, did office work for the business.

When Chad Sims purchased a bigger vacuum truck in 2019, he had no idea what 2020 would be like. But the purchase proved to be a wise one for his business, On-Site Sanitation, in Mount Vernon, Ohio. As an essential business, he worked steadily through the coronavirus pandemic, and customers spending more time at home realized just how essential it is to have septic tanks pumped regularly.

There was no shortage of work and 2020 broke business records, with the company pumping more than 2.5 million gallons. Chad credits the success to family members before him who created a respected business.

"A good work ethic is something I've been raised with," he says. "When I [and wife, Trina] bought the business in 2010, it was well established, and my feeling is, if I fail now it's on me." That's something he doesn't want to do — for his sake, and for the future of the family business.



◀ Hanna Sims loosens waste in a septic tank before pumping as her father, Chad, looks on. (Photos by Amy Voigt)

On-Site Sanitation LLC

Mount Vernon, Ohio



OWNERS: Chad and Trina Sims
FOUNDED: 1948-1965. Restarted 1975
EMPLOYEES: 2 full time, 4 part time
SERVICE AREA: Knox and Licking counties
SERVICES: Septic and holding tank pumping, real estate inspections
WEBSITE: www.on-sitesanitation.com

♥ Chad and Hanna Sims, shown going over daily business activities, helped the multi-generational family company persevere through the COVID-19 pandemic.

Chad's first days "on the job" started when he was in kindergarten half-days and in the truck the rest of the day. He remembers sitting on a box in the middle of the truck and shifting gears. By around 10, he was dragging hoses and doing whatever he could to help his dad.

These days Ed rides with Chad. And Chad's brother, Andy, a full-time factory worker, helps when he can, taking routes to pump tanks.

Trina, a full-time teacher, helps occasionally in the office, as does their daughter Hanna when she isn't at college. A sophomore at Mount Vernon Nazarene University, she is studying graphic design with a fine arts minor.



► Pumper PROFILE



"My plan is to be a graphic designer and continue to do paperwork and [someday] own the pumping business with an employee doing the pumping," Hanna explains.

Like her dad, she spent time in the truck as a preschooler with Chad and continues to ride with him and help when she can.

"I really enjoy getting to spend time with my dad," she says, noting he puts in long days so riding with him is a good way to have time together.

She is also very familiar with the paperwork and enters data to give her dad more off time when he gets home after working 9-10 hour days.

By attending Mount Vernon Nazarene University, Hanna is part of the family's alma mater. Her parents, an aunt and two cousins graduated from the university, which is located just 4 miles from the Sims home/shop. Chad earned an associate degree in natural resources with the expectation of landscaping, but found out it didn't suit him before turning back to the family business.

"My parents say college is my job," Hanna says, and though it's nearby, she lives on campus for the full experience. She's also worked other jobs besides the family business. For example, she served as a maintenance person for a local park.

"It taught me good work ethic," Hanna says, as does her family and the values of the school she attends.

WISE UPGRADE

Though his work days are long, Chad credits his newest truck for helping save some time as demand for his services continues to grow. He purchased a 2020 Peterbilt 348 with a 4,200-gallon aluminum Amthor International tank and NVE 4310 blower so he can pump multiple tanks before dumping at one of the two wastewater treatment plants he uses.

◀ Chad Sims and daughter Hanna are shown in the company shop with their newest rig, a 2020 Peterbilt.

♥ The 2020 Peterbilt truck from Amthor International carrying an NVE blower was a major investment during the pandemic, but it has paid off big adding efficiency to the On-Site Sanitation operation.



“ I CAN REMEMBER BEING 14 ON A JOB, AND HE WAS DOING WORK ON A SEWER LINE. I TURNED AND GOT A TOOL BEFORE HE ASKED FOR IT. THAT'S HOW WELL WE WORKED TOGETHER. I'VE BEEN VERY BLESSED TO WORK WITH MY PARENTS. ”

CHAD SIMS

"What I know now with how it has helped with efficiency of running the business, I should have bought it in 2012. It's a huge investment, but now I would not go backwards [with a smaller tank]," he says. "The vacuum blower on that truck is a whole lot better and doesn't use oil all the time. I'm very happy with it, and it pumps faster."

When his brother Andy is available to run a route, he drives the 2012 Peterbilt 337 with a 2,400-gallon aluminum Amthor tank and Fruitland RCF500 pump. Then, during the winter when things slow down a little, Chad prefers to drive his oldest truck, a 2003 Peterbilt 330 with a 2,400-gallon aluminum Kary-Mor tank and Fruitland RCF500 pump.

"I plan to park the big truck in the winter," he explains. "I hate the way salt tears our trucks up."

PORTABLE OFFICE

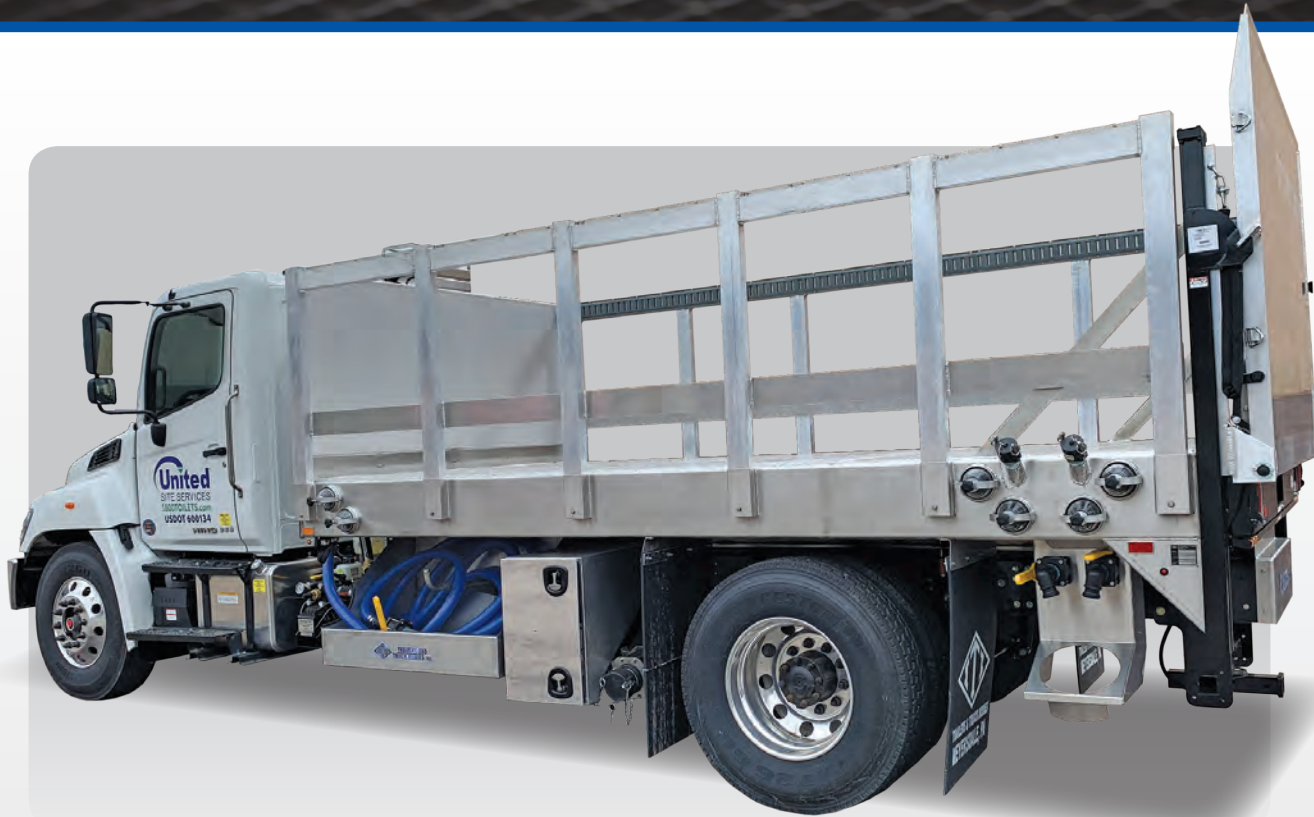
To save time at the end of the day in the office, Chad takes care of billing on site using a QuickBooks Mobile app on his phone. "I prefer the QuickBooks on the phone [to the desktop version]," he says. "Everything on my phone seems to be more efficient so I have less things to do, and when I get back home, my paperwork is done."

(continued)



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► Pumper PROFILE



▼ Chad Sims dumps a load at the Mount Vernon Wastewater Treatment Plant. Frequency of disposal trips has been reduced with the company's new Peterbilt truck with a 4,200-gallon aluminum tank from Amthor International.

▼ Hanna Sims, 20, daughter of owners Chad and Trina Sims, pulls hoses for a residential pumping job. She hopes to take over the family business one day.



For customer information, On-Site Sanitation uses Microsoft Access. And Google calendar works great for scheduling, Hanna adds. "I can pull up Google maps while talking to a customer and look at the property and often see where the septic lid is located," Chad says.

On-Site Sanitation has a website that was designed for them, and Chad purchased Facebook ads for a while. He still does some telephone book advertising but is so busy he doesn't need to advertise right now.

“ I TREAT EVERY CUSTOMER LIKE I'D WANT MY SISTER TREATED. YOU SHOW UP WHEN YOU SAY, YOU TREAT PEOPLE THE WAY YOU WANT TO BE TREATED, AND THEY'RE GOING TO CALL YOU BACK. I WON'T OPERATE MY BUSINESS ANY OTHER WAY. ”

CHAD SIMS

IT'S ABOUT REPUTATION

Chad isn't exactly sure why the business continues to grow. Good weather in January/February 2020 kept him busier than usual. But he'd like to think that the level of service he offers is the biggest reason for growth.

"I treat every customer like I'd want my sister treated," he says. "You show up when you say, you treat people the way you want to be treated, and they're going to call you back. I won't operate my business any other way."

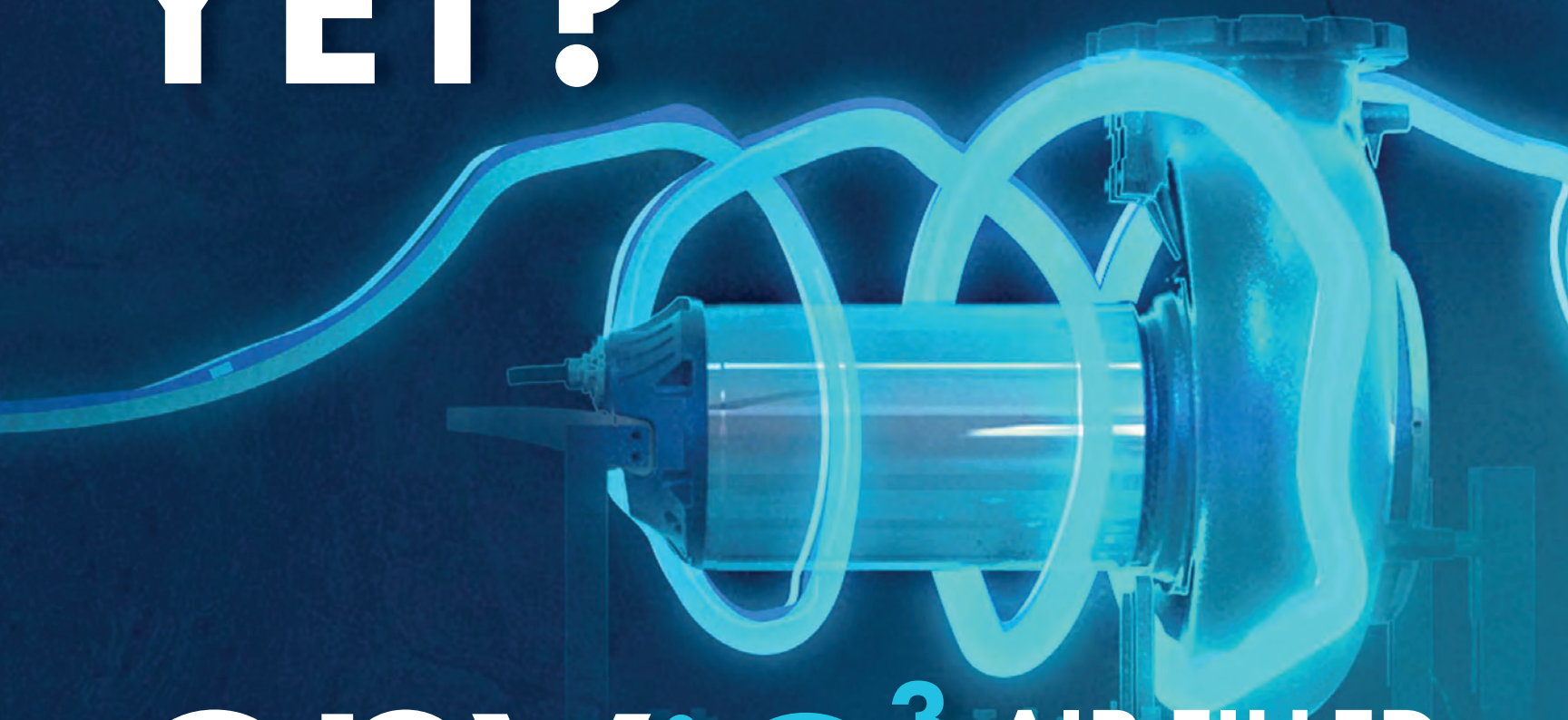
That means not pushing products that customers don't need. It means customers talk to a real person, his sister-in-law Teri Sims, during regular hours. And it means Chad's cellphone is always on. Though his pumping schedule is Monday through Friday, he's been out at 3 a.m. and weekends dealing with emergencies.

Sharing common interests and spending a lot of time together, Hanna has witnessed her father's life and business ethics.

"He's always been open and honest and treated me as if I was more mature than I probably was," she says. "He's super honest how he operates the business, whether dealing with a customer or money."

(continued)

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Chad notes that he doesn't check out what his competitors charge.

"I have prices set where I need them to support my family and pay my bills," he says. "The only time I raise prices is when my costs for fuel or disposal go up."

He also looks out for the welfare of customers by working with other business owners who are trustworthy — especially the owner of an excavating company.

"He runs his business the same as I do mine. We have mutual respect and work closely together," Chad says, and he refers all repair and installation business to him.

BRIGHT FUTURE

Instead of hurting his business, Chad says the coronavirus seems to have helped.

"People were working from home and looking at their property," he says, and he was able to talk to them personally. "Once I can educate them, they will call in the future."

A growing number of customers — especially those who've experienced backups — asked to be put on a regular schedule so they don't have to think about remembering to call him.

Though he pumps at least nine tanks a day, demand has grown so much that he now schedules two weeks out.

Additional work comes from a couple of inspection services that Chad is licensed for in the state of Ohio. One is a recent new state requirement for septic systems to have a permit to operate to be inspected every 10 years. Property owners pay a fee to the county and to the inspector. The coronavirus slowed that down for now. The other inspection work is for real estate transfers.

As the business grows, Chad envisions a day when he'll add another employee. "My problem is that I'm very particular, and that makes it hard to find the right employee. That's why I'm dragging my feet," he says.

Perhaps somewhere down the road Hanna, who shares his values and attention to detail, will be part of the equation, much like Chad and his father fit like hand in glove years ago. **P**



He's a NASCAR spotter

Despite long days and a busy work schedule, Chad Sims finds time for something that feeds his spirit. With creative scheduling and fill-in help from his brother Andy, Chad takes time away to work as a spotter for NASCAR.

"I was a race fan and started traveling with a friend who had a car, and they put me to work," he says. "I started as a tire carrier, then started spotting in 2005. I started as a volunteer, but now I'm paid."

Each driver has four or five spotters located around the track, he explains. When the driver is in his zone, Chad talks to the driver via radio.

"I tell him about anything he can't see. I'm trying to help him race better," Chad says, including relaying information about wrecks and communications from NASCAR officials.

He works for different drivers and typically squeezes in about 15 races a year for the Xfinity and Cup Series. In 2020, he was a spotter for his first Indy 500 race. He had been asked to work at the race in 2019, but passed to go to a more important event — his daughter's, Hanna's, high school graduation. Now, Hanna occasionally helps him spot at Xfinity Series races. Previously as a go-kart racer (age 11-15), she shares an interest in racing with her dad.

"This business [pumping] can be draining emotionally and physically. This is a hobby I get paid to do," Chad says. "Who knows, when I retire, it may be a dream retirement with my wife in a motor home traveling the country going to NASCAR races."

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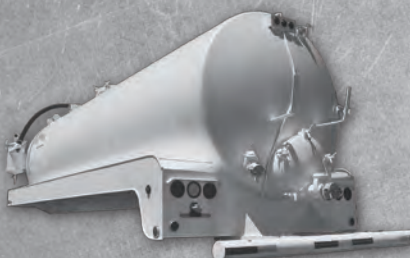
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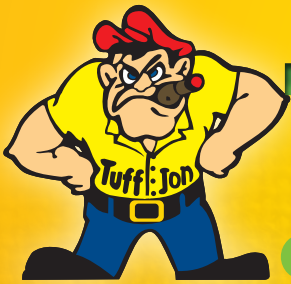
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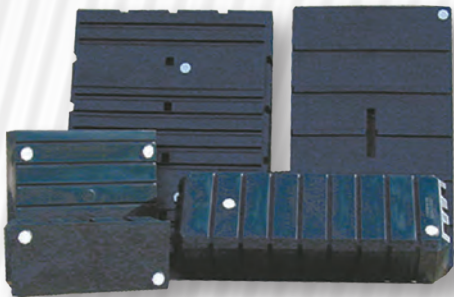
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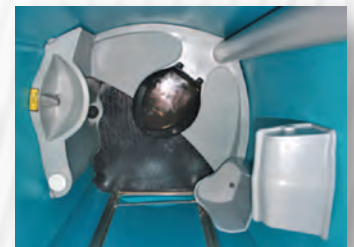
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Jeremy Eskenazi
Contributor

Jeremy Eskenazi is a human resources trainer, author of RecruitCONSULT! Leadership and founder of the consulting firm Riviera Advisors. Contact him at www.rivieraadvisors.com.

Have You Been 'Ghosted' by a New Employee?

Pumpers say it's hard to find good workers for the wastewater industry. So it's doubly frustrating when they just don't show up for their first day of work.

By Jeremy Eskenazi

The Urban Dictionary describes ghosting as “the act of suddenly ceasing all communication with someone the subject is dating, but no longer wishes to date.” While dating and interviewing candidates is not the same thing, they are very similar in the early stages and can elicit very similar behaviors. Candidate ghosting is when you are actively engaged with a prospective employee, but at some point before their first day of work, they cease all communication. Ouch!

Despite challenges in other sectors of late, the market for talent has been hot in the wastewater fields. It means your best candidates could be entertaining multiple offers. Even if you assume that job candidates have the best intentions as you are recruiting them, sometimes good manners fall to the side when there is a lot of interest in their skills. When candidates stop communicating with you, it's not only frustrating, it's costly too.

To avoid being ghosted, you must focus on the overall candidate experience. While there is as much head (clear processes and accountability) as there is heart (being respectful and kind) in this process, there are efforts you can make to minimize job candidates ghosting you.

First, be sure to stay connected with your candidate. Check-ins and pre-selling during all points of the process is critical. After every step, you should be asking the candidate how they feel the interview went, what they are thinking in terms of the company and the role, and how interested they would be in getting an offer at this point. You can use scales to ask them to rank from 1-10, and then follow up to understand why their interest is where it is. This shows you are invested in their success and they are not lost in a tunnel of endless interviews.

Don't be afraid to find out about other employers they are looking into. Building trust with the candidates and then boldly and directly asking about their interaction with other companies is critical. Ask what other roles they are considering and what about those roles is potentially more appealing than what you might offer. This will help you be more effective at making an offer that targets their needs and is more attractive.

Speedy action is paramount. We live in a world of instant feedback and immediate reaction. While the interview process can take time, if you focus on the candidate experience, they can assume you're not interested and stop replying. Much like waiting for someone to call after the first date, what used to be a four-day standard is now more like a same day follow up. Candidates

➤ Would it shock you to learn that candidates today are increasing their first-day ghosting tactics? What a horrible experience to expect a candidate on site for their first day of work only for them to never show up!

need and deserve to know how long you will take to consider them for the next step in the recruiting process, and that you will get back to them either way.

Now, let's assume you have made it past the interview stage and extended an offer. A good way to get ghosted is to make an offer that is less than competitive. In hourly jobs, \$1 makes a big difference. For top candidates in middle management, certain perks are now standard and multiple offers are common at all career levels. Sending an offer that is too low increases the chance you will remove the opportunity to even improve the offer or negotiate.

This is where market data and non-salary perks become important as well. Not every company will be able to get into a salary war for their desired candidate, so knowing what other non-compounding benefits you can offer to sweeten the deal will help your chances of keeping the candidate engaged and interested through the recruitment process.

Suppose you got through the first two milestones and your candidate is ready for their first day. Would it shock you to learn that candidates today are increasing their first-day ghosting tactics? What a horrible experience to expect a candidate on site for their first day of work only for them to never show up! All the work that has gone into welcoming and planning for their onboarding is for naught.

Many employers try calling, emailing and even contacting the new hire through social media — they are often perplexed as to why someone would just not show.

(continued)

BUILDING THE BUSINESS

At this stage, the reason for ghosting often is because of a terrible onboarding program. After cumbersome processes and silence once signing their offer, they no longer want to be part of your team. It's possible they received another offer in that time. While it's certainly not good for their reputation to ghost, it seems to be the nonconfrontational option of accepting a role where they feel more valued. It was too hard before they even started.

Unfortunately, ghosting seems to be a growing practice. You rarely see it coming, and there is no profile to predict who will ghost and who will not. Therefore, your candidate experience is so critical to your success. If you aren't already, have a look at your practices at all the key touchpoints. Pressure-test your process and think about how easy and exciting it is (or isn't) for a candidate to move through. Think about how you can drastically reduce your chances of being haunted by the ghost of offers past! **P**

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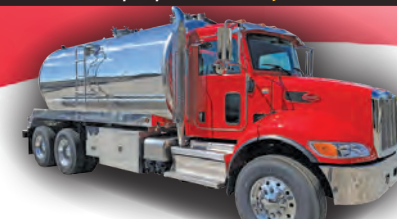
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A Deeper Dive Into QuickBooks Unlocks Many Accounting Advantages

Most small businesses are utilizing improved accounting software tools, but fail to derive all of their benefits

By Joan Koehne

If your company's going to grow, you need organizational processes that are streamlined and efficient. Bookkeeping is a key part of that — ignore it, and you could end up in trouble with tax officials, customers and vendors. Plus, you'd have no clear understanding of how your company is performing.

Compared to the old carbon-copy receipts and an Excel spreadsheet, bookkeeping software is more accurate, efficient and versatile. An automated bookkeeping system is a game-changer. Many companies buy accounting software like Intuit's QuickBooks, but few use it to its fullest potential.

Cara Martinson, owner of CM Business Services in Madison, Wisconsin, is a QuickBooks ProAdvisor who has used QuickBooks since 1997.

"It's a great system for business owners. If you're not using software of any kind, we would recommend it, just to keep you organized throughout the entire year," Martinson says. Paper copies build up over time and are difficult to track, especially with a large number of invoices.

"The accounting software system will prepare you for year-end, so you're not caught with boxfuls of receipts and paperwork. You won't have to sit down for a few days to a week at tax time to try to organize it all," she says.

Tax season isn't the only time when financials need to be in order. Think of the future. If you want to transfer or sell your company, accurate financial records are a must.

QuickBooks comes in different versions, and this column focuses on the online version. With QuickBooks Online, businesses can pay bills, accept payments and manage payroll. And that's just the start. Here are some of the additional features.

Accepting payments

QuickBooks provides a free mobile card reader to create invoices and accept credit card payments with a mobile device like a smartphone. To do so, you register for a QuickBooks merchant service account and download the payment app. Although QuickBooks charges a fee for this convenience, this fee typically is lower than PayPal or Square. Plus, you get paid right at the job site.

"With the mobile reader, you can just grab their card and swipe it," Martinson says. Instead of chasing down small invoices later, you're paid immediately after finishing the job.

“The accounting software system will prepare you for year-end, so you're not caught with boxfuls of receipts and paperwork. You won't have to sit down for a few days to a week at tax time to try to organize it all.”

— CARA MARTINSON

"It's one less thing to worry about."

With QuickBooks, customers can pay online with a credit card or eCheck. They can view the invoice, click and pay.

"It gives the customer the tools to make a payment straight away."

Outstanding invoices

QuickBooks enables you to track specific details for each account to fit the type of transactions you make. With one of these trackable details, you can record who pays the bills.

With QuickBooks, you can see if a customer viewed the invoice and how often. If no one viewed the invoice, you might be sending it to the wrong email address. If someone viewed the invoice but you're not getting paid, the problem isn't on your end. You'll just have to figure out a way to light a fire under them.

One technique is to set up a system of email reminders. You choose when to send an email reminder — after 15 days, 30, 60, depending on your net terms. QuickBooks automatically sends a notice.

"It's handy if you're out and about in the field and don't have the time to think about it," Martinson says.

Speaking of payments, QuickBooks enables you to track the history of invoices/accounts receivable. At a glance, the A/R Aging Summary report shows invoices that are 30, 60 or 90 days old. You'll know who owes you money, how much and how long the payment is overdue.

Customize settings

A fast way to categorize expenditures is to create custom settings. With memorized reports, QuickBooks will remember the category you set when you re-enter the expense in the future. You complete the customization process once, and it's filed away for the next time you input similar data.

For example, if you treat your team to lunch at Pepe's Pizza Palace, you can categorize your credit card purchase under food and entertainment. The next time you spring for lunch at Pepe's, QuickBooks will remember it. You'll simply need to review the credit card statement and click Accept. If an entire list of expenses all belong in the same category, select Click All and you're done.

Reconciling the books

You can set up your books so multiple accounts automatically feed into QuickBooks. A savings account, checking account and line of credit all can be connected. With a few clicks, all of your accounts update to current balances and show the most recent transactions. Reconciling the books is much easier when you can see all of your accounts.

Reports

QuickBooks enables you to create custom reports to evaluate key financial benchmarks. To do so, select a period, like a month, quarter or year, and compare it with the matching time period from the past. This way, you can track what's changed.

For example, if your receivables are significantly lower, try to determine the cause. Are you behind on billing for the period? Did you lose a primary customer or experience weather delays? You won't necessarily know these things unless you have a report system in place.

Payroll

Payroll can be complicated, even when using sophisticated software like QuickBooks.

"The most important thing is to get it set up right," Martinson says.

Unless you have an in-house human resources staff, you might want to seek expert help from a credible bookkeeping firm because of the many details and deadlines. Mistakes, incomplete records or late reports can lead to costly penalties issued by state tax authorities or the IRS.

However, if you have a good handle on payroll, you can use QuickBooks to schedule automatic, direct-deposit payments to employees. Additionally, you can manage employee information, including tax ID numbers and benefits. Once you set up the system properly, QuickBooks can calculate payroll taxes and process and send quarterly and annual tax reports.

On a side note, QuickBooks partners, like TSheets, offer digital time sheets and other features to track employee hours.

Pay bills

If you set up a merchant account, you can pay your bills with eChecks through QuickBooks. The payments funnel through your bank account. As an alternative, you can write a paper check and enter the payment information into the computer.

"As long as you're putting everything into the system and balancing out at month's end, you'll have a good idea of where your business stacks up," Martinson says.

Track jobs

For job costing, QuickBooks tracks labor, money in and out, and inventory for a specific job. All of this information funnels through to the job you're tracking, so you can measure its profitability.

Keep it up

Just like the math class you took in high school, you need to keep up with QuickBooks to get the best results. For example, you need to assign each check you receive to an account. You specifically record which deposit goes with which invoice. You can't just lump deposits together under sales. By keeping the accounts up to date, you won't have the stress of recreating the past 12 months for year-end reports.

"If you're not organized throughout the year and have to spend a week trying to organize everything for the year, it's very stressful," Martinson says. Plus, it takes time — time that you could have been making money or doing something you enjoy.

Get trained

To introduce users to QuickBooks, ProAdvisors like CM Business Services offer one-on-one training. In addition, QuickBooks tips are just a few clicks away. You can quickly search for information and find step-by-step instructions, tutorials and videos.

Automate your bookkeeping

QuickBooks allows you to accept payments, pay bills, manage payroll and much more. With custom reports, you can evaluate key financial benchmarks. If you don't know where you've been and where you're at financially, it's hard to determine where you're going and at what speed.

"It's a great system for small-business owners," Martinson says. **P**

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Federal Infrastructure Bill Could Include Money to Replace More Septic Systems

By David Steinkraus

Part of the federal budget infrastructure request from President Joe Biden says money could be used for repairing up to 180,000 septic systems. That number was in the budget letter the Biden administration sent to Congress.

The Biden administration is asking for a total of \$3.6 billion for water infrastructure. It would be a \$625 million increase over the 2021 budget, according to the National Association of Counties. Yet the sum is not guaranteed.

The president's request is only the first step in assembling the next federal budget. Congressional committees will hold hearings and decide on how much money will be appropriated for the federal budget and how that money will be allocated.

Montana

In 2015, Montana adopted numeric standards for the amount of phosphorus and nitrogen pollution in its waters. Now it's reversing that policy. Under SB 358, signed into law recently by Republican Gov. Greg Gianforte, the state will transition to a "narrative standard" by March 2022. What that standard will look like is unclear, reports the Montana Free Press, a nonprofit news organization.

Sen. John Esp, R-Big Timber, said he sponsored the bill because the numeric standards were too stringent for people to meet. Public comments were 18 in support of the bill and 215 against.

Instead of using numbers to measure pollution, the bill mentions regulating discharges of phosphorus or nitrogen that create conditions toxic to human, animal, plant and aquatic life; create conditions that produce undesirable aquatic life; or cause measurable changes in aquatic life.

The Montana Department of Environmental Quality (DEQ) will talk to its nutrient working group, which includes people from industry and environmental organizations, to develop a new standard. A narrative standard does allow development of different standards for different waterways, the DEQ has said. But in a document that came out of the working group before the bill passed, the DEQ said applying a narrative

standard depends on judgment, could be time-consuming, could result in controversy and may produce permit limits that are inconsistent from one project to another.

California

Sonoma County, just north of San Francisco, is about to begin a two-year study of onsite wastewater options for the communities of Monte Rio and Villa Grande along the lower Russian River. Money for the study was approved by the California State Water Resources Control Board. Both communities are considered disadvantaged, said a press release, and onsite systems are failing. Steep terrain and high groundwater complicate wastewater disposal.

North Carolina

Genetic testing by the local conservation group MountainTrue shows that cattle are the largest source of *E. coli* pollution in the French Broad River that flows through Asheville. Humans were usually the second-largest contributor at the four locations sampled. This is significant because waterway contamination is often blamed on failing septic systems, the likeliest source of human DNA.

Money for taking samples and doing genetic analysis came from the state with the help of state Sen. Chuck Edwards, R-Raleigh, said the *Hendersonville Lightning*. "Testing DNA in polluted water is pretty state of the art, and it isn't cheap," said French Broad Riverkeeper Hartwell Carson.

DNA from human *E. coli* was most prevalent in Mud Creek below downtown Hendersonville. The level was 120 DNA copies per 100 ml of sample. Cow *E. coli* DNA measured 251 copies at the same spot. At other locations, human *E. coli* DNA was between one-tenth and one-quarter as prevalent as that from cows.

New York

Two federal legislators from New York are trying to use a federal bill for infrastructure spending to remove a tax liability for people upgrading their onsite systems.

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Last year, the IRS ruled that people in Suffolk County who used county grants to upgrade their onsite systems had to treat that money as income on their taxes, even if most of the money went directly to contractors. That ruling affected 293 grants worth a total of \$3 million.

"The federal government should be supporting, not punishing, efforts to improve wastewater infrastructure and water quality," Democratic Sen. Kirsten Gillibrand said in a press release. With Rep. Tom Suozzi, D-Glen Cove, she is pushing for the tax change.

If enacted, the change would cover all county residents who applied for grants after Dec. 31, 2018.

Suffolk County will use about \$100 million to repair or replace failing onsite systems and connect homes to sewers.

The pot of money includes federal, state and county funds. Of the total, \$30 million will be invested in the county program that provides \$10,000 grants to homeowners for repair or replacement of failing onsite systems, news reports said. The other \$70 million will be used on two sewer projects.

About 360,000 homes in the county, which covers the eastern part of Long Island, use cesspools for wastewater treatment. These have been shown to contribute to pollution of the Atlantic Ocean. For several years, the county and its municipalities have focused on this issue and passed laws to require nitrogen-reducing systems for new construction and home expansions. **P**



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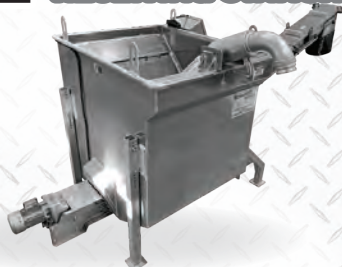
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Jim Anderson, Ph.D.
Contributor

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.

The Sieve That Will Save Your Customer's Onsite System

Effluent screens are the necessary last line of defense against a plugged drainfield and costly system repairs

By Jim Anderson, Ph.D.

Recently I have had a few reports of effluent screens plugging with frequencies of less than a year, requiring more frequent cleaning. So I thought it would be a good time to discuss the purpose and operation of effluent screens while offering a few thoughts on why some residential screens plug more often, requiring increased maintenance.

I have written numerous times that septic effluent quality is a key to the longevity of the soil treatment and dispersal area. Installing an effluent screen at the septic tank outlet helps reduce excessive organic solids or other non-organic solids from being delivered to the drainfield. Most often, these devices are fitted into the outlet baffles of the septic tank, although some varieties are installed outside of the tank with a separate access point for cleaning and maintenance.

Originally, the focus was on preventing larger organic solids from plugging soil, resulting in drainfield failure. Presence of the screen keeps drainfields relatively clear. Additionally, presence of a screen at the outlet keeps other types of solids from causing problems in drainfields. This includes floatable plastics or cleaning wipes from moving through the system and creating blockages.

WATCH THE WIPES

Recently, the most common item being kept from damaging the drainfield are all manner of antibacterial wipes. They were a problem before the pandemic, but with the increased use and some erroneous information about their flushability, problems have been occurring in municipal sewers as well as individual septic systems.

Many states and municipalities now require effluent screens in onsite systems. In Minnesota, they have been required since 2011. They can be installed either in new or retrofitted in existing systems. The screens are relatively inexpensive and they work without moving parts.

They do require regular maintenance to keep the outlet from totally plugging, resulting in sewage backing up into the house. This means there should be easy access to the screens so they can periodically be cleaned.

Manufacturers generally recommend servicing the screens every 1 to 3 years, which typically corresponds with recommended times for tank maintenance. To guard against backups, the recommendation is to have a high-water level alarm so the homeowner can have the unit serviced

➤ Nothing other than bathroom tissue and human waste should be flushed down the toilet. The homeowner should be encouraged not to flush cleaning wipes, cigarette butts, hygiene products or facial/makeup tissues. All these extraneous products can rapidly move through the tank to the screen and plug it.

before the backup occurs. In some states, including Minnesota, an alarm system is required.

If the effluent screen seems to need cleaning more often than normal, it probably indicates there are system use issues resulting in too many solids, cleaning chemicals or water being added to the system. What are some overloading causes to look out for?

Large volumes of wastewater delivered to the tank in a short period of time can result in turbulence in the tank, preventing solids from settling properly and resuspending some of the settled sludge. Suggest the homeowner try to spread the laundry out during the week instead of doing it all in one day. In addition, recommend they not run multiple water-using devices at the same time. This means not showering or running the dishwasher at the same time as doing the laundry.

DIVERT FOOD SCRAPS

Another potential problem with the laundry is adding lint to the septic tank. To avoid this, a lint filter can be attached to the end of the outlet hose. Of course, this means the homeowner will have to remember to periodically clean the filter.

Dishwashers and garbage disposals can be significant sources of solids to the tank. As I have said many times, homeowners should be

(continued)

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▶ This is a plastic effluent screen, presenting a great deal of area to trap larger waste particles.

encouraged not to have a garbage disposal. Suggest they have a compost pile or place food scraps in the garbage. Many of the newer dishwashers have built in garbage disposals. All dishes should be scraped well before putting them in the dishwasher. This does not mean rinsing the dishes! Rinsing dishes can add significant amounts of water to the system, often more than running the dishwasher itself.

Nothing other than bathroom tissue and human waste should be flushed down the toilet. The homeowner should be encouraged not to flush cleaning wipes, cigarette butts, hygiene products or facial/makeup tissues. All these extraneous products can rapidly move through the tank to the screen and plug it.

Excessive use of strong cleaning agents (products with bleach) and antibacterial soaps can kill or inhibit bacteria in the tank. This will reduce the rate of solids decomposition and cause increased movement of solids to the tank outlet. The same recommendation can be made to flushing unused or expired medications. These medicines can interfere with tank bacteria and they should be taken to a medication drop site. Most pharmacies will dispose of unused medications.

An additional contributor to excessive plugging is the growth of bacteria, slimes and algae in the screen. This can be exacerbated by the construct of the filter itself, changes in pH and chemistry within the tank, and additions of water from water treatment devices (softeners and iron filters, etc). If there is excessive plugging, make sure the screen has vertical openings so excess solids will have a tendency to slough off and drop to the bottom of the tank rather than plug the holes.

As a final note, the effluent screen needs to be durable. If you find the screen installed is flimsy and does not stand up to multiple removals and cleaning, recommend the homeowner have a different screen installed. **P**



▶ This effluent screen has stopped foreign objects, such as wipes, from being carried to the drainfield.

◀ This is a brush-style effluent filter in an outlet baffle.



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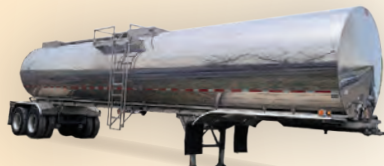
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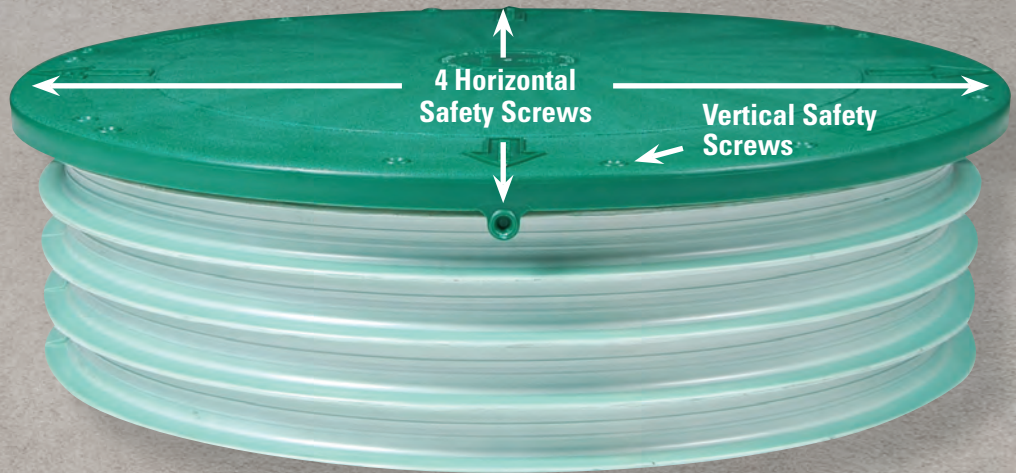
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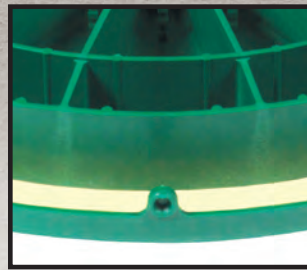
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- Simple to install
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It's still slow going, but Saskatchewan is moving toward better system design requirements



In States Snapshot, we talk to a member of a state, provincial or national trade association in the decentralized wastewater industry.

This time we visit a member of the Saskatchewan Onsite Wastewater Management Association.



Travis Wolfe

Name and title or job description:

Travis Wolfe, project manager

Business name and location:

Anderson Pump House, a division of Aquifer Distribution, both family-owned Saskatchewan companies with locations in Saskatoon, North Battleford, Prince Albert and Regina.

Services we offer:

We are a distributor for pumps, water treatment, wastewater and plumbing equipment.

Years in the industry: 20

Association involvement: I became a member of the Saskatchewan Onsite Wastewater Management Association (SOWMA) in 2008 when it started. I've been the president for the last three years.

Benefits of belonging to the association: The association helps professionalize the wastewater industry. We offer a practitioner training program that is recognized in the western provinces, and we offer education days to promote good practices. SOWMA has been a strong influencer in the industry for protecting groundwater aquifers by promoting wastewater treatment instead of wastewater disposal.

Biggest issue facing your association right now: In Saskatchewan, it is not regulated that a contractor needs to be certified to design or install wastewater systems. So we still have some systems being installed by non-certified people who do not fully understand the Saskatchewan Onsite Wastewater Disposal Guide. Our province recently combined all 12 previous health regions together, but even under one region, the guidelines are not being consistently followed or enforced. For example, some areas would only approve designs by certified contractors, while other areas don't recognize the value of this at all. Most homeowners do not realize this and can see huge price differences because one contractor knows how to implement the guidelines while another just meets minimum guideline

standards. Homeowners do not know that satisfying minimum guideline standards does not guarantee a wastewater system will work.

Our crew includes: Our foreman at Anderson Pump House, Guy Steel, has played a huge role in our service department. His experience and product knowledge gained over the last 20 years have been very valuable to us. Two local health officers, Roger Piatt and Ken Startup, have been leaders in promoting SOWMA guidelines on how to properly design and install wastewater systems.

Typical day on the job: Most of my day is spent selling, designing, quoting and troubleshooting water and wastewater systems. But I also get to break out of the office to perform site visits or commission projects.

The job I'll never forget: Early in my career, I worked as a summer laborer — my first lift station job. Our project included replacing the pumps, rails and piping. First we had to remove the old equipment, which definitely didn't look new anymore. I quickly realized that designing and sales looked a lot less dirty.

My favorite piece of equipment: The SJE Rhombus pump control products have lots of options that make contractor jobs very easy. Plus, Goulds, Myers and Barnes have developed very reliable pump options.

Most challenging site I've worked on: While it's not necessarily challenging, the most exciting project involves working with some of our First Nation communities. Lately they have been very interested in learning how to implement the new Saskatchewan Onsite Wastewater Guidelines for their residential sites.

Oops, I wish I could take this one back: I think the industry got a black eye because of the premature failure of some of the systems that were designed 20 years ago using percolation tests. Most contractors now realize that test pits and soil investigation provide better information for protecting the water aquifers and environment.

The craziest question I've been asked by a customer: A homeowner drove over his Type II mound with a large tractor and broke the header pipe. The Type II mound was originally installed by one of our contractors. The homeowner asked if we would fix the broken pipe under warranty because the contractor didn't install it correctly. Obviously the contractor wasn't going to fix the pipe for free, so the homeowner figured we were responsible because the materials came from us.

If I could change one industry regulation, it would be: All acreage owners should be required to present a copy of their wastewater sys-



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8LL Trans, Walking Beam Susp.,
66,000 GVWR, 395,889 Miles,
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'00 Sterling LT750I

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



'12 Kenworth T800

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



'11 Freightliner Coronado

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



'13 Peterbilt 367

Cummins ISX, 450 HP, Air Ride Susp.,
18 Spd Manual, 226,932 Miles,
4250 Gal. Imperial Tank, Jurop LC420
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tem design before they can sell their acreage. I think this would help prevent cheaper systems from being installed and protect the homeowners.

Best piece of small business advice I've heard: Be honest, admit your mistakes and try your best to help people. That usually opens the door for opportunity and allows you to have some fun at work.

If I wasn't working in the wastewater industry, I would: Designing systems and helping people size multiple equipment so they work together properly has been very enjoyable, so if I weren't doing this it

would have to be another industry that included both designing and sales.

Crystal ball time — This is my outlook for the wastewater industry: I think we are going in the right direction in Saskatchewan. Most wastewater contractors in our province became certified before the government even required it. Contractors want this industry to become more professionalized, which would benefit homeowners with better wastewater systems and protect the environment. **P**

- Compiled by Betty Dageforde



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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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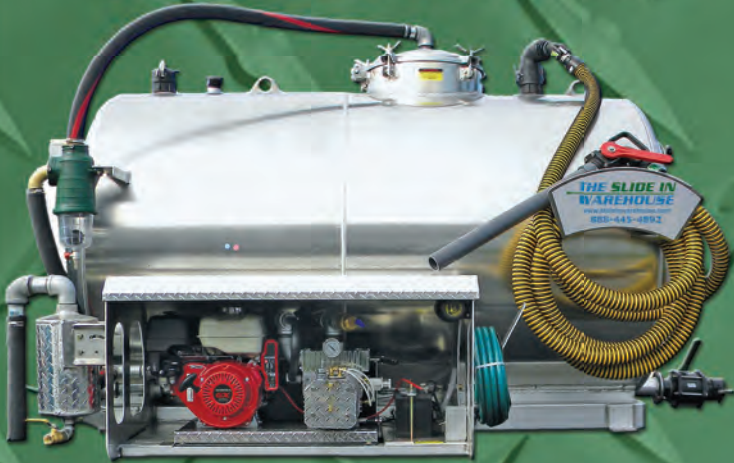
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The **Model D-5** from **Electric Eel** is a continuous cable drum machine for cleaning 3- to 10-inch lines up to 100 feet. The high-density polyethylene drum and belt guard will not rust or dent and holds up to 100 feet of 3/4-inch Tri-Max cable. Three sealed, heavy-duty ball bearings support the drum and thick-wall guide tube for extended wear. It is powered by a heavy-duty, 1/2 hp, capacitor-type motor to provide more torque. It has large, 10-inch solid wheels for easy maneuvering and stabilization while in operation. It has 1 1/4-inch steel tubing framework, five-position height adjustments on the handle, a wheel brake, continuous belt skids and a loading wheel built into the handle, GFCI on a 20-foot line cord, and an air-operated foot switch for easy operation. **800-833-1212; www.electriceel.com.**



RIDGID FlexShaft

RIDGID FlexShaft drain cleaning machines are designed to quickly and efficiently clean 1 1/4- to 6-inch residential and commercial pipes up to 125 feet. Lightweight and fully contained machines, they are used in conjunction with a full suite of specialized accessories for clearing grease, sludge, small tree

roots and soft blockages with less mess. They utilize various chain knockers that expand to the size of the pipe to clear the entire pipe circumference. The chain knockers are connected to a flexible, nylon-sheathed cable housed in a fully enclosed drum. The K9-102 and K9-204 are powered by a cordless drill attached to a driveshaft. The K9-306 is powered by an internal 1.5 hp motor equipped with an I-Clutch for additional cable protection. Nylon and nylon/steel brushes for final pipe cleaning and relining preparation are also available for each machine. They allow for inspection cameras to remain in-pipe throughout the cleaning process for efficiency. **800-474-3443; www.ridgid.com.**

Spartan Tool Model 300

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



DRAINLINE INSPECTION CAMERAS



Forbest Mini Pan & Tilt Inspection Camera System

The **Mini Pan & Tilt Inspection Camera System** from **Forbest** can be used to inspect a pipe range from 2 to 36 inches. This system comes with a cable reel capable of holding 200 feet of cable and a 10-inch multi-function control station, which allows the user to input text notes on video or still photos. The user can record the video or store the picture by using a USB stick or mini TF card. Most of the company's camera heads are compatible with this system. **877-369-1199; www.forbestusa.net.**

Milwaukee Tool Modular Pipeline Inspection System

The **Modular Pipeline Inspection System** from **Milwaukee Tool** has 1080p HD, self-leveling camera heads that can zoom up to four times and pan, making it possible to see more in drainlines. The system is built around the M18 500 GB control hub, compatible with either the 120- or 200-foot pipeline inspection reels. For viewing, recording, editing and sharing, technicians can choose between the M18 Wireless Monitor for simplicity or maximum durability, or a mobile device with the Milwaukee Pipeline Inspection app for clearer image and faster sharing. Equipped with an 800x600 8-inch daylight-readable screen, the M18 Wireless Monitor provides a clear image whether on a roof or in a basement. **800-729-3878; www.milwaukeetool.com.**



(continued)



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MyTana MS11-NG2

The **MS11-NG2** sewer and drain inspection system from **MyTana** is designed to be a versatile push camera that takes up little room on the truck. It weighs 45 pounds. A self-leveling mid-size camera head is suitable for 3- to 6-inch lines, while an optional MS11+ Combo Kit provides an interchangeable, fixed-position mini camera head to inspect 1.5- to 3-inch lines.

Each head has a built-in 512 Hz transmitter and delivers clear footage to the 6.4-inch daylight-readable monitor integrated on the reel frame. All-digital recording saves that footage to internal or removable drives, or video can be streamed live wirelessly to multiple devices. The reel deploys 150 or 200 feet of durable pushrod and camera guides help with navigation in various pipe sizes. **800-328-8170; www.mytana.com.**

Ratech Electronics Plumber's Helper Jr.

The **Plumber's Helper Jr.** pipe inspection system from **Ratech Electronics** is based on a small-scale reel and comes with 100 feet of mini Gel Rod cable, a removable compact command module with 7.1-inch LCD, a built-in battery and an SD recorder for recording digital images and video. This mini pipe inspection system is available with a full-spectrum, 1.375-inch, self-leveling color camera; a standard color camera; or any of the company's three micro camera heads — 5/8-, 3/4- or 1-inch diameter. **905-660-7072; www.ratech-electronics.com.**



ELECTRONIC UTILITY LOCATORS



Subsite Electronics UtiliGuard 2

The **Subsite Electronics UtiliGuard 2** is a multi-frequency utility locator that adds to features of the original UtiliGuard with a user interface, integrated data capture and GPS positioning. It provides simplified graphics that are easier and faster to interpret, according to the maker. Operators will notice a change in screen layout when directly over a utility locate, providing positive confirmation. Screen graphics deliver increased operator confidence, locate consistency and operational performance. It automatically

captures data without altering the operator's normal workflow. This data can be used to verify performance and demonstrate quality and process compliance in the field. Supervisors can also track performance, compare it with benchmarks and enable actionable outcomes to be implemented. This reporting and auditing capability is designed to increase quality, reduce cable strikes and increase productivity across multiple crews. **800-846-2713; www.subsite.com.**



Vivax-Metrotech vLoc3 Series

Vivax-Metrotech vLoc3 utility locators feature low frequencies for telecom and power and high frequencies for gas and water, providing one tool for various applications. The left/right direction arrows increase the speed at which the user can

locate SD, and CM features assist in pinpointing the target line in congested areas, according to the maker. The MyLocator3 desktop application allows configuration of the unit to specific requirements. Supervisors and managers can lock features, ensuring consistency and reliability of locating techniques across the workforce. **800-446-3392; www.vivax-metrotech.com.**

GROUTING

CUES grout rehabilitation systems

CUES offers a full line of portable, truck and trailer-mounted grout rehabilitation systems for mainline, manhole, and lateral joint sealing with the latest CCTV equipment and decision support software for television inspection. Condition assessment and subsequent rehabilitation are accomplished with one system. Sealing packers are available for mainline and lateral assets. Units can be configured to run urethane, acrylimide and acrylate-based grouts. Systems can be mounted in a dry freight box for export. A new grout control panel is available. The Graphical User Interface (GUI) leads the user intuitively through the grouting process. **800-327-7791; www.cuesinc.com.**



Prime Resins PR10

PR10 acrylamide from **Prime Resins** is a low-viscosity permeation liquid chemical grout that is injected from within the manhole, wicking into the soil outside or used to curtain-grout the exterior. A high-pressure pump injects grout through the manhole wall into the surrounding soil or is injected directly into the surrounding

soil, creating an impermeable barrier. The permeation grout doesn't expand, but rather saturates the soil immediately outside of the manhole (with a desired gel time) that permanently stabilizes the soil and prevents further groundwater penetration. **800-321-7212; www.primeresins.com.**

HIGH-PRESSURE HOSE

Kuriyama of America Alfagomma Waterblast

Alfagomma Waterblast hydraulic hoses from **Kuriyama of America** are made with an oil- and water-resistant synthetic rubber tube. The reinforcement is four high-tensile steel spirals, and the cover is oil, water and ozone resistant synthetic rubber. The hose is designed for very high-pressure waterjetting service. The Waterblast WB 10 Series hose provides 10,000 psi service for ID sizes 06, 08, 12 and 16. The Waterblast WB 15 Series hose provides 16,000 psi for the dash 08 ID size and 14,500 psi for the dash 12 ID size. The Waterblast WB 20 hose provides 20,000 psi service for the dash 08 ID size. **847-755-0360; www.kuriyama.com.**



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HIGH-PRESSURE NOZZLES



Hammelmann RD MASTERJET

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

and 6.5 inches long. It can be used at operating pressures up to 46,500 psi with optimum internal flow. It has a universal nozzle hub for working with nozzles with two or four inserts. Nozzle inserts are countersunk in the nozzle carrier with blast-back shields. Speed is controlled by an infinitely variable magnetic brake. It can be used for cleaning and washing, expansion-joint removal, coating and paint removal, blasting pipe externals, paint booth grid and skid cleanup, superstructure surface preparation, heavy-machinery cleanup and surface preparation. **800-783-4935; www.hammelmann.com.**

Hydra-Flex Reaper

The **Reaper** rotating jetting nozzle from **Hydra-Flex** is engineered for water jetting applications including pipe cleaning and sewer jetting projects for the residential, municipal, industrial or contractor market. It cleans drains, industrial pipes, sewers and tubes by clearing blockages, grease and roots with fewer passes while creating less wear and tear on hoses and operators, according to the maker. Its rotating front jet is a 0-degree, straight water stream that blasts at up to 4,000 psi while rotating at an optimal speed to form a 24- or 30-degree cone of coverage. Optimized stream quality results in greater impingement, allowing the user to use one tool for various applications, including cutting blockages, cleaning grease and removing roots. Repair kits are available for extended life. **952-808-3640; www.hydrflexinc.com.**



HOSE REELS



Bucher Municipal North America Remote Reel

The **Remote Reel** from **Bucher Municipal North America** helps users reach where sewer cleaner units can't and allows for easy and safe access to difficult jetting tasks, according to the maker. Its smart design allows the user to go off-road and even handle stairs. It includes a hydraulically operated hose reel with variable speed, 656 feet of 1-inch jetting hose, a Hinowa caterpillar track crawler with adjustable width, a Honda

11.7 hp gasoline engine, and a rear operator platform with easy steering and controls. **704-658-1333; www.buchermunicipal.com.**

Hannay Reels 6000 Series

The **6000 Series** manual or power rewind reels from **Hannay Reels** are suitable for applications requiring longer lengths of hose, such as waterblasting and sewer cleaning. The heavy-duty reel is available in aluminum or stainless steel construction and designed to handle daily use in demanding environments. A gear-driven crank rewind or a chain and sprocket drive-powered rewind are available in a steel hub assembly. The reels can handle pressures up to 2,000 psi, with an upgrade available for pressures up to 5,000 psi. **877-467-3357; www.hannay.com.**



ROOT CONTROL CHEMICALS



Lenzyme Trap-Cleer foaming root control

Foaming root control from **Lenzyme Trap-Cleer** has double the active ingredient dichlobenil of previous solutions, along with a latex base designed to help it stick to roots longer. It is easy to apply and provides a slower

foaming action to coat the entire pipeline and eliminate fast foam-over messes. **800-223-3083; www.lenzyme.com.**

RootX

RootX is designed to reduce the need for mechanical root control. Every component of a septic system can be treated with the chemical without the risk of machine failure or pipe damage to fight root intrusion. The mainline can be treated easily and effectively from a toilet or clean-out. Roots often penetrate tank, lid and riser seams as well as baffle entries and exits. The chemical can be applied to the drainfield through a clean-out, distribution box or pressure system with special instructions. **800-844-4974; www.rootx.com.**



ROOT CUTTERS



Arthur Products Cnt-R-Kut2 EMAX2

The **Cnt-r-KUT2 EMAX 2** from **Arthur Products** is an interchangeable cutter nozzle to clear roots and debris. The centering devices can be modified for custom applications. They help operators tackle tough jobs, including when using drain cleaning nozzles in tight

spaces in damaged sewers, according to the maker, and technicians can expect to achieve maximum cleaning spread in drains and other pipes. **800-322-0510; www.arthurproducts.com.**

(continued)



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Southland Tool SRRK-1H Super Red Hot

The round-body **SRRK-1H Super Red Hot** heavy-duty-bearing, root-cutting motor from **Southland Tool** comes with a specially machined, oversized front bearing. The hydraulic root cutter motor allows the user to cut, rip and destroy roots in sewer lines. It is a direct replacement for the Patriot Motor. It produces 14.58 ft-lbs of torque. It has the exact tail thruster to bolt onto green skids or smart-cutter skids. It is available in 1- and 3/4-inch hose models. **714-632-8198; www.southlandtool.com.**

SLUDGE SAMPLING EQUIPMENT

Sim/Tech Filter TruCore

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



SMOKE LOCATORS



Superior Signal 5E Electric Smoker

The **5E Electric Smoker** from **Superior Signal** offers an efficient solution to find difficult leaks and odors in residential and commercial plumbing systems, according to the maker. Connect the blower to any plumbing clean-out or vent with the appropriate-size smoke candle to force smoke through faults and cracks,

easily identifying sources of odor and hard-to-find leaks. Smoke candles produce a highly visible, nontoxic smoke and are biodegradable. They are manufactured with zero-waste stream and include labels printed with vegetable-based ink on recycled paper as well as biodegradable, recycled paperboard tubes. The unit does not generate harmful exhaust gases and handles all residential and commercial smoke-testing applications. The unit comes with an 8-foot, industrial-grade flex hose, weighs 8 pounds and requires no maintenance. **800-945-8378; www.superiorsignal.com.**

TRUCK/TRAILER JETTERS

American Jetter 51T Series 2040

The **51T Series 2040** trailer jetter from **American Jetter** offers 20 gpm at 4,000 psi in cold- and hot-water models. Consistent power is provided by dual Kohler electronic fuel injection gasoline engines that create 76 hp, saving up to 20% fuel, while avoiding problems associated with carbureted engines. Low water shutoff prevents pump damage if the optional 330- to 800-gallon tanks run low. Hose reel speed control allows for precise cleaning in both directions. A long-range wireless remote option allows for water on/off, engine shutdown and hose reel control. The heavy-duty square tubing trailer offers standard electric brakes on both axles. **866-944-3569; www.americanjetter.com.**



Cam Spray CV Series

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



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

Easy Kleen Pressure Systems Groundhog Jetter

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



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PRODUCT FOCUS

GapVax G7 Jetter



The **G7 Jetter** from **GapVax** is built on a heavy-duty, contractor grade NATM-certified trailer. Several engine choices including Cummins diesel, are certified and sized appropriately for the water pump combinations. The unit's hose reel

is hydraulically powered with a direct-drive gearbox and variable speed control. The hose reel offers a 3-foot (curbside) articulation from center of bearing, 180-degree rotation and a capacity of 800 feet of 3/4-inch jetter hose. The polyethylene plastic water tank is available in 300-, 500-, 600-, or 700-gallon capacities. The water pump is center-fed for optimum performance. The controller is interlocked with safety features that will show low fuel levels, low water and is capable of a complete engine shutdown in an emergency. **888-442-7829; www.gapvax.com.**

Jettters Northwest Eagle 200



The **Eagle 200** midsize trailer jetter series from **Jettters Northwest** is available in 12 gpm/3,000 psi (model Eagle-200/3012) with 1/2-inch ID jet hose or the 9 gpm/4,000 psi (model Eagle 200/4009) with 3/8-inch ID jet hose. It comes with either a Kawasaki (liquid-cooled) or Kohler (air-cooled) fuel-injected engine, an industrial-duty trailer with brakes for safety, and an A-frame tongue that allows it to be towed when full of water. Flat-top fenders allow for additional mounting surface. Chrome wheels give it a sharp appearance. It comes with a super-duty triplex UDOR U.S.A. pump, 12-volt power-wind hose reel with wind-speed controller, 200-gallon water tank, 60-inch lockable tool storage bin, 300 feet of jetting hose on the main 12-volt reel, 100 feet of 3/4-inch water-supply hose on a second reel, adjustable pulsation control and four jetting nozzles. **877-901-1936; www.jetttersnorthwest.com.**

Vac-Con VJ Series



The **VJ Series** of jettters from **Vac-Con** is designed to provide an economical, portable and powerful system in two configurations. The VJ375 offers a 375-gallon water capacity on a single-axle trailer.

The VJ750 has a 750-gallon water capacity and runs on a tandem-axle trailer. Standard features include Tier 4 diesel engine, cold weather recirculation and air purge system, hydraulically driven hose reel and a reel-mounted, weatherproof electronic control panel. Units are available in multiple water pump pressure and flow configurations. Optional features include gas engine, wireless remote, and an antifreeze tank system for cold-weather use. **904-284-4200; www.vac-con.com. P**

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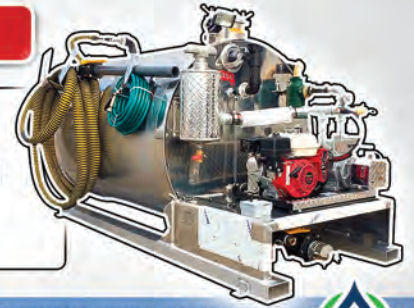


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CASE STUDIES

Sewer System Cleaning and Inspection

By Craig Mandli



CASE STUDY: Root problem eliminated on lakeside easement

Problem: A neighborhood in Liberty, Missouri, had a heavily root-bound easement. Access was difficult as the 1,280-foot line traveled across the backyards of houses situated on a lake. The line was laid unevenly, which gave roots more opportunity to invade. There were

continual blockages, with several houses experiencing backups. The municipality put the easement on a saw, cut and flush routine program, conducted twice a year. However, they were called out for emergencies in between the maintenance visits as well as there were constant problems.

Solution: Duke's Root Control applied **RazorRooter II** to the entire easement. The hose released and sprayed the foam in all directions, allowing it to adhere to roots and penetrate through Y connections to kill roots without harming trees or other aboveground vegetation.

Result: "A few months after the foam was applied in January, we ran our CCTV through the pipe, and the roots had decayed, like you see cigarette ashes crumble," says Gary Harter, operations manager for the City of Liberty. "Our camera made it right through the pipe. We haven't had any blockages since. This has saved our city a tremendous amount on time lost, wages and expenses. We can rededicate the time we were spending to different areas of the town." 800-447-6687; www.dukes.com.

CASE STUDY: Contractor appreciates durable, dependable rooter

Problem: A. Pederson's Plumbing in Dallas, Oregon, performs a lot of heavy-duty root removal.

Solution: Pederson's two **Maxi-Rooters** from **General Pipe Cleaners** have been the company's go-to machines for more than 10 years, and with the exception of the feed bearings, they retain all their original components, including the original Flexicore cable. Built for portability as well as power and capacity, according to the maker, the Maxi-Rooter rolls on 10-inch ball bearing semi-pneumatic wheels and has V-belt stair climbers for easier transport. The machine is designed to clear roots and heavy stoppages in 3- to 10-inch lines up to 150 feet long.

Result: A. Pederson reports the machines allow workers to clean lines faster so they are able to fit more jobs in the workday. 800-245-6200; www.drainbrain.com. **P**



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in the
SPOTLIGHT
By Tim Dobbins

MARSH INDUSTRIAL STRESSES COMPLIANCE WITH DOT RULES FOR HAZARDOUS WASTE HAULERS

Laws change and regulations tighten over time, and Marsh Industrial understands equipment used in the wastewater industry needs to be up to date with regulatory changes and remain that way throughout years of service.

Since HM-183 laws strengthened minimum requirements for cargo trucks carrying hazardous materials to pass tests and inspections, Marsh Industrial focused research and development on understanding the U.S. Department of Transportation's (DOT's) new laws for tank transport. For pumpers who haul hazardous waste or are looking to add that service to their offerings, the DOT 407/412 is geared particularly toward transporting hazardous liquids and waste.

"Our design-certifying engineer spent time working with the people who helped write the current law with the DOT so that when we were building our units, they are built to specifications as the laws require," says Don Marsh, president of Marsh Industrial. "We always stay current with the ever-changing laws of DOT and modify our tanks to reflect those changes."

As a result of that effort, they launched the DOT 407/412 line of vacuum truck and trailers to not only comply with the regulations but exceed the needs of operators in the field. "We build a quality product that companies can depend on," Marsh says.

Marsh continues to build trucks for hauling non-hazardous septage as well.

The DOT 407/412 vacuum truck is available in multiple variations including hoist options, vacuum pump sizes, blower options and size and material of tanks. Anti-surge baffles, various liquid-level indicators, rebuildable intake and discharge valves and sealed light packages are among the list of available add-ons. Customers can also add freshwater capabilities and jetter options, choose between aluminum, steel or stainless steel toolboxes, and a full rear open door.

Engineered with all applicable laws and regulations in mind, trucks can handle a range of jobs and applications. "Our units are designed to haul anything," Marsh says. "Mini vac units can even be used for spill response at an economic price."

Marsh Industrial Services also focuses on a long service life for its products by using continuity among parts over the years. That way customers are able to exchange parts and conveniently update their units over time. "Our units have been well received by customers," Marsh says. "They have commented that our units are well-designed and reliable. The units are built for longevity." **800-952-1537; www.marshind.com.**



SUPERIOR 5E ELECTRIC SMOKE BLOWER FINDS FAULTS, ODORS, LEAKS AND INFLOW

Superior Signal Company's Superior 5E Electric Smoke Blower connects to any clean-out, port or vent to smoke test the

septic systems in minutes. The product pushes smoke throughout a system to find cracks or leaks and quickly identify problems. Made in the U.S., the Superior 5E Electric smoker comes complete with 8 feet of industrial-grade hose. Used with Superior Smoke Candles, this solution will detect hard-to-find odors, leaks and other faults in commercial, residential and municipal facilities, according to the maker. 800-945-8378; www.superiorsignal.com.

FRANKLIN ELECTRIC OFFERS LITTLE GIANT 16G SERIES 1 HP GRINDER PUMP

Franklin Electric's Little Giant 16G Series is a heavy-duty 1 hp grinder pump designed to deliver power as a new or replacement pump for residential and light commercial wastewater applications. The new pump is available in both 115 V or 230 V models. The cutting mechanism produces more than 745,000 cuts per minute and is based on the patented design used in larger Franklin Electric models. The 1 hp class F motor provides power to prevent flushables and other debris from clogging and causing downtime, while the discharge is customizable to a contractor's needs, according to the maker. Installers can use the 1 1/4-inch discharge or the 2-inch adapter pre-assembled to the pump as a drop-in replacement for any effluent or sewage pump struggling with clogs and binding, regardless of discharge size. 866-271-2859; www.franklinengineered.com. **P**



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Macchio Achievement Award presented to Gary Poborsky

The Macchio Achievement Award was presented to Gary Poborsky at the WEQ Fair in York, Pennsylvania, on June 22. The award recognizes Poborsky, owner of GapVax, for his 44 years of dedication and commitment to the pumping industry.

“The Ralph Macchio Lifetime Achievement Award is given to an individual who exemplifies a lifetime of service to our industries,” says Bob Kendall, founder of COLE Publishing. “Gary Poborsky is a worthy recipient of this year’s award which is given on behalf of Ralph Macchio, NAWT and COLE Publishing.”

Poborsky began his journey in 1977 when a flood devastated his hometown of Johnstown, Pennsylvania. Poborsky purchased a used septic truck on a loan and went to work cleaning up the mess. He began working with outside contractors and realized that local service was needed in his area. He and his wife Rose grew their business modifying and building their own equipment when purchased products weren’t getting the job done. From this, GapVax was born, and they began designing and manufacturing industrial vacuum equipment.

Enviro-Care is now SAVÉCO North America

Enviro-Care has rebranded as SAVÉCO North America, with a new domain name of www.savecowaterna.com.

Enviro-Care became a member of the WAMGROUP of Modena, Italy, in February 2015. As the North American subsidiary of the SAVÉCO water and wastewater division, Enviro-Care is rebranding to reflect its position within the WAMGROUP organization.

Vacuum Truck Rentals hires Jeff Mueller

Vacuum Truck Rentals hired Jeff Mueller as corporate parts director. He will oversee the parts operations throughout the company’s 16 nationwide locations. Mueller began his career as a millwright in the industrial machine business before taking a maintenance superintendent position. He has also served in a senior general manager role and has opened multiple equipment branches.



Jeff Mueller

Super Products announces domain change

Super Products has moved its online presence to www.superproducts.com. The new domain will also affect the company email addresses, changing to the format @superproducts.com. All incoming emails will work if they are sent to the old addresses, but updating to the new domain will ensure delivery after the old addresses are phased out. Old links and bookmarks will be automatically redirected to www.superproducts.com.

WJTA introduces medical alert card for vacuum operators

In response to inquiries regarding vacuum suction injury potential, the WaterJet Technology Association has introduced a new medical alert card for operators of industrial and municipal vacuum equipment. The card provides information on the potential nature and treatment of the injury in the event of an incident with the vacuum hose end under suction.

Greasezilla announces investment for new site development

Downey Ridge Environmental Co., developer of Greasezilla FOG separation and processing systems, announced the Shelton CleanTech Fund I is investing more than \$8 million to expand Greasezilla technology nationwide. Greasezilla will build 10 new Greasezilla FOG receiving stations with private and public joint venture partners across the country.

Trench Shoring opens new facility, adds bilingual classes to TSU

Trench Shoring opened its 11th location in San Leandro, California. The company has branches from San Diego to the Bay Area, plus Las Vegas. The new San Leandro facility is central to the Bay Area near Oakland Airport. The company also announced it expanded its Trench Shoring University program with bilingual classes from its newest trainer, Fred Estrada. In the near future, Estrada will be offering Spanish-only training classes through TSU. Under the management of NAXSA-certified trainer Greg Shreenan, TSU can also be adapted for online and remote learning.

VARCo changes name, expands with new distribution center

Following exponential growth over the last several years, VARCo changed its name to VARCO Pro Supply and built a new 53,000-square-foot distribution center and flagship retail store to support its domestic and international customers. VARCo President Ron Selfe stated, “We remain focused on all aspects of the wastewater industry and are bullish on the growth of other categories such as plumbing, landscaping and asphalt paving as the economy continues to rebound.”

The new retail store will be approximately 8,000 square feet and will offer a larger customer order pickup area, hydraulic bar where hoses can be custom-made on demand, larger product assortment, how-to demo area for professionals, robots to assist with remote orders, an outdoor demo area for trucks and equipment and other amenities to fuel up PROs, like snacks, coffee and gaming stations. **P**

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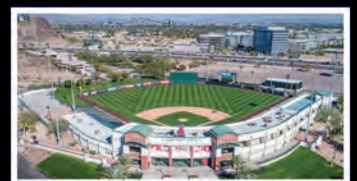
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Contact: Lisa Nicoll cpow@cpow.net

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Contact: Lisa Nicoll cpow@cpow.net

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UA Introduction to Design of Onsite Wastewater Systems
October 25, 2021
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Contact: Aaron Tevik - 520-621-3691
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Vactor 2100 on 2007 Sterling Chassis, 10-speed standard transmission, Roots Blower PD machine, 7,732 hours, 181,850 miles, 15 cy debris body, 1,800-gal water tanks. Truck is used almost daily and has been well maintained. Selling Price **\$60,000.** Contact Joe Kandefer jkandefer@kandeycompany.com. NY (P08)

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1999 Harben 4016-300 Jet Trailer (Stock #200SC)
(888)VAC-UNIT (822-8648)
www.vsirentalsllc.com. (PBM)

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JETTERS – TRUCK



2007 Sterling Pipe Hunter Jeteye Jetter, municipality owned and maintained. Very clean truck with low mileage. Brand new replacement jet and camera line. **Must See!! \$50,000.** Call 404-732-4603. GA (P10)

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PORTABLE RESTROOM TRAILERS

Excellent Condition. Lightly used 2015 COHSI 5 Station. New Dometic 13.5k BTU AC just installed. 450 gallon holding tank, 150 gallon fresh. \$30,000 OBO. Email service@islandrestrooms.com for pictures or more information. (P08)

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



2014 Dodge Ram 5500. Auto, 4x4, w/ Satellite steel vac tank. 950-gal tank, 650/300. Hydraulic Conde vac pump. Call JR @ 720-253-8014. CO (PBM)

2016 Dodge Ram 5500 Diesel, auto 2-wheel drive, 106,000 miles, 500-waste/400-fresh tank Toilet rack. Masport pump. Asking \$55,000. Call 336-625-6376. Very good condition. NC (P09)



2000 F-650 with 1000/500 Abernethy tank. Truck was in use til 6/21. Runs but could use injectors. **276-620-0533. Aaron. \$10,000. VA (P08)**

New Imperial 1,300 U.S. gallon, portable toilet service unit mounted on a 2021 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13961). **(888)VAC-UNIT (822-8648)**
www.vsirentalsllc.com. (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)**



2012 Dodge 5500. 217k miles, new motor, block replaced at 195k miles. 4wd, 650-gallon waste, 300 water, 2 tool boxes and carrying box for 4 toilets. The truck and pump are all in proper functioning order. **Asking \$43,000 OBO and located in Northern CA. Please call 530-893-5687 for more information or photos. (P08)**



2011 Ford F550. 250k miles, new motor installed at 200k miles. 2WD, everything is in proper functioning order. Recently replaced turbo and blue def system. 950-gal tank and lift gate. **Asking \$43,000 OBO, located in Northern CA. Please call the office at 530-893-5687 for more information or pictures. (P08)**

New Imperial 980 U.S. gallon, portable toilet service unit mounted on a 2021 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13931)

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

PORTABLE SINKS



2020 Kaufman handwashing trailer. It has 11 faucets with 500 gallon fresh water and 500 gallon waste tank. Has hot water on demand. **\$20,000 OBO. 479-968-3871. AR (P08)**

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SEPTIC TRUCKS



1996 Kenworth, 2,850 Gallon Tank. Hoist, Rear Door, Vibrator, Heated Valves, 4" Intake & 6" Dump Valves, 680 CFM Fruitland Pump, **\$22,500. Call Josh 612-816-8013. MN (P08)**



2013 Freightliner Cummins 280HP, 6-speed manual. New 2,500-gallon tank. 420 CFM pump. SS hose trays and tool boxes. **\$63,500. 919-559-9344. NC (P08)**



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98 Freightliner Cummins w/6-speed. Hyd disc brakes, 25,500 gwvr 240k miles. 2,200 gallon tank, mec 8000 pump. \$16,000 616-218-3155. MI (P08)

2006 Peterbilt 335, 325 hp, 60k miles, rebuilt Cummins engine by Cummins, diesel, 10-speed rebuilt EF, 60k GVW 20/20/20, 4,000-gal Transway steel tank, 100-gal fresh water tank. 400cfm Masport pump. \$60,000 obo. 203-746-3900. For photos, text Rich at 203-948-8139. (P08)



1999 Sterling, 409,000 miles. Cummins M11. New 3,600 Gal steel epoxy coated tank. New tires. Fruitland pump. Everything works as it should. DOT good until Dec. Driving daily. **\$52,900 Call David at 218-393-9231 MN (P08)**



2013 Peterbilt Septic Truck for Sale. Masport pump 230,000 miles. Truck is in great shape. Looking to add to our fleet. Contact Cory for more information, **330-807-1490. Truck is located in north-east Ohio. \$95,000 OBO. OH (P08)**

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2001 International 4000. 200 steel tank, 367 challenger pump, 6" discharge, 4" inlet. Cummins ISM/300HP, 8LL transmission, front tires 80%, rear tires 70% **\$24,000. Ph 816.988.6650. MO (P08)**

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)



2001 Mack, 3,000-gallon tank, 6" discharge, 4" inlet. 367 Challenger pump, 350 Mack E-7 Motor, manual transmission. Front tires 25%, Rear tires 60%. Located in Kansas City, Mo **\$22,000. Ph 816.988.6650. MO (P08)**



2006 International, 4x4, DT466, 89k miles, 3000 series Allison auto trans, AC, cruise. New 2500 gal tank, stainless hosetrays, Fruitland 500 vac-pump, new tires, & paint. Truck looks and drives like new. \$62,000 Call Hull's Truck Bodies, LLC at 740-820-5338 Financing and Delivery Options Available. OH (P08)



2016 International 4300, ISB Cummins Engine, Allison Automatic, 190K, New 2,000-Gallon tank, new Moro Pump PM70 330 CFM, Automatic PTO, new tires and aluminum rims all around. \$72,000. Call Alan, 786-908-5436. (P08)



2021 Mack MD6, 26k GVWR, air ride, Jupor- R260 pump, 2,000-gallon steel tank, Allison Auto trans, Cummins Engine, ready to work. **Brett 501-388-9464. Ray 501-388-9565. Central Arkansas. Shipping and financing available. AR (P08)**

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)



2021 Peterbilt 337, 26k GVWR, air ride, 2,000-gallon steel tank, Masport Viper pump, chrome package, 300 Horsepower, Cummins/Paccar engine, Allison Auto trans, ready to work. **Ray 501-388-9565. Brett 501-388-9464. Central Arkansas. Shipping and financing available. AR (P08)**



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. MN (P08)**



2011 Kenworth T300 (2 Available), automatic transmission, 153,000 miles, new 2,500-gallon steel tank, new Moro pump, new tires all around. **\$75,000. Call Alan 786-908-5436. (P08)**



2001 Sterling septic pump truck, 2,500 gal. steel tank that is 5 years old. 7.2L Cat engine, 9-speed Eaton 309k miles. Moro Turbo PM80 pump. 33k GVW. 4" discharge/intake, 3" intake. 200' of 3" suction hose. Hand tools. Extra parts come with truck: mirrors, tire chains, adapters. Truck runs well. This was the frontline truck until business was closed. **Asking \$40,000 obo. Contact 505-217-5731 or fyreman94@mac.com. NM (P08)**



1999 Freightliner FL 112, 312,000 miles, 70,000 on rebuilt Cat C-12. 3,200-gallon tank. Original owner. Masport vac pump. \$20,000. Please email or call for additional photos and information. **507-625-3400. Seppmannandsons@gmail.com MN (P08)**



2019 Freightliner M2, 160,000 miles, automatic, new 2,000-gallon steel tank with new Masport viper pump. **\$79,000. Call Alan 786-908-5436. (P08)**



2003 Peterbilt 378 with a Keith Huber Berringer (wet or dry vacuum capabilities) unit. Tank is 3,500/300 with 35gpm @ 2000 psi jetting/pressure washing system. **Asking: \$170,000. Call: 715-572-4250. WI (P08)**

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)



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)**

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)



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)**



2012 Mack GU713 Granite, MP8, 18-spd, 340,578 miles, original heavy spec truck, 82,000lb. gvww, 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)**

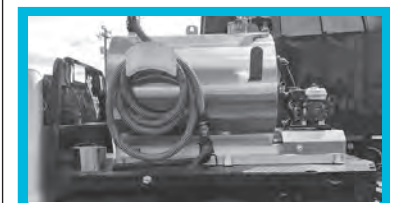
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Used VAC Tanks. 4,200-gallon - \$9,900. Gasco Triplex 3364-AL - **\$750. 269-751-5167. (PBM)**



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2017 JAG 10 Station Urban Available August 1, 2021. Great condition. mike@arisrentals.com/216-990-6658. \$55,000. (P08)

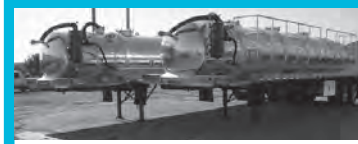
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2003 SuperSucker vacuum loader, 27' blower with spare blower for the truck. 400 HP with Fuller 14708LL trans, 44k rears 20k front. Very clean and runs excellent. KLM Companies 617-909-9044. (PBM)

Pre-owned 2008 International 7600, with a Guzzler Ace XXS4118TS Wet/Dry Industrial Vacuum Loader, 18-yard debris body, dump type, carbon steel vacuum tank. (Stock #4401C). **www.VacuumSalesInc.com, 888) VAC-UNIT (822-8648). (PBM)**

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

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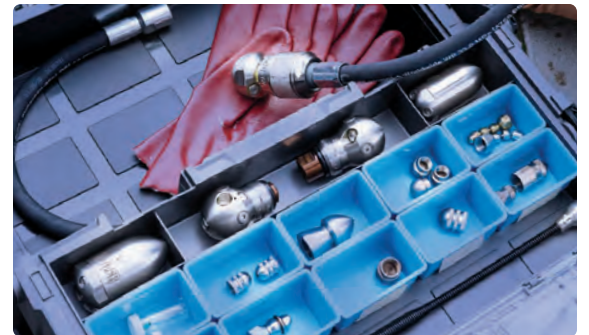


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