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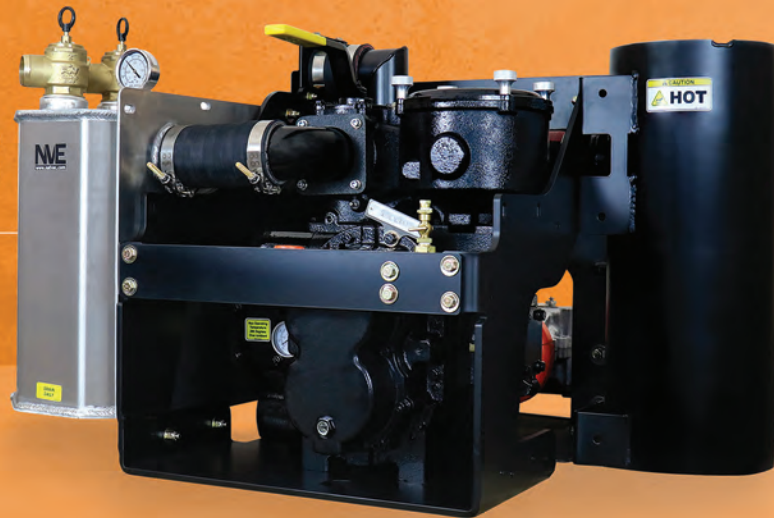
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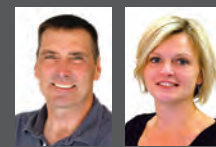
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ON THE COVER:



Emie Anderson of Allgood Sewer & Septic Tank Service, White House, Tennessee, breaks up a heavy scum layer as he and Matthew Burge pump a long-neglected septic tank. The truck is a GMC 7500 built out by House of Imports and carrying an NVE pump. (Photo by Martin Cherry)

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Reward for Finding a Ring: One Prime Rib Dinner

Massachusetts pumper Jeff Wall used thorough tank-cleaning practices and recovered a couple's prized engagement ring

Pumpers are too often the bearers of bad news to homeowners — “I’m sorry but your drainfield is failing,” or “Once your tank was empty, I found structural issues and you’ll need a new tank.” So it’s great when the pumper gets to the end of the job and can share some good news with the customer.

Such was the case for Jeff Wall, of Wall Septic and Rooter in Harwich, Massachusetts, a few months ago when he pumped down and rinsed out a tank for a customer in Yarmouthport in Cape Cod.

“It was late on Saturday afternoon and I was taking my time — I typically thoroughly rinse out tanks with a water hose — and the next thing you know there was a sparkle there,” Wall explained. “It looks like a diamond ring. Once you put a flashlight on a diamond, it flashes back huge. I got my scoop shovel out and got it.”

Wall turned off the pump, summoned his customer, Brian Snow, and asked him to bring his wife outside for a big surprise.

“She came out and I showed her the ring. She got all emotional and couldn’t believe it,” Wall recalled. But at this point, Wall only had half of the story. He didn’t know the trials that the Brian and Annette LaRocca Snow had endured over this ring ... and two others flushed down the toilet two years previous.

MAJOR MISHAP

It all started one afternoon in 2019 when Brian Snow found wadded pieces of toilet paper on the bathroom sink. He promptly flushed them down the toilet. Hearing the second flush, Annette ran into the bathroom to stop Brian, but it was too late. Annette had left three rings — her gold wedding band, a gold engagement ring with clusters of diamonds, and a gold ruby ring — drying on the toilet paper after she’d washed them.

Frantic, Brian ran to the basement and cut into the pipe leaving from the toilet and held a bucket under the pipe while the toilet was flushed again. Plop, the wedding band landed in the bucket, but the other rings were nowhere to be found, presumably already in the septic tank inlet pipe or the tank itself.

At that time, the Brian called several local pumpers looking for someone who would empty and search his tank with care to find the other rings. Besides the obvious sentimental value of the engagement ring in particular, that ring had a replacement value of \$10,000, he explained. Jeff was among the pumpers he called, but he was too busy to take on new customers and he declined the job.

W Every time I go on a job, I pump the top layer, skim down at the bottom, connect the water hose to the house and rinse the tank down. Nothing beats a rinse after you’re done.”

- Jeff Wall

Jeff had no memory of this when he was recently called out to provide routine pumping maintenance at the Snows’ home.

The pumper who agreed to come the first time did a very rushed job, recalled Brian, who figured the rings were gone forever. However, then the upset homeowner did the unthinkable — he decided to go into the tank and search for the rings by running his gloved hands through the leftover sludge.

Any pumper would cringe at the thought of a customer entering a tank. We all know the extreme danger involved in entering a septic tank without the proper safety equipment and confined-space entry training. Snow didn’t seem to understand just how dangerous this was. He explained that he works in the pesticide industry so he put on a respirator, dropped a ladder in the tank and entered. Feeling around with his hands, he didn’t turn up either ring, so he closed the tank and gave up.

This is the point where I’m wondering if any of you have had DIY customers enter their tanks under similar circumstances. I found this story shocking and I told Brian how fortunate he was not to have been overcome by hydrogen sulfide gas. He entered the tank with no safety equipment and nobody spotting him outside the tank. I admonished him never to attempt something like this again just like I hope all of you would warn your customers never to go into their tanks.

IT PAYS TO BE THOROUGH

Fast forward two years and Brian called Jeff because he wasn’t happy with the last service provider. Jeff had no recollection of talking to the homeowner earlier or the story about the missing rings. He just showed up and got to work. From the condition of the tank, his observation was that the previous pumper hadn’t made a serious attempt to find the ring.



▲ Jeff Wall is shown with his two Mack septic service trucks. The red one is a 2000 model with a tank from Presvac Systems and a Fruitland pump, recently refurbished by Andert. The Blue is a 1993 model carrying a new tank from Tank Services.

◀ Pumper Wall, of Wall Septic and Rooter, celebrates with Annette LaRocca Snow after finding her diamond engagement ring in a septic tank. Snow and her husband, Brian, bought Wall a prime rib dinner as a thank-you gift. (Photos courtesy of Jeff Wall)

“Knowing there was a ring in there, I don’t think he helped (Snow) out too well. It would have been difficult (to find the rings) because the sludge was so heavy,” Jeff said. He didn’t want to say anything bad about another pumper, but stressed a careful job is necessary for a chance to locate valuables in a tank.

“Every time I go on a job, I pump the top layer, skim down at the bottom, connect the water hose to the house and rinse the tank down. Nothing beats a rinse after you’re done,” he said. “I carry 150 feet of water hose on the truck at all times. I just tell people what you get with me is a thorough job and the inlet cleaned and the outlet visually checked with a light and a mirror to make sure it’s intact.”

Jeff typically uses a long-handled spoon or a shovel to break up the scum layer and skim it to the suction hose. Too often he’s opened tanks where he’s seen other pumpers who have worked the hose through the scum layer, pumped down the contents and left the scum slumped to the bottom of the tank, with a telltale sign of a 4-inch hole where the hose penetrated the crust.

“I think some other companies really don’t believe in rinsing out the tank. They just want to get to as many jobs as they can in a day. I call it the ‘hit and run,’ and in Cape Cod there’s a lot of that going on,” Jeff said.

SEARCHING FOR VALUABLES

Wall would have a strategy if he got another call to find a valuable ring in a septic tank. He would pump from the outlet end of the tank, far from the inlet where the ring would have plopped into the water and quickly descended into the sludge. He would skim from the top down and rinse the tank as he did to find the Snows’ ring.

“The chances of rings going from the inlet end to the outlet end would be slim,” he said, ensuring that the ring wouldn’t be sucked into the vacuum tank and lost forever.

Over the years, Jeff has found a couple of rings, albeit none with the value of the diamond ring. He still has one where he couldn’t track down the owner from a rental property sitting on his shelf at the shop.

Wall Septic and Rooter dates to 1943 when it was founded by Jeff’s father, Russell A. Wall. Today Jeff, 58, is the only one on a truck, but he has help at the office and hopes to add another driver soon. He runs a 2000 Mack with a 4,200-gallon steel Presvac tank and Fruitland pump. The rig was refurbished by Andert Inc. He also has a 1993 Mack that recently received a new 4,200-gallon steel tank from Tank Services. Other important tools are two Crust Buster tank agitators Jeff utilizes when cleaning restaurant grease traps.

FINDER’S FEE

Finding the ring was a momentous occasion and emotional for Annette, Brian said.

“She just basically broke into tears and bypassed me and ran over and gave (Jeff) a hug,” Brian recalled. “She said she knew all along that it was still in there.”

As a gesture of thanks, the Snows and Annette’s brother, Pete LaRocca, an old friend of Jeff’s, took their new favorite pumper out for a prime rib dinner.

“It was extraordinary that it was still there, and (Annette) said if we found the other one in a couple of years, that would be hilarious,” Brian said. “I’m not counting on it, but you never know.” **P**



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EQUIPMENT DECISIONS

acquiring a skid steer

You have a job where you need a skid steer. But determining the best avenue for acquiring one isn't always an easy task. There are a lot of factors to consider. This online exclusive article offers some of the key questions you'll want to consider

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how to announce price increases

Naturally, announcing that your prices are increasing can be dicey, potentially angering customers and even costing you business. While these unwelcome outcomes cannot always be avoided, there are steps businesses can take to make pricing announcements easier to swallow.

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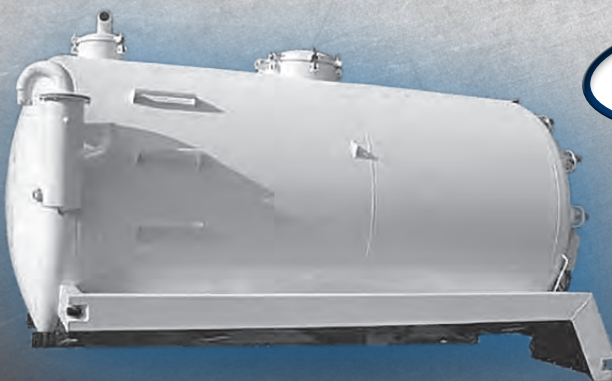
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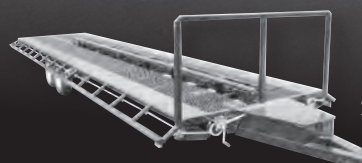
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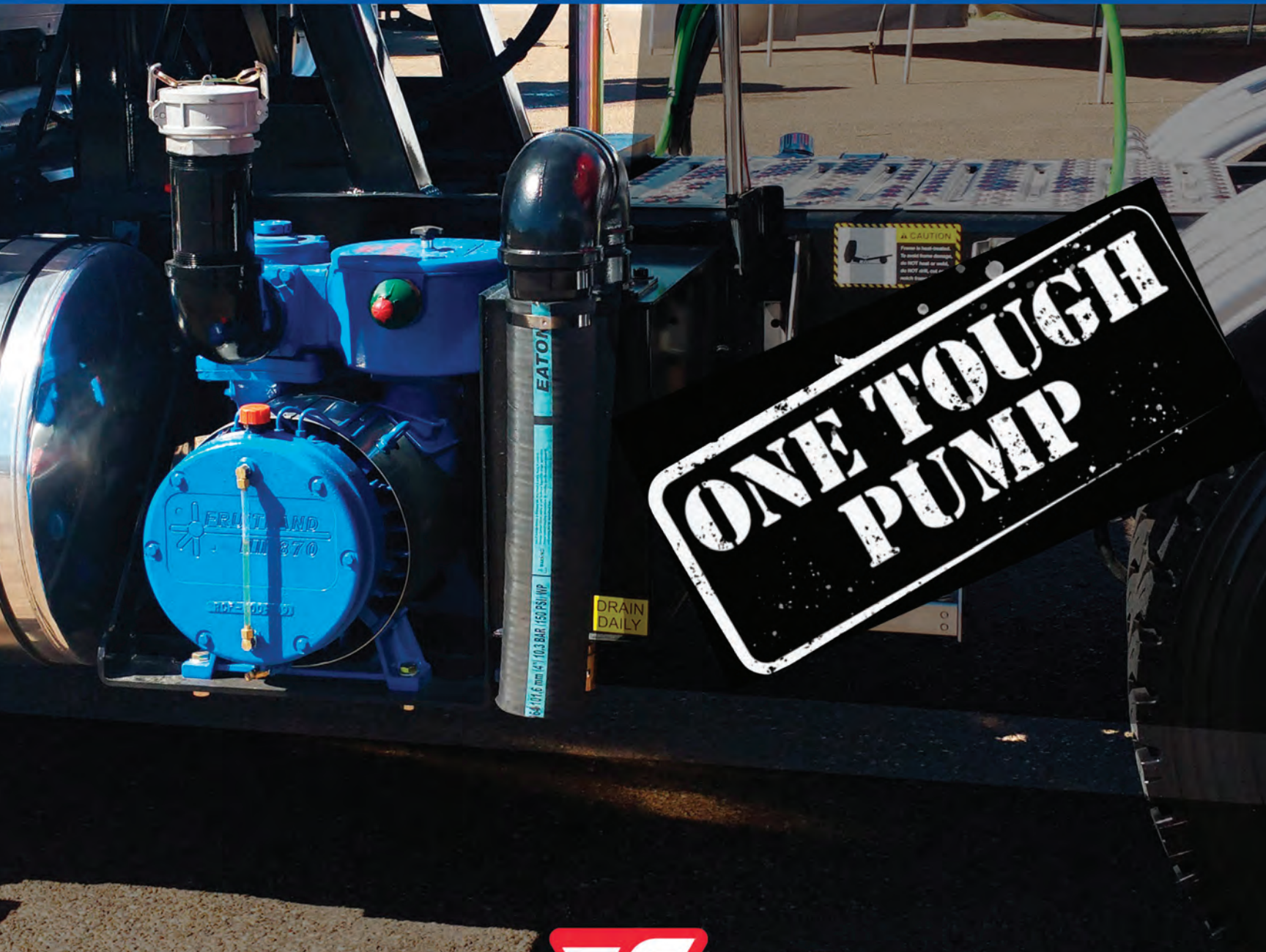
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The People PLEASERS



Allgood Sewer & Septic Tank Service

White House, Tennessee

OWNER: Ernie Anderson

FOUNDED: 2007

EMPLOYEES: 4

SERVICE AREA: 50 mile radius in Robertson and Sumner counties and northern Nashville

SERVICES: Septic pumping, installation and repair, inspections

WEBSITE: www.allgoodsewerandsepticsservice.com

Tennessee pumper Ernie Anderson says good communication with customers is a key to building a successful septic business of any size

By Dee Goerge

Creating a successful business requires skill and experience. But recognizing an opportunity and seizing it can be just as important. That's what Ernie Anderson did when he started Allgood Sewer & Septic Tank Service in White House, Tennessee, in 2007.

Before he was old enough to have a driver's license Ernie knew enough about septic pumping to train new employees for his father's pumping business. By 18, Ernie earned more money than his buddies working at typical high school age jobs. As a young adult he decided to try something different, so he worked for a swimming pool company doing cleaning, maintenance and helping with installations.

"About 15 years ago I saw an opening for a new business. I noticed a growing area that Dad didn't want to go to," says Ernie, now 45. The area was near Nashville and surrounding counties. He found a 1993 propane truck, attended the 2007 WWETT Show and purchased parts to turn it into a pumper truck and start his business that year.

What Ernie didn't foresee was the economic downturn that started in 2008.

“CUSTOMER SERVICE IS EVERYTHING. I’VE ALWAYS HAD A KNACK FOR MAKING FRIENDS THAT BECOME CUSTOMERS FOR LIFE.”

ERNIE ANDERSON

BUILDING A BUSINESS

“It was no fun when the economy turned down. There was some mowing grass in there,” Ernie says, explaining he did what he needed to do to earn money.

Fortunately he had been prudent and saved money on his first truck by building it himself with the help of a friend, Jason Meter. Before cutting into the empty 2,400-gallon propane tank with a torch, they filled it with baking soda, dish soap and water to prevent lingering gas fumes from exploding, then added the vacuum components Ernie purchased from Chandler Equipment at the WWETT Show. The truck had a PTO, and he just had to change the shaft to accommodate a septic pump.

“It turned out real well. I ran it for 10 years, and then it became my backup truck,” he says.

On the marketing side, Ernie ran ads in local newspapers and worked with contractors he knew. They referred him to other contractors who recognized that he was reliable and did a good job. As he attracted more customers he increased the size of the ads, including some in phone books.

But beyond that, the survival of the business through the economically challenging time was in part due to the kind of man Ernie is.

PERSONABLE PUMPER

“Customer service is everything. I’ve always had a knack for making friends that become customers for life,” Ernie says. His personal touch includes educating customers about septic systems, as well as friendly conversations about items in their yard, such as antique vehicles and hummingbird feeders. The Andersons ended up getting their two dachshunds from a customer who raises them.

Ernie’s wife, Rhonda, attests to his generous charm. They met when she worked at a printing business where Ernie purchased his business cards and invoices. When she purchased a home in 2013, she had septic problems and called him. Ernie remembers wanting to impress her by showing up clean for the job. Instead, he had hard jobs that day and showed up dirty and sweaty. It didn’t stop him from asking her out on a date that led to marriage in 2017.

“I like to say I found love at the bottom of a septic tank,” Ernie jokes.

Rhonda is quick to note that Ernie is compassionate and kind to everyone. He gives breaks to customers going through tough times and supports local charities with donated services and financial donations.



Ernie Anderson pulls one hose to reach the septic tank. The GMC truck is from House of Imports and carries an NVE pump.



Matthew Burge runs a bead of roofing cement around a Tuf-Tite riser before installing it on an existing tank.

▶ Pumper PROFILE

▶ Matthew Burge is at the controls of the Bobcat excavator as Ernie Anderson clears out the hole so the pair can access a septic tank for pumping.



▶ Rhonda Anderson shoots photos of the Allgood crew at work to create social media posts promoting the company's services.

“FOR MOST PEOPLE, THEIR HOME IS ONE OF THEIR LARGEST FINANCIAL INVESTMENTS, SO PROPER MAINTENANCE PROTECTS THEIR INVESTMENT. ... THERE'S ALSO AN ENVIRONMENTAL ASPECT; A PROPERLY WORKING AND MAINTAINED SEPTIC SYSTEM WON'T HURT THE ENVIRONMENT.”

RHONDA ANDERSON

“He’s always done that even in the lean, beginning years,” Rhonda says. He is a faithful, financial supporter of Mission 615, a nonprofit that cares for people who are homeless in Nashville. Ernie placed a Mission 615 sticker on his truck to inspire others to contribute to the charity.

His character was recognized in 2020 when the Better Business Bureau honored him with the BBB Torch Award for ethical commerce in the small business category for Middle Tennessee and southern Kentucky. The award is based on a business owner’s ethical practices with employees, the community, within their industry and their approach to marketing. The presenter noted that Allgood was a relatively young company to receive the award.

EXPANDING THE BUSINESS

Ernie praises Rhonda for the website she developed for the business. “A lot of the people new to the area are impressed with our website,”

he says. Web design and marketing are a couple of the services she offers through her business, Silver Cricket Designs.

“I try to dedicate one or two days a week to Ernie’s business,” Rhonda says. She handles marketing and bookwork using QuickBooks and Tank Track software. The maintenance reminder with Tank Track is helpful, and Ernie adds lots of notes to specific tanks and locations that will be helpful as the business grows and adds employees. “It has technology for tablets and cellphones. As we grow and bring on another driver, it can be available in the truck to take payments in the field,” Ernie says.

Besides good marketing to grow the business, Ernie credits encouragement from contractors.

(continued)

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▶ Pumper PROFILE



▶ Burge completes a Tuf-Tite lid and riser installation, bringing septic tank access to the surface for easier maintenance in the future.



Building a better website

"Years ago we did more Yellow Pages ads. Now I tell folks that a website is as important as the truck itself. It gives the first impression of the business," says Ernie Anderson, owner of Allgood Sewer & Septic Tank Service. He credits his wife, Rhonda, for creating a useful, educational website for his business.

When she met him, Ernie had a one-page website. As she spent time with him, she saw how he was patient and took time to educate customers about their septic systems.

"For most people, their home is one of their largest financial investments, so proper maintenance protects their investment," Rhonda says. "There's

also an environmental aspect; a properly working and maintained septic system won't hurt the environment versus a system that is having issues with sewage running out on the ground."

She reflects that on the multi-page website she designed and launched. Besides explaining the business' services, service areas, tips and contact information, she writes blogs using information that is readily available with website searches.

"The blog topics are inspired by common questions from customers," Rhonda says, adding that Redfin Real Estate included a quote from Allgood in a recent article for its website.

As owner of Silver Cricket Designs offering web design and marketing, Rhonda offers a few tips for pumpers interested in improving their websites.

1. Make sure your company name, contact phone number, hours and services are obvious and easy to find.
2. Don't worry about being on top of the Google listing. Instead, focus on writing in language and terms the customer understands and include information they want and need.
3. Include illustrations and information about how a septic system works. That's an extension of what Ernie does when talking to customers in their backyards

when he reminds them about little things like not driving over the septic system.

4. Highlight special services or niches. There is a page on the Allgood site to highlight Ernie's installation and preventive maintenance services.
5. Choose a good design for the website, and keep it up-to-date, especially when you add new services.

Beyond the website, it's also a good idea to have a presence on social media. Rhonda posts photos, updates and interesting events on Allgood's Facebook page.



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Ernie Anderson connects a septic hose to the rear of the truck.

Rhonda Anderson helps run the office at Allgood Sewer & Septic Tank Service.

“I was fortunate to have contractors pull me aside to tell me that I could do other things,” he says, to add to his pumping services.

He learned about wiring so he could do septic repairs, and he works with other contractors to install systems, which has developed to provide about 25% of the company’s revenue. He provides his opinion as a licensed installer to work with real estate agents on real estate inspections for potential homebuyers. With an influx of people moving into the area, Ernie expects inspection work will continue to increase.

EQUIPMENT

Ernie gets the work done with equipment that he conscientiously maintains himself.

The first vacuum truck is a 1992 GMC TopKick with a 2,400-gallon steel tank and R260D Jurop pump. His latest purchase is a 2007 GMC 7500 truck with a 2,500-gallon steel tank and National Vacuum Equipment pump built by House of Imports.

For digging he has a 329 Bobcat mini-excavator he transports on a trailer that he built and pulls with a 2001 Chevrolet 2500. He prefers to install Tuf-Tite lids and risers and uses Porter Cable power tools.

FUTURE

“It can get extreme as a one-man show,” Ernie admits. He wears a headset while driving to take calls.

In snowy, cold winters work previously slowed down, but that that hasn’t happened in recent years. He typically schedules on weekdays. Two part-time employees fill in for him when he takes vacations and drive a second truck during the busiest time.

“If I had a motivated guy, I could do quite a bit more. There are times in the year when we could run two or three trucks,” Ernie says. Adding a new full-time employee is one of his near-term goals. He has the truck and will pay well for a go-getter from his area or anyone who is willing to relocate to Tennessee with its great opportunities and new markets.

“I’m getting a lot of calls from other counties and looking which way to grow,” he says.

Despite the long hours and challenges, the business suits him.

“It’s a challenge to handle scheduling and stay on top of everything. But it’s also a joy. It’s an adventure to go to different people’s homes,” he says. He patronizes local restaurant, hardware store and other business owners, and they know who he is and what he does for a living.

Being part of a community and feeling support from Rhonda — and two “office managers” (dachshunds) is exactly where Ernie wants to be.

“The business has been good to me. I’m happy to continue and looking to see what’s around the corner,” he says. **P**



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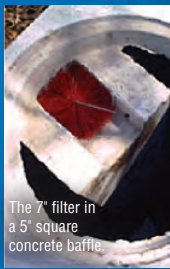
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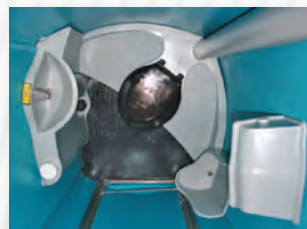
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Jim Anderson, Ph.D.
Contributor

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

Pump the Tank at the End of the Inspection

I have to qualify my earlier advice about septic system inspections; a pumpout is necessary, but should be the last item on your to-do list

By Jim Anderson, Ph.D.

In a recent column I referred to the need to pump septic tanks as a part of a thorough inspection to determine tank structural soundness and watertightness. In my years in the industry this has always been a discussion point with differing opinions about whether the tank must be pumped to give a complete picture of the tank's condition. Further, at least in the comments I received after the column ran, there was some confusion about at what point in the inspection process the tank should be pumped.

Since I opened this "can of worms," it's a good idea to walk through the tank inspection process, including pumping the tank.

After locating the tank, the manhole should be opened so the contents and interior of the tank can be viewed. For most tanks this means opening the manhole and using mirrors or cameras to view inside. For tanks lacking manholes (a topic for another time) the lid will need to be removed.

The lid should be carefully inspected to determine structural soundness and if there is evidence of previous system backups or failure. Scum or toilet paper clinging to the bottom of the lid indicates at some time water level in the tank was above normal operating levels. The way risers are attached to the lid should be evaluated for watertightness so no unwanted surface water or sediment can enter the tank.

Septic tank performance should be evaluated; the tank should be operating at the level of the invert of the outlet. If the level is above the invert, there is some type of backup. This could be due to blockage in the baffle or piping, or indicate the entire system is full.

THREE LAYERS

Evaluate the tank contents. A tank should develop three distinct layers: floating scum on top, clear water in the middle and sludge on the bottom. If these three layers are not present or if there is a lot of floating material such as plastic products or raw food, this indicates a problem that will probably show up in other parts of the system. The cause needs to be determined to provide recommendations to the homeowner. If there is a sump serving a basement bathroom, the three layers may become mixed due to turbulence created in the tank when the pump runs.

The scum layer should not be excessively thick and should always be less than three inches from the bottom of the outlet baffle or to be over the top of the baffle to ensure excessive scum cannot leave the tank. A screen at the outlet helps stop scum from continuing downstream, but excessive scum could block

➤ Floating items, such as feminine hygiene or birth control products, should not be in the tank. The homeowner needs to be educated about how these products can cause problems in the system.

the screen and cause the level in the tank to rise and even backup to the house. Excessive scum may just indicate the tank needs to be cleaned.

Other floating items, such as feminine hygiene or birth control products, should not be in the tank. The homeowner needs to be educated about how these products can cause problems in the system. Undigested food in the scum layer may indicate use of a garbage disposal or one of the occupants has a medical issue. This may require additional tank maintenance for medical reasons or discontinuing use of the garbage disposal.

LOOK AT SLUDGE

Thickness of the sludge layer should be determined. Sludge should not be within 12 inches of the bottom of the outlet baffle. After opening the tank, allow time to be sure the sludge has settled before measuring the depth. Sludge will not settle properly if the water in the tank is turbulent. These conditions can be the result of a pump in the basement adding high volumes of wastewater or the flow from the house is simply too high.

If flow from the house has increased over time due to more occupants or changing ages of the occupants (think teenagers), the tank may simply be not large enough to handle the amount of wastewater being delivered. The homeowner — if made aware of this — may be able to reduce water use.

If there is an excess amount of material in the sludge that does not break down into either the sludge or scum layers, the frequency of tank maintenance can be increased to remove the materials.

The next step is to determine if all components of the system are operating as they should. Different locations have varying requirements or standards for the operation test. It is another area where there is not total agreement about what this test should look like. The bottom line is during this test the inspector wants to make sure water moves between all system



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2022 Peterbilt 348 auto, 66K GVWR, hoist 4000 CS tank, Fruitland 530 cfm pump. **Call For Price**

Show Special



2023 Mack Granite MP8, 455 hp. Allison 4500 RDS, 4200 alum Bruder tank, NVE 940 cfm blower. ***214K Plus FET**

components as it should and is not obstructed in any way. In addition, the drainfield portion of the system should accept the water introduced without backups.

It is important to conduct this test according to local standards and those standards are discussed with the homeowner. This will help avoid accusations from the homeowner that the test is causing any problems with the system.

If the permitting authority requires septic tank performance be evaluated by testing the quality of the effluent, samples should be taken to determine BOD, suspended solids and fats, oils and grease.

TIME FOR PUMPING

After all of the activities described above it is now time to pump the tank to finish the evaluation of the septic tank to determine structural soundness and watertightness. It is important to be able to visually inspect all parts of the tank and all connections. This includes the tank lid, side walls, bottom and all tank openings and connections. It should always be pumped unless it is already obvious due to the previous parts of the inspection the tank is unacceptable. How to proceed at this point can be discussed with the homeowner or person ordering the inspection.

Pumping the tank comes at the end of the process, not at the beginning. **P**



NEW Tank | 2000 (500/1500) dual vacuum tank built for grease trap and waste fryer oil collection 120" CA required.
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NEW Tank | 4,620 carbon steel tank w/aluminum hose trays-175"-180" CT
IN STOCK



2023 Kenworth T880 | 20/20/46, Ultra-Shift, NVE 4310, CAT 660 jetter package, LED lights, LED strobes, 4-camera package, NAV system, alum. tank
CALL FOR PRICING



2023 T880 KW | 485HP, 20/20/46 ready for a tank
Ultra-Shift | (4) in stock



7000 - 9000 Gal. Aluminum | Air ride suspension (tri-axle), pump platform, bright finish, LED lights, Betts valves.
Tri-Axle Trailers



2018 9000 Gallon | 93,000 GVWR transport (aluminum tank insulated stainless steel wrapped) 6" discharge
Tandem Trailer

Pumps For Sale

NVE 866 and 4307 Packages Available



NVE
NEW ENGLAND DISTRIBUTOR

Used 2021 T370 Kenworth GREASE TRUCK

300HP, Allison Auto, 33,000 (G.V.W.R.)
1800 gallon stainless steel (ITI) tank,
NVE 607 ProMax package, heat collars (heat through tank), heated cabinet for ProVac unit w/hydraulic lift, Hannay hose reel w/100' 2" hose in heated cabinet.



Need Equipment? Contact Us We Can Get It.

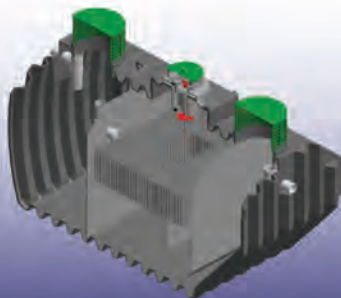


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- No measuring, mixing, or spilling of chemicals common with granular and liquid chlorine
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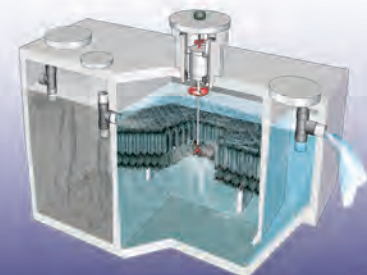
Illumi-Jet UV Disinfection Unit®

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- Install directly in ground or in pump tank on 4" effluent line
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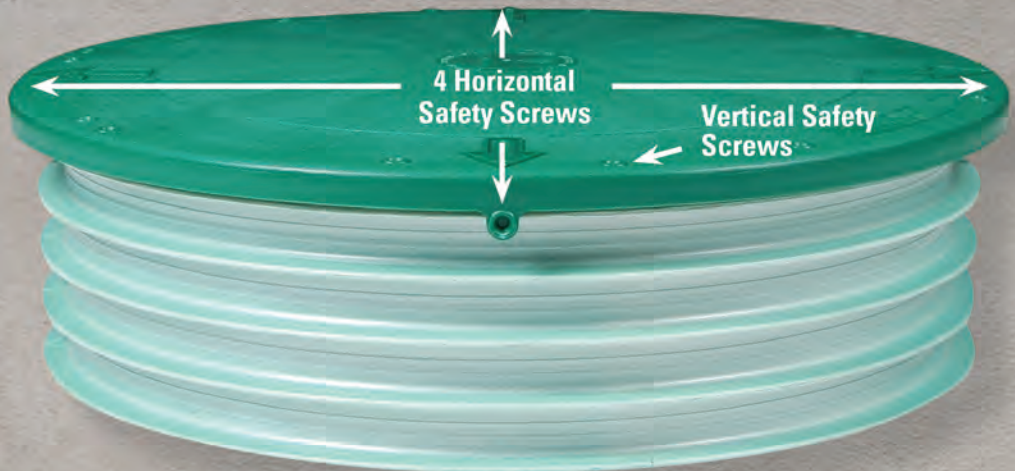


24" HEAVY DUTY MULTI-PURPOSE FLAT RISER LID

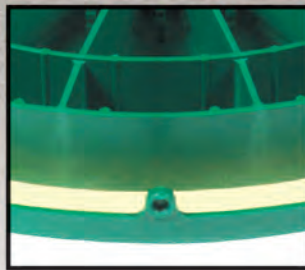
Fits most commercially available:

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- IPEX PVC Ribbed Pipe
- Corrugated Pipe

LID MAY BE USED WITH OR WITHOUT CONCRETE CENTER



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4" Effluent Filter and 4" T-Baffle™

86 ft. of 1/16" filtration area.

Increases time between filter cleaning.



EF-4 Combo Includes Filter, Housing and

4" Sch. 40 & SDR-35

NSF®
800 GPD ANS/NSF Standard 46

NSF®
COMPONENT ANS/NSF Standard 46

NSF®

COMPONENT ANS/NSF Standard 46

TB-4-18 Housing 12/carton

SD-4 Gas/Solids Deflector

EF-4 Combo 18

4" Effluent Filter EF-4

One-piece effluent filter fits in 4" Sanitary Tee.

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

4" Sanitary Inlet/Outlet T-Baffle™

Injection molded T-Baffle™.

- Injection molded T-Baffle
- Fits 4" Sch. 40 and SDR-35 pipe
- Simple to install
- May also be used as Inlet & Outlet Tee

6" Effluent Filter and 6" T-Baffle™

244 ft. of 1/16" filtration area.

Increases time between filter cleaning.



EF-6 Combo Includes Filter, Housing and Bushing

4" Sch. 40 & SDR-35

NSF®
1500 GPD ANS/NSF Standard 46

NSF®
COMPONENT ANS/NSF Standard 46

TB-6 Housing

Gas/Solids Deflector

6" Effluent Filter EF-6

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

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

6" Sanitary T-Baffle™

Injection molded T-Baffle™.

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



Jennie Lyon
Contributor

Jennie Lyon is the owner/operator of Jennie Lyon Digital Marketing & Virtual Services. Learn more at www.jennielyon.com.

Extend Spring Cleaning Chores to Your Website

It's probably long past the time to review your online presence and see how you stack up against the competition

By Jennie Lyon

Almost every business could use some website spring cleaning. Even a well-managed website eventually needs to be revamped with an updated interface, fresh design, improved functionality and a reorganization of content.

As your products and services evolve, some of the web copy on your site might be inaccurate, requiring some updating. Maybe you are still using outdated search engine optimization techniques that are hurting where you are showing up in the search results.

Thankfully, you can address all of these problems with a simple tidying up. So, let's get into the spirit of the spring season and do a cleaning! Here's how I go about doing website updates for my clients (and me, to be honest).

WEBSITE AUDIT

How long has it been since you've gone through your own website? Chances are that it's been a while. Most people go through everything once their site is complete and rarely do it again. However, over the years, links to pages can break, images can vanish and security measures that protect you from hackers can become outdated. Your SEO score might be dragging you down because you haven't updated your search techniques. Or you might be asking yourself, SEO, what's that? Or how do I do that?

Before diving deep into your site, you want to do a quick tour. From the homepage, click around the site, checking out pages to see if they flow into each other logically. Don't profoundly analyze everything; just try to take in the general user experience. Come at it from the point of view of a new customer. Are you able to navigate your website with ease? Is the information where you would expect it to be? Is there anything that makes you go, "Hey, why isn't that working?"

Your main goal is to find out, when someone pops into your website, do they know who you are, what you do, how that benefits them, and is there a call to action where they can easily see it? You only have a few seconds to hook someone when they land on your website, so this is imperative.

Then as an experiment, go to the website of your biggest competitor and do the exact same thing: take a tour of their site. What kind of user experience are they offering their customers? If it blows yours out of the water, then you know you need some help.

There are also parts of a website audit that you might not have experience

➤ Most people go through everything once their site is complete and rarely do it again. However, over the years, links to pages can break, images can vanish, and security measures that protect you from hackers can become outdated.

in. For example, do you know how the back end of your website works? If not, you might be missing critical security updates or new features that will keep your website looking and functioning at its best. For this you might want to seek professional help.

After your tours/audits, you will know just how much needs to change on your website for the refresh.

HOMEPAGE TWEAKS

Unless you created your website more than five years ago, your homepage is probably in reasonably decent shape with a sufficiently modern design. However, there's probably still lots of room for improvement.

First, take a look at the top of the homepage. This is the first thing that your customers will see when they go to your website. What kind of impression does the top of the main page make? Would it make a potential customer want to know more?

The next place you want to look is at your small business' logo in the upper-left corner of the page. This logo not only keeps your branding front of mind, but it also usually doubles as a "home" button to get visitors back to the homepage. It might be the single most crucial component of your website, which is why I'm constantly amazed how many small business owners leave it as an afterthought. Are you still happy with your logo?

Finally, carefully read through all of the copy on your homepage. Don't skim it; really delve in. If there is too much, the average person isn't going to read it. On the flip side of the coin, having too little will result in them thinking

that you don't offer the solutions they need. Either way, they're going to click off and look for your competitor's site instead.

Thankfully, there is a happy medium when it comes to homepage web copy. My preference is story-driven, personality-infused web copy. You want your copy to be about your reader, not about you. It needs to tell a story to pull them in and then hook them with all of your amazing benefits.

LOOKING AROUND

One of the first things a visitor will do when they land on your website is to look at the navigation bar to scan what you offer. That's why you need to have everything they need logically laid out right at the top of your homepage. You don't want to provide too many choices because they might get confused about where to go first. Similarly, giving them only one or two options will leave the impression that you have a barebones site with no actual content to offer.

My personal recommendation is that you need at least five basic links in the navbar: About, Services, Blog, Testimonials and Contact Us. If you want to expand on any of those topics, it's best to build drop-down menus rather than add way more links to the top of your website. On the whole, these five categories are pretty standard, providing most users what they're looking for.



The more free content you offer, such as blog posts, the more you will have to provide potential customers. But over time, your blog page can start to get a bit cluttered. Make sure all of the links to your blogs still work. This process can be time-consuming, depending on how many blogs you have, but well worth it. A "Page Not Found" message might as well be a red light flashing at users, telling them to look elsewhere for a service provider.

Next, how is the organization of your blogs? If you'd have a few years' worth, then the older ones are probably buried under a ton of other content. You never want to clutter your "Blog" page with countless links, so I recommend using a grid pattern to keep them organized.

Finally, how dated are your blogs? A blog you wrote about back in 2015 could be hopelessly outdated. Going through these old blogs and renovating them with updated information will make sure that the information on your website is accurate. It also presents you with opportunities to post those old blogs as "new" content.

SEO UPDATES

Another reason why you might want to update your old blogs is to make sure they are utilizing modern SEO techniques. Search engine optimization is one of those "magical" things that web developers talk about that confuses the average person, but it's very simple. SEO should make it easy for people to find your content. You can help by creating high-quality content, using smart keywords and key phrases, regularly updating your website, and much more. **P**

An advertisement for KeeVac Industries, Inc. The background is dark blue with a hexagonal pattern and light blue diagonal lines. At the top, the KeeVac logo is in red and white, with a red hose graphic. Below the logo, a black banner lists services: "Restroom • Septic • Grease / Trucks • Slide Ins • Towables". The main body of the ad features three images of industrial trucks: a white portable restroom truck, a large silver septic and grease truck, and a smaller white slide-in unit. The text "Portable Restroom Trucks", "Septic & Grease Trucks", and "Slide-In Units" is overlaid on the images in white. At the bottom, the KeeVac logo is repeated, followed by a red starburst containing the text "Units in Stock". Below that, the phone number "866-789-9440" and the website "www.keevac.com" are displayed in large white font.

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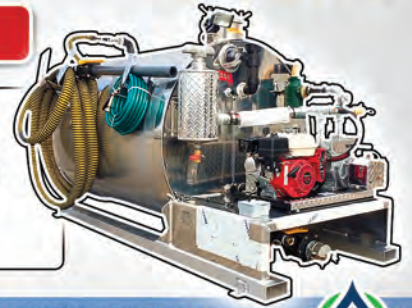
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2022 ATU DIRECTORY

MANUFACTURER	BRAND	GPD	RELEASED	DESCRIPTION	DISTRIBUTOR LOCATIONS
 <p>BioMicrobics, Inc. 16002 W 110th St. Lenexa, KS 66219 913-422-0707 sales@biomicrobics.com www.biomicrobics.com See ad, page 14</p>	High Strength FAST	1,000 to 9,000	1997	Based on the design of the always popular MicroFAST, the HighStrengthFAST is engineered to have all the advantages of the FAST system – simple, low cost, and robust – with the added bonus of treating high strength waste. Whether the application is a slaughterhouse or a shopping mall, a gas station or an RV park, the HighStrengthFAST can handle it: the system will perform to meet typical treatment standards even in the most challenging conditions. As always with FAST, installation is simple and maintenance is a breeze..	Global
	NitriFAST	500 to 9,000	1997	The NitriFAST was developed to fit the needs of nitrogen reduction, whether for the purpose of meeting local regulations, to diminish the distance between drain field and drinking water source, or to protect environmentally sensitive areas. Placed in sequence after another FAST unit, the NitriFAST provides the ideal environment for the growth of nitrifying bacteria, which transform ammonia into nitrate, thus enabling the total nitrogen-removal systems. NitriFAST achieves nearly perfect nitrification – as high as 98%.	
	MyFAST	10,000 to 160,000+	2010	This advanced wastewater treatment system is ideal for clustered homes, subdivisions, and small communities, as well as many high strength commercial uses. As a scaled-up version of the well-known and reliable MicroFAST, the MyFAST offers additional features for larger flows, including aeration in the settling tank to aid in microbial digestion, and an aerated sludge-holding tank. Like the traditional FAST systems, MyFAST uses attached-growth systems with robust aeration; taken together with innovative design features, the MyFAST combines the reliability and durability of FAST with the advanced processes designed specifically for larger flows.	
 <p>Delta Treatment Systems 9125 Comar Dr. Walker, LA 70785 800-219-9183 • 225-665-6162 info@deltatreatment.com www.deltatreatment.com</p>	Whitewater DF	500 to 1,500	1993	The process occurs entirely within the self-contained treatment unit which is comprised of outer mixing tank and a cone-shaped settling chamber. Raw, unsettled domestic wastewater enters directly into the mixing tank where mixing occurs through an air distribution system. The mixed liquid then enters the settling chamber from the bottom. The settling chamber maintains a quiet condition which allows solids to settle down and re-enter the mixing chamber for more processing. The liquid from the ANSI/NSF 40 certified system is hydraulically displaced upward and is discharged as a clear, odorless treated water which meets or exceeds state water quality standards.	Whitewater DF, ECOPOD: AL, AK, AZ, BC, BWI, CA, CO, FL, GA, HI, ID, IL, IN, IA, KY, LA, ME, MI, MD, MN, MO, MS, MT, NC, NM, NV, NY, OH, OK, ON, OR, TN, TX, UT, VA, WA, WI, WV
	ECOPOD	500 to 250,000	2006	The ECOPOD Advanced Wastewater Treatment System is a FFBR (fixed film bioreactor) system that houses an engineered PVC media specifically designed to treat domestic wastewater. Five models accommodate daily flows ranging from 500 to 1,500 gpd, with customizable options available for commercial applications up to 250,000 gpd. The ECOPOD is ideal for individual residential installations, cluster designs, and small-to-medium commercial wastewater treatment applications. Self-contained, it can be inserted into a standard-sized septic tank or vault providing quiet, odorless operation. ECOPOD is certified to ANSI/NSF International Standards 40 and 245, FHA and VA acceptable, and suitable for intermittent usage.	
	Enviro-Aire Package Plant	500 to 1,500	2005	The Enviro-Aire Package Plant consists of a three-step process to treat incoming wastewater. Raw wastewater enters the unit from a residence or facility. The first chamber is the primary chamber which separates the sludge (gross solids) and scum (floating solids) from the raw wastewater. Effluent then enters the aeration chamber where aerobic bacteria digest the organic waste. From the aeration chamber, the liquid enters the clarifier chamber, where additional water-solids separation occurs. Settled solids return to the aeration chamber for additional aerobic digestion. The air diffuser within the aeration chamber is a patented design to reduce back pressure on the air compressor and maintain constant, non-clogging air flow. The ANSI/NSF 40 certified system design is easy to operate and maintain and is engineered for low energy consumption.	Enviro-Aire: IL, LA, MS, TX

MANUFACTURER	BRAND	GPD	RELEASED	DESCRIPTION	DISTRIBUTOR LOCATIONS
 <p>Eliminite, Inc. PO Box 359 Belgrade, MT 59714 888-406-2289 info@eliminite.com www.eliminite.com</p>	Eliminite Grizzly	Up to 50,000	1997	The Eliminite Grizzly system is designed for large-scale, high-volume, high-strength commercial applications where advanced nitrogen reduction is necessary. The system was originally developed to serve high-altitude commercial and resort developments in the Rocky Mountains where winter temperatures linger at or below 0 degrees F, and seasonal use patterns/dramatic fluctuations in flow and wastewater strength are the norm. It functions with little operator input and simple maintenance. C-Series systems serve high-altitude highway rest areas, resort communities, golf courses, ski areas, mixed-use residential communities, restaurants, RV parks, work camps, corporate retreats, business parks and convenience stores. It is suited for use in multi-stage treatment trains and as a means of reducing waste strength prior to conveyance to municipal treatment facilities.	US
 <p>Eljen Corporation 90 Meadow Rd. Windsor, CT 06095 800-444-1359 info@eljen.com www.eljen.com <i>See ad, page 46</i></p>	GSF	Scalable to site conditions	1982	The Eljen Geotextile Sand Filter (GSF) is an advanced wastewater treatment and dispersal technology. The GSF's unique design provides treatment and dispersal in the same footprint, while keeping installations easy and maintenance minimal.	North America and Australia
 <p>Fuji Clean USA 41-2 Greenwood Rd. Brunswick, ME 04011 207-406-2927 Fax: 207-406-2929 info@fujicleanusa.com www.fujicleanusa.com</p>	CE Series	500 to 1,350	2006 Japan 2015 US	Fuji Clean's CE model series averages 50,000 systems being installed annually worldwide. The popularity is driven by a one-tank configuration, small footprint (7' x 4' for smallest model), low power draw (1.27kWh/day for most residential systems), easy plug & play installation, simple, efficient O&M and consistent treatment (90-95% BOD and TSS removal). No preceding septic tank necessary. NSF 40 certified. There are no moving in-tank parts. An external air blower (FujiMAC RII) introduces oxygen to aerobic chambers and powers two internal air lift pumps, which manage sludge return and discharge of clean effluent.	Most States
CEN Series	500 to 1,350	2011 Japan 2015 US	Fuji Clean's CEN technology provides enhanced denitrification into its standard treatment process and produces a consistently high-quality effluent (NSF 40/245 certified: 5 BOD, 6 TSS and 10 TN) from straight septic wastewater – no preceding septic tank necessary. No moving in-tank parts. The CEN5 is compact (about 8' x 4'), lightweight (about 475 lbs), highly maneuverable and features a low power draw (one 80 L/min blower drawing 1.27 kWh/day), plug & play installation and optional wireless telecommunication package that offers both dial and text capabilities. This model series is producing best-in-class denite numbers in multiple U.S. states.		
Commercial Systems	1,350 to 6,000	2006 Japan 2015 US	Commercial Fuji Clean systems provide all benefits of smaller systems – just scaled up in size. Fuji Clean's largest CE commercial system, the CE6KG, is now available to supplement its existing CE21 (1,900-gpd), CE30 (2,700-gpd) models and CEN21 (1,900-gpd). The CE6KG, which can treat up to 6,000-gpd, uses the same treatment technology, process flow and one-tank structure as the smaller CE systems and can be squeezed into the tightest of commercial sites with a footprint of only 36' x 6.5' (including built-in septic tank). Now available to supplement its existing CE14 (1,350-gpd), CE21 (1,350-gpd), CEN14 (1,350-gpd) and CEN21 (1,900-gpd).		
 <p>Jet, Inc. 750 Alpha Dr. Cleveland, OH 44143 800-321-6960 • 440-461-2000 Fax: 440-442-9008 email@jetincorp.com www.jetincorp.com <i>See ad, page 28</i></p>	JCP	1,500 to 300,000	1970	Jet's Commercial Wastewater Treatment Extended Air and MBBR Plants are modular in design, can treat flows from 1,500 to 300,000 gallons of wastewater per day and allow for phased build out. This makes it possible for motels, shopping centers, restaurants, and service stations to be constructed along interstate highways far from any town. Factories and Subdivisions can be developed miles beyond sewer lines. Time-tested plants treat wastewater through the performance-proven aerobic digestion process that enables microscopic living organisms to transform wastewater into a clear, odorless liquid. Jet offers assistance with design, engineering, and construction as well as onsite 24/7 tech support, plant start up commissioning and operator training.	US and International

MANUFACTURER	BRAND	GPD	RELEASED	DESCRIPTION	DISTRIBUTOR LOCATIONS
<p><i>(Continued)</i></p> <p>Jet, Inc. 750 Alpha Dr. Cleveland, OH 44143 800-321-6960 • 440-461-2000 Fax: 440-442-9008 email@jetincorp.com www.jetincorp.com See ad, page 28</p>	<p>CF-Series</p> <p>J-Series</p> <p>R-Series</p>	<p>500 to 1,500</p> <p>500 to 1,500</p> <p>450 to 1,400</p>	<p>2008</p> <p>1993</p> <p>2016</p>	<p>Jet's Nutrient Reducing BAT Media Plants offer variable capacity in a NSF-40/245 tested treatment system. The J-1500CF Series provides complete effluent treatment from 500 to 1,500 gpd. The 500 and 800 gpd PLT Series tanks are the lightweight, rotational molded alternative to the concrete J-1500CF Series. The seamless polyethylene tanks are easy to transport and install in the most difficult site conditions. J-1500CF Series utilize the proven 700++ aerator, effluent filter and the Jet 197 Control panel. The 197 Control panel cycles the aerator to reduce the nitrogen by over 60%.</p> <p>J-Series BAT Media Plant is a natural, organic, chemical-free system that uses nature's own resources to reduce wastewater to a clear, odorless liquid in just 24-hours. Employing the patented Biologically Accelerated Treatment process that supplies oxygen to naturally occurring microorganisms found in wastewater. Microorganisms attach themselves to the submerged Jet BAT Process Media, forming a "Biomass" to quickly and effectively treat wastewater. The 700 Series Aerator supplies the oxygen and the mixing that supports our exclusive treatment process, converting wastewater into colorless, odorless liquids and gasses. The J-Series, tested to NSF Standard 40, is available in 500 to 1,500 gpd in concrete and 500 to 800 gpd in a seamless plastic tank. Multiple system control options are available.</p> <p>R-Series utilize time proven BAT Media, Jet 700++ aerator and the Illumi-Jet UV Disinfection Unit to meet NSF Standard-350 for applications that require shallow discharge, direct discharge or reuse. The R-Series Plants offer variable flow capacity from 450 gpd to 1,400 gpd in precast concrete and seamless, polyethylene tanks. The polyethylene tanks handle from 450 to 750 gpd that are the lightweight, rotational molded alternative to the concrete version. The seamless polyethylene tanks are easy to transport and install in the most difficult site conditions.</p>	<p>US and International</p>
 <p>MST Manufacturing, Inc. 31 Affonso Dr. Carson City, NV 89706 877-473-7842 • 949-297-4590 Fax: 949-916-2093 microseptec@microseptec.com www.microseptec.com</p>	<p>EnviroServer</p>	<p>600, 1,200 and 2,500</p>	<p>1998</p>	<p>The EnviroServer ES is a combination of primary treatment, flow equalization, and secondary treatment by both fixed-growth and suspended-growth aerobic processes. The system consists of five chambers in one compact pre-engineered unit. The first chamber is a primary clarifier, the second chamber is the first aeration zone, the third chamber is the second aeration zone, the fourth chamber is the final clarifier, and the fifth chamber is the effluent chamber where an optional pump(s) and disinfection device may be installed.</p>	<p>Worldwide</p>
 <p>NextGen Septic, LLC 1776 Mentor Ave. Cincinnati, OH 45212 513-673-3583 sales@nextgenseptic.com www.nextgenseptic.com</p>	<p>NextGen Advanced</p> <p>NextGen Retrofit</p> <p>NextGen Community</p>	<p>1,200</p> <p>1,200</p> <p>1,500 to Unlimited</p>		<p>NextGen Advanced with Septigen technology is a three-stage, compact, wastewater treatment solution that saves water, saves money and saves the environment. In stage one, simultaneous biological aerobic and anoxic treatment of the organic material breaks down solids and treats nitrogen and phosphorous through a combination of proprietary biomedica and high-capacity aeration technology. Then, membrane separation phase treats water for nitrogen and phosphorous in addition to filtrating and treating any remaining suspended solids. Ozone disinfection technology is used as a final stage to ensure treated water meets surface discharge and reuse standards.</p> <p>NextGen Retrofit with Septigen technology can be installed into any approved, existing septic tank and works to repair a clogged soil drain field in as little as 8-12 weeks. By eliminating the cost of excavation and tank removal as well as the cost of replacing or extending the drain field area, NextGen saves the homeowner tens of thousands of dollars on installation alone. And, the low-maintenance design gives them peace of mind that the field will remain clear in the future. NextGen technology features a compact, stand-alone, automated, two-stage treatment system for domestic sewage that removes nitrogen phosphorous.</p> <p>NextGen Community Septic Systems are advanced multi-home sewage treatment systems that are hybrids between a packaged treatment plant and an advanced septic system. The system design eliminates the need for large septic tanks in each yard, creates a stand-alone treatment system that removes traditional contaminants plus nitrates and phosphorous, and provides graywater irrigation usable for community greenspace. The NextGen system uses Septigen technology, a patent-pending, multi-stage treatment process that includes simultaneous aerobic and anoxic treatment, high-capacity aeration, membrane separation and disinfection.</p>	<p>Nationwide</p>

MANUFACTURER	BRAND	GPD	RELEASED	DESCRIPTION	DISTRIBUTOR LOCATIONS
 <p><i>Engineering the future of water and wastewater treatment</i></p> <p>Norweco, Inc. 220 Republic St. Norwalk, OH 44857 800-667-9326 • 419-668-4471 Fax: 419-663-5440 email@norweco.com www.norweco.com</p> <p>See ad, page 33</p>	Singulair Model 960 and Model TNT (Total Nitrogen Reduction)	600, 1,200 and 2,500	1998	The Singulair system is the state-of-the-art alternative to a troublesome septic tank for domestic wastewater treatment. Employing the extended aeration process, the Singulair plant provides flow equalization, pretreatment, aeration, clarification, tertiary filtration and optional chemical addition within a single precast concrete tank. Designed for domestic wastewater flows ranging from 500 to 1,500 gpd, performance of the Singulair system is certified by NSF International (Standards 40 and 245) and the Canadian Standards Association.	North America, Central America, South America, Europe, Africa and Middle East
	Singulair Green Model 960 and Model TNT (Total Nitrogen Treatment)	600	2010	The Singulair Green aerobic treatment system incorporates Norweco's advanced aerobic treatment process into a durable, watertight polyethylene tank. It is ideal for new or retrofit applications and can be installed easily in the most difficult jobsite with just a backhoe. Incorporating support ribs and inherently strong arch shape, the durable Singulair Green tank will provide decades of reliable performance. Designed for domestic wastewater flows up to 600 gpd, with treatment performance meeting or exceeding the strictest state and county requirements, Singulair Green is certified by NSF International (Standards 40 and 245).	
	Hydro-Kinetic	500 to 1,500	2012	The Hydro-Kinetic wastewater treatment system employs innovative Hydro-Kinetic filtration technology to produce the cleanest, most consistent effluent quality available. The Hydro-Kinetic system uses extended aeration and incorporates both suspended and attached growth processes to treat wastewater. The patented Hydro-Kinetic Bio-Film Reactor provides final treatment of the wastewater to a near pristine state. The Hydro-Kinetic system is the only NSF/ANSI Standard 40 and 245 certified residential wastewater treatment system to pass two consecutive tests without performing routine maintenance for a full 12 months. The Hydro-Kinetic system exceeds regulatory standards and is certified and listed to BNQ Standards CAN/BNQ 3680-600 and NQ 3680-910.	
	Singulair R3 and Singulair R3 Green	500 to 1,500	2018	The Singulair R3 reduces water consumption, reuses treated effluent and recycles water to conserve and recharge our groundwater. It provides the cutting-edge solution to chronic water shortages and reduces energy costs of water and wastewater treatment. The system efficiently treats incoming wastewater to the highest level for restricted indoor and unrestricted outdoor use. Singulair R3 system exceeds the effluent requirements of NSF/ANSI Standards 40, 245 and 350.	
	Singulair Solar	500 to 1,500	2020	The Singulair Solar system delivers an environmentally friendly solution for onsite wastewater treatment by utilizing renewable solar energy to generate electricity. Solar power is a 100% clean, renewable energy source that offers year round efficiency and reduces your carbon footprint. Singulair Solar technology requires no moving parts, providing quiet, efficient operation with minimal maintenance.	
 <p>Orengo Systems, Inc. 814 Airway Ave. Sutherlin, OH 97479 800-348-9843 • 541-459-4449 www.orengo.com</p>	AdvanTex AX20	Up to 500 (more if clustered)	2001	Consistent, reliable wastewater treatment under real-world conditions. Easy to operate and maintain. Fits small yards. Works in poor soils. No power-hungry, noisy blowers. No activated sludge to manage or pump. No discharge of untreated sewage during peak flows or emergencies. Produces clear effluent that's reusable, depending on local regulations. Ideal for single-family homes, small commercial properties, new construction, and repair/replacement projects. Limited, three-year warranty. Optional 24-hour web-based monitoring system. Can be installed in multi-unit arrays to handle higher flows.	350 Locations worldwide
	AdvanTex AX-RT	Up to 625 (more if clustered)	2010	Compact, "plug and play" wastewater treatment system. Super easy to install with few connections to make. Fits on small lots, reducing the cost of excavation and installation. Low power costs. Low maintenance costs. No power-hungry, noisy blowers. Produces clear effluent that's reusable, depending on local regulations. Reliable nitrogen reduction. Able to meet stringent permit requirements. Competitively priced for use in homes with up to six bedrooms or on small commercial properties. Ideal for new construction or repair/replacement projects. Service provider oversight through Orengo's VeriComm remote telemetry control panel and monitoring system. Can be installed in multi-unit arrays for higher flows.	
	AdvanTex AX100	Up to 5,000 (more if clustered)	2002	Ideal for municipal treatment and a variety of commercial projects, including subdivisions, apartments, golf courses, parks, campgrounds, schools, churches, resorts, and other businesses. Consistent, reliable treatment, even under peak flows. Compact package, small footprint for small sites. Low maintenance requirements, low power use, low life-cycle costs. Produces clear effluent that's reusable, depending on local regulations. Backed by Orengo's commercial AdvanTex program that includes trained installers and operators, plan reviews with designers, complete checklists for installation and start-up, and 24-hour service provider oversight via Orengo's remote telemetry controls. Limited, three-year manufacturer's warranty. Can be installed in multi-unit arrays for higher flows.	

MANUFACTURER	BRAND	GPD	RELEASED	DESCRIPTION	DISTRIBUTOR LOCATIONS
 <p>Presby Environmental, Inc. Presby Environmental 143 Airport Rd. Whitefield, NH 03598 800-473-5298 info@presbyeco.com www.presbyenvironmental.com</p>	Advanced Enviro-Septic	Varies		Advanced Enviro-Septic (AES) is a combined treatment and dispersal system. This effective and non-mechanical onsite system is designed for residential, commercial, and community use. AES has been proven to remove up to 99% of wastewater contaminants without the use of electricity or replacement media. AES does this quickly and naturally establishing multiple bacterial treatment environments throughout the system that break down and digest wastewater contaminants leaving the septic tank. This passive process allows the system to discharge highly purified wastewater, preventing soil clogging and groundwater contamination. AES has third party certifications from NSF, Cebedeau, BNQ, and SAI Global.	Worldwide

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▲ Anish Jantrania, associate professor and extension specialist at Texas A&M University, holds up a beaker of water from an onsite system during an event at the university's On-Site Sewage Facility.

Texas Research Center Probes “Climate-Proofing” Water Infrastructure

One day wastewater will be treated at home and blended with well water to create a sustainable household supply of a limited resource

By David Steinkraus

The RELLIS Campus at Texas A&M University was forged through partnerships with the school and private companies in 2016. The campus derives its acronym name by mimicking six university core values: Respect, Excellence, Leadership, Loyalty, Integrity and Selfless service.

Anish Jantrania, associate professor and extension specialist for Texas A&M, says he wants the RELLIS campus to become “the prime center for onsite research, extension and training.”

Jantrania directs the Texas A&M On-Site Sewage Facility program, whose training and demonstration site covers about 2 acres on the 2,000-acre RELLIS campus just outside of College Station, Texas. A prime goal of the OSSF, and of the RELLIS campus in general, is to partner with industry to advance the state of technology and develop the future workforce.

“Other places, they’re doing research, but we do mainly applied research. We want to see the research of others and technologies that other people have developed. Do they have potential to work in the real world?” he says.

In 2021 researchers were finishing three projects: blackwater recycling for non-potable reuse, improving low-pressure dosing systems, and exploring whether alternative dosing protocols can improve the effectiveness of aerobic treatment units in handling high-strength waste.

One of five Texans rely on decentralized wastewater treatment, Jantrania says. “That population is not disappearing.” Between 2010 and 2020, Texas had the third-fastest population growth of any state: 16.3%, according to U.S. Census Bureau data.

All those people will need systems that can handle the Texas environment. Conventional septic systems, Jantrania says, have an 80-20 treatment split: 80% of treatment happens in the drainfield soil, and 20% happens in the tank. And this provides the best treatment when there is enough land (more than 1 acre) with good soil that is well drained, adequately permeable, and with little slope, he says.

“Where does that kind of land happen? That’s Iowa,” Jantrania says. In east Texas, there are more than two homes per acre, and that’s where aerobic units come in, he says. They flip treatment percentages so that 80% happens in the unit and only 20% in the soil. That means builders can erect homes where they have land or where property values are favorable, he says.

“Other places, they’re doing research, but we do mainly applied research. We want to see the research of others and technologies that other people have developed. Do they have potential to work in the real world?”

– Anish Jantrania

Teaching maintenance

Technology is a focus of the OSSF, but in keeping with the mission of a university, so is education.

Texas requires maintenance on aerobic units for two years and then expects homeowners to hire service providers to do the work, Jantrania says. But these rules are enforced by counties, he adds, and about 50 counties allow homeowners to do their own maintenance if they pass a training course.

For these people, and anyone who wants to learn about operation and maintenance, the OSSF team offers in-person and virtual classes to educate people about safety when working on systems, how systems work, and how they should be maintained and inspected.

Before the pandemic, all classes were offered in-person outside the campus, but COVID forced all classes to go virtual, “And, I am glad we did that,” Jantrania says, “because now homeowners don’t have to wait for us to offer the class. They can just go online, register, pay the fees and complete the class whenever they want to do it.”

Near the end of 2021, 100 people had completed the course virtually. That’s about one-third of what he expected, Jantrania says. But some counties prefer to have other providers offer instruction, and some counties require in-person instruction because their internet connection speeds are poor.



▲ The Texas Onsite Sewage Facility has various types of equipment installed for research, demonstration and training on 2 acres of the 2,000-acre RELLIS campus just outside of College Station, Texas. A primary goal of the center is to partner with industry to advance the state of onsite wastewater technology.

History

The center is back in business now after a break of a few years. It was started in the early 1990s by A&M professor Bruce Lesikar, Jantrania says. “And Bruce and I pretty much started with the onsite industry at the same time. I was in West Virginia, and he was in Texas.”

When Lesikar left A&M about 2010, there was no plan to continue the center’s work, he says. University centers are just like businesses, and as with any business, he says, when there’s no money coming in the center fades. “The center literally evaporated in one year because it was not maintained.”

At the same time, the state economy slumped so the position of OSSF extension specialist was not filled. But the public realized how important onsite knowledge is and pushed the Legislature to fund the work, he says.

In 2013, the specialist position was funded again, and at the same time Jantrania wanted to leave his private sector job. The university provided some seed money, he says, and industry is interested in the OSSF work as is the Texas Onsite Wastewater Association.

Research at the center is funded by a share of the \$10 permit fees paid by every Texas landowner who wants to install an onsite system. Money goes to the Texas Commission on Environmental Quality where it also funds other OSSF work.

OSSF is located near the wastewater treatment plant for the campus. “We got lucky because the RELLIS campus has two main sewer lines that feed the lagoon. One feeder line goes very close to our center, so we actually tapped into that line and connected our lift station to the main sewer line,” Jantrania says. Equipment at the site has access to all the wastewater needed.

Yet, because no one lives on campus, influent is not like domestic wastewater, he says. What it’s like is a very large commercial facility, such as an office complex with toilets and some food service. Researchers are exploring how they can amend the influent to resemble other types of wastewater, such as a home or restaurant.

Dry times

Now that it’s up and working, a major challenge for the OSSF will be to help people prepare for the effects of climate change.

“Texas has seen the need for reclaimed water through drought,” Jantrania says. When he joined the university in 2014, the state was in drought and was thirsty for water, he says. Then it started raining and hasn’t stopped, he says.

But a recent report from the state climatologist says that although precipitation has increased in eastern Texas, the same isn’t true elsewhere in the state, and the possibility of drought looks about the same for the future as it has in the past.

For Jantrania, climate change sets a goal. “At our center, we are seriously looking at onsite decentralized reuse systems.” Many people recycle water for

irrigation, he says. “The big hurdle is to bring this reclaimed water inside the living facility.”

Recycled water could be used to flush toilets, but far in the future he sees complete reuse: turning onsite wastewater into potable water.

When he was a regulator for Virginia in the late 1990s, Jantrania says, a Masonic lodge hired a professor from Maryland to build an onsite recycling system. Wastewater flows through a tank and receives some aeration before

entering an artificial wetland inside a climate-controlled greenhouse.

“And it comes out really, really, really polished, like rainwater,” Jantrania says. “Every time I’m in Virginia, I visit that system. It is the cheapest, the greenest of the greenest.”

Ideally, in the future a parcel of Texas land would have a well and a recycling system to treat wastewater to potable standard and blend it with well water or rainwater, Jantrania says. Builders will love it, he says, because it will simplify development. Instead of dealing with multiple pipes, homes will need only a compact bit of plumbing. And 90% of water will stay on the site.

“I call it climate proofing,” Jantrania says. “We will have to have climate-proof water infrastructure.”

That will also reduce a great risk for people, he says: In this high-tech country, we still depend on rain. **P**



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Federal Infrastructure Act Supports Decentralized Wastewater Projects

By David Steinkraus

The Infrastructure Investment and Jobs Act signed into law by President Joe Biden carries big implications for the onsite industry.

First is a dedicated program for decentralized wastewater systems. The act authorizes \$50 million for the next five fiscal years, for a total of \$250 million, reports the National Onsite Wastewater Recycling Association. This money will provide grants of up to \$15,000 to eligible households for the construction, repair or replacement of an individual onsite system. Money may also be used for larger systems serving two or more households.

Next, the act allocates \$7.4 billion to states, tribes and territories for investment in water infrastructure in underserved communities. About half of this money will be available as grants or loans with forgivable principal, said a press release from Colorado Sens. John Hickenlooper and Michael Bennett. The \$7.4 billion for 2022 is the first installment of \$43 billion coming from the U.S. Environmental Protection Agency to state revolving loan funds.

In Vermont, state government announced its water infrastructure share of the act will be \$63 million. As one example of how the money will be used, Neil Kamman, director of the state's Water Investment Division, said the state is creating a program to help residents of mobile home parks with water infrastructure projects. This was reported by the *Addison County Independent*.

Among revolving loan fund amounts for other states, according to EPA press releases, are Texas, \$508 million; New Mexico, \$63 million; and Florida, \$275 million.

California

Marin County, just across the bay from San Francisco, is considering a law that would require inspections of onsite systems when properties change ownership.

The county's Environmental Health Services division has no records for about 30% of the approximately 8,000 onsite systems in the county, reported the *Point Reyes Light*. Instead, the county reviews systems when people apply for building permits, but that has caused people to not take out permits because they want to avoid an inspection of their onsite system. County officials estimate about 75% of work in the unincorporated parts of the county is performed without a permit.

Tom Lai, director of the Community Development Agency, said the proposed law would ease the burden on property buyers because they would

know what onsite repairs are necessary before they close a purchase. As it stands now, buyers are on their own, and many unknowingly buy properties with malfunctioning systems, he said.

The North Coast Regional Water Quality Control Board approved a plan that will affect thousands of onsite system owners along California's Russian River and some of its tributaries.

Property owners who have onsite systems within 600 feet of the river or mapped streams, or within 200 feet of ephemeral streams, would have to have their systems inspected every five years. They would have 15 years to correct problems, reported *The Press Democrat*. A community system would be required to correct problems within 20 years.

The California State Water Board must still approve the plan, expected in 2022, and it must be submitted to the U.S. EPA.

Minnesota

The Mower County board changed its subsurface wastewater treatment ordinance to ease the burden on landowners. The county is located along the Iowa border south of Rochester.

When passed last winter, the ordinance was intended to improve water quality by requiring additional onsite system inspections and requiring an inspection when a property was sold. But because there was no limit on what size building would trigger an inspection, many landowners found themselves required to perform an inspection even when applying for permits for small buildings, reported the *Austin Daily Herald*.

Some county supervisors and county staff worked up the changes that passed. Now the law excludes structures of 200 or fewer square feet, and with a height of 14 feet or less. The size limits also include decks. A permit for any structure exceeding the minimums will trigger an onsite system inspection.

New York

The Suffolk County Legislature created a new grant program to help offset the costs of installing advanced nitrogen-removing onsite systems.

Homeowners may receive grants of up to \$20,000, and developers may receive up to \$10,000 for homes built on previously undeveloped land,



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reported *Newsday*. Up to \$5 million in federal money will fund the grants.

Several environmental groups said they fear the grants will promote development of open space.

Suffolk County, which occupies the eastern end of Long Island, has been struggling for years with nitrogen pollution of its Atlantic Ocean coastline. The county, and several of its municipalities, have passed ordinances requiring nitrogen-removing onsite systems for all new construction and some building expansions.

Florida

Shelley's Septic Tank will pay \$82,500 and other provide other relief to settle a sexual harassment lawsuit filed by the U.S. Equal Employment Opportunity Commission, according to the agency.

According to the lawsuit, the company's male owner made sexual comments to a male employee and inappropriately touched him. Immediately after, the employee informed the local sheriff's office of the problem, the owner fired him.

In addition to the monetary penalty, the company will be required to develop and distribute a written anti-discrimination policy and conduct anti-discrimination training.

Ohio

Mahoning County is introducing a new program that will charge residents for operational permits for their onsite systems. Permits may specify operational parameters and will have a limited life.

The program is mandated by state law, and the county's version took effect Jan. 1, reported *The Vindicator*. Money collected in fees will be used for additional staff and other expenses.

Fee amounts are based on the complexity of systems. For a simple septic system with few mechanical parts, the fee is \$25 for a three-year permit. For more complicated systems, mound systems or drip dispersal, and for systems requiring a maintenance contract, the fee is \$40 for a one-year permit. And the fee is \$125 for an annual permit for systems that already operate under a National Pollutant Discharge Elimination System permit.

Colton Masters of Mahoning County Public Health said the program may save property owners from paying much more because it will help extend the life of onsite systems. And the fees charged are much cheaper than paying for municipal sewer service, he said. **P**



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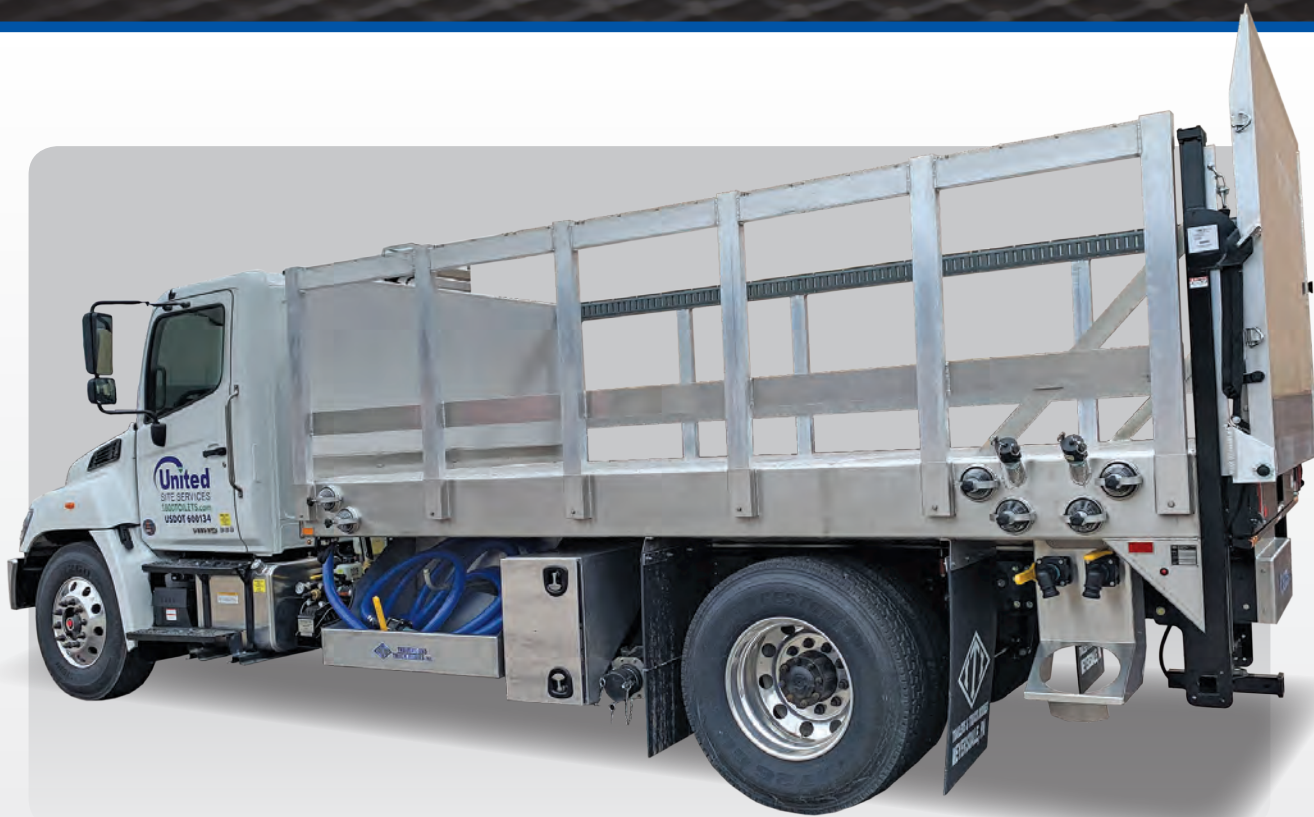
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Challenging Times Approach for the Wastewater Industry

Hiring and training good workers, finding suitable disposal options will continue to dog pumpers and installers into the future



In 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 Oregon Onsite Wastewater Association.



Chris Rhodaback

Name and title or job description: Chris Rhodaback, president and chief executive officer

Business name and location: A&B Septic Service, Albany, Oregon

Services we offer: Pumping, system evaluations, system repairs and cleaning, pump repair and replacement, drainline cleaning, location and diagnostics, sand filters and advanced treatment.

Age: 52

Years in the industry: 44

— since 1977. I helped my father, Homer Rhodaback, who owned a portable restroom business, Best Pots.

Association involvement: I've been a member of the Oregon Onsite Wastewater Association for 15 years. I served as president in 2014, secretary in 2017, and treasurer in 2018.

Benefits of belonging to the association: O2WA provides a forum for research, the exchange of ideas, information and technology, training and certification, and collaboration for the highest possible standard of safe, sanitary and environmentally sound onsite wastewater services in Oregon.

Biggest issue facing your association right now: There aren't any education or certification programs to help guys get their operations and maintenance certifications and licenses.

Our crew includes: David Anderson, general manager; Jane Alexander, septic operations manager; Josh Simmons, Ed Elliot and Jose Sanchez, pumping technicians; Ryan Tyle and Manny Rivas, line technicians; Magnum Miller, Levi Moevao and Michael Sartusche, operations and



A&B Septic Service runs this 2021 Peterbilt 567 built out by Imperial Industries with a 4,200-gallon stainless steel tank and National Vacuum Equipment pump.

maintenance, alternative treatment technologies; Denise Street, Jamie Miller, Pamela Platt and Laura Adams, office staff; Todd Chase, mechanic; Larry Chase, waste plant manager; Chris Bohanan, human resources and information technology manager.

Typical day on the job: I arrive at 7 a.m. and meet with David Anderson to discuss all the companies I own (Septech Technologies, Tank Doctor, Best Pots, Site Locker, Advance Treatment Technologies, Set the Bar Rentals) and the 60-plus employees. Then I might have fieldwork for the day. I work with the mechanic to ensure the 40 trucks in the fleet are working properly. I meet with managers, look over and review evaluations from work performed that day, take calls from line technicians and pumpers who have questions. I talk with vendors and creditors, order parts for various jobs, attend company meetings, write up and review bids for jobs, and review ways to improve the company. I fabricate and build things the company needs, such as portable restroom trailers or lids. And I oversee the onsite waste plant. I try to leave the office between 6 and 8 pm.

The job I'll never forget: The first time I had to rebuild and replace the pumps and control panels for a 15,000-gallon pump station for a mobile home park. I'll never forget because it was my first one and I wanted to make sure everything was right.

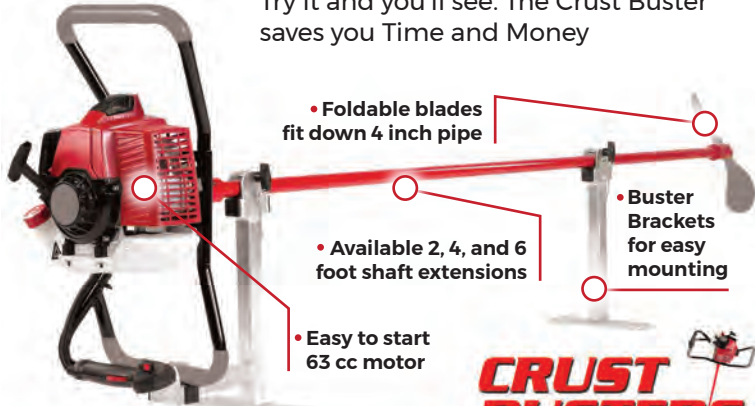
My favorite piece of equipment: Our new septic service truck — a 2021 Peterbilt 567 from Imperial Industries with a 4,200-gallon stainless steel tank and National Vacuum Equipment pump.

Most challenging site I've worked on: Every site is challenging and I love that. Every job is like a puzzle that needs to be pieced together to figure out what exactly is going on. The challenge is why I wake up every day.

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It's fun figuring out the problem and providing the customer with the solution.

The craziest question I've been asked by a customer: "Why is the septic tank full again when we just had it pumped?" A lot of customers don't realize the septic tank requires a certain level to operate properly. Another crazy question was from a customer who wanted to know why the potable water well was running more than usual, thinking the septic system had something to do with it.

If I could change one industry regulation, it would be: Regarding commercial driver's license rules and guidelines: our drivers can only work 14 hours according to CDL guidelines. If someone has a septic emergency at 2 a.m. and our driver has already worked the 14 hours, we can't service the customer. Our emergencies are hazardous and require immediate attention. We shouldn't have the same rules as a long hauler. We should be able to help all customers and meet all emergencies at all times of the day.

Best piece of small business advice I've heard: I received this advice from my father when I was a young man. He said, "Make sure there is always a live voice on your end of the phone. You will lose customers if you automate or have a message system." That's why we offer emergency service 24/7 and you will either get a live voice right away or you will get a call back with a live voice ASAP.

If I wasn't working in the wastewater industry, I would: Own a custom car shop where I could do my own fabrication and engineering.

Crystal ball time – This is my outlook for the wastewater industry: I think we really have some challenging times ahead. It's getting harder to dispose of wastewater and reuse, it's getting harder to retain and hire good employees. There will always be a need for the wastewater industry going forward, and we plan to be in the forefront as much as possible. **P**

- Compiled by Betty Dageforde

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Jerry and Chris Jakubowicz added a red 2020 Peterbilt 567 built out by Imperial Industries with a 5,000-gallon steel tank and National Vacuum Equipment 4310 blower. The truck is powered by a Cummins X15 100th anniversary edition 450 hp engine tied to an Allison RDS 4500 automatic transmission. The truck features a 50-gallon freshwater tank with Hannay hose reel, Garnet in-cab SeeLevel tank gauge, dual 4-inch inlets and a 6-inch dump valve, all heated, three toolboxes, Alcoa aluminum wheels, and front and rear LED strobe lights. Interior features include stereo, air-ride seats, Bluetooth and leather seats. Graphics are from Brushworks of Bloomer, Wisconsin. Jerry is the driver and the truck is used for residential and commercial septic and holding tank pumping. **P**

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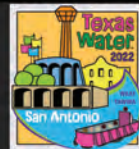


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PRODUCT NEWS

in the
SPOTLIGHT

By Tim Dobbins

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Through market research, Franklin Electric determined a large percentage of submersible nonclog pump sales went to industrial, commercial and municipal accounts. They used that information to develop the FPS NCX Series of non-clog pumps.

"In general, municipal applications tend to require hazardous location ratings for pumps," says Kyle Johnson, product manager for Franklin Electric. "Franklin Electric saw this as a gap in their current product offerings that needed to be addressed."

Franklin Electric's NCX Series stems from their NC Series, but adds a few upgrades to certify this series as explosion-proof by the CSA global safety and compliance organization. The idea was to upgrade components of the existing pumps and create a series for harsher industrial applications.

"We strived to address as many aspects of the design as possible to meet common issues such as, heat, chemicals and abrasion, which can lead to premature failures," Johnson says. "Implementing common construction upgrades helps ensure a reliable product across various applications."

NCX pumps use Viton motor O-rings and a Class H motor insulation system to withstand high heat and provide chemical resistance. They also come standard with dual silicon carbide mechanical seals and a ductile iron impeller. Each pump is available in single or three-phase power options. Other specifications include a cast iron volute, seal chamber and housing around a continuous-duty pump, a 3- and 4-inch horizontal flange discharge and dual moisture-sensing probes.

A key feature of NCX pumps brought over from the NC is the field-adjustable wear plate designed to simplify onsite maintenance. The wear plate provides adjustable clearance between the impeller and volute and eliminates the need and cost of replaceable wear rings.

"This feature facilitates simplified, onsite maintenance allowing for a pump to be pulled, adjusted and reinstalled without needing to worry about having parts on hand or waiting for parts to arrive," Johnson says. **866-271-2859; www.franklinengineered.com P**

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The **MicroSepTec EnviroServer ES** series utilizes five chambers to achieve primary settling, treatment and clarification in one tank. The units use a moving-bed biological reactor made specifically for the residential market. The first compartment

is the primary clarifier for settling sludge and solids. The second section houses the first of two aeration chambers and contains biomedica providing surface area to promote a healthy population of microorganisms. The third compartment is used for further aeration to amplify the growth of nitrifying bacteria and the process of nitrification. The fourth chamber

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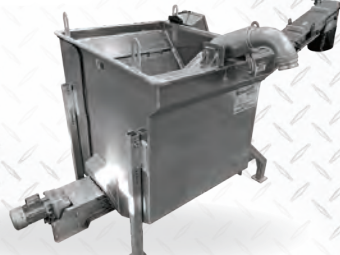
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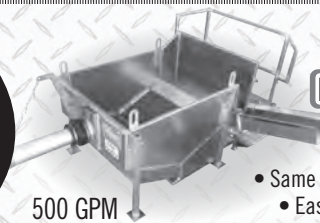
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Orenco Systems AdvanTex AX-Max

AdvanTex AX-Max wastewater treatment systems from **Orenco Systems** are containerized, fully plumbed units sized for larger commercial and municipal applications. Units come in a variety of configurations, measuring up to 42 feet long by 8.5 feet wide. They can be installed as a single unit or in multi-unit arrays, either above ground or buried to grade. Systems use an

attached-growth treatment method to produce clear, odorless effluent with significant nutrient reduction, suitable for subsurface irrigation or surface discharge after disinfection. One unit can process up to 5,000 gpd of raw sewage or 15,000 gpd of primary-treated effluent. Units reduce nitrogen up to 90%, depending on configuration, and can be operated with a part-time operator. They are easy to ship and set and can be installed in a variety of soils and climates. **800-348-9843; www.orenco.com**

DISINFECTION EQUIPMENT/SYSTEM

Lenzyme

Lenzyme is an enzyme-bacteria product used as a septic biological maintainer, drain cleaner and sewage treating agent in the home and in industrial, commercial and municipal installations. It can be packaged in the company's brand name or private labeled. It may also be used in formulations designed for a given condition or application, such as drains, septic tanks and cesspools, and for industrial and commercial application. It is approved by the USDA for use in sewage and/or drainlines of official establishments operating under the federal meat, poultry and egg products inspection program and is only sold to licensed contractors. **800-223-3083; www.lenzyme.com**



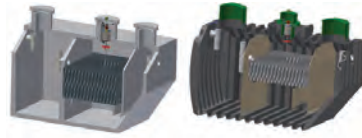
HIGH-STRENGTH WASTEWATER TREATMENT



Anua PuraACE

The **PuraACE** from **Anua** is a drop-in-tank reactor pod for treating high-strength waste from restaurants, convenience stores or other facilities. The pods can be added to residential or commercial treatment systems that are overloaded. Treatment occurs by a submerged aerated filter process to reduce BOD, COD and ammonia. Built-in passive alkalinity control regulates pH without chemical addition. The pod housing isolates aeration to keep the heavy solids from mixing. The open channel media prevents clogging while the airlift recirculation enhances retention time. Multiple pods can be utilized for larger flows and loads. **336-547-9338; www.anuainternational.com**

JET INC. J-1500CF SERIES



Jet Inc. J-1500CF Series

The **J-1500CF Series** nutrient-reducing BAT media plant from **Jet Inc.** offers variable capacity in an NSF-245-tested treatment system. It provides complete effluent treatment from 500 to 1,500 gpd. The 500- and 800-gpd PLT Series tanks are the lightweight, rotational molded alternative to the concrete J-1500CF Series. The seamless polyethylene tanks are easy to transport and install in difficult site conditions. The system uses a 700++ aerator, effluent filter and the Jet 197 control panel, which cycles the aerator to reduce nitrogen by over 60%. **800-321-6960; www.jetincorp.com**

UV DISINFECTION EQUIPMENT

SALCOR 3G UV Wastewater Disinfection Unit

The **3G UV Wastewater Disinfection Unit** from **SALCOR** is used for residential, commercial and municipal applications, and it is UL-certified NEMA 6P flood-proof and NSF/Washington State Protocol six-month tested (with 21 upstream treatment systems).



It inactivates bacteria/virus pathogens, including superbugs. Rated at 9,000 gpd gravity flow, it is meant as a reliable building block for large water recovery/reuse systems. When installed in 12-unit parallel/series arrays with ABS pipe fittings, systems can disinfect more than 100,000 gpd. Gravity flow equalizes without distribution boxes. Each unit has a foul-resistant Teflon lamp covering, two-year long-life lamp with efficient installation, minimal annual maintenance and energy use of less than 40 watts. **760-731-0745; www.salcor.world**

WATER/WASTEWATER REUSE SYSTEM



Norweco Singular Green R3

The **Singular Green R3** water reuse system from **Norweco** reduces water consumption, reuses treated effluent and recycles water to conserve and recharge water resources. It provides a solution to chronic water shortages and reduces energy costs associated with water and wastewater treatment. The system quietly, efficiently and automatically treats all incoming wastewater to the highest level for restricted indoor and unrestricted outdoor use, according to the maker. The system exceeds the effluent requirements of NSF/ANSI Standards 40, 245 and 350. It qualifies for green building credits under both the LEED rating system and the NAHB ICC 700 National Green Building Standard. **800-667-9326; www.norweco.com**

(continued)

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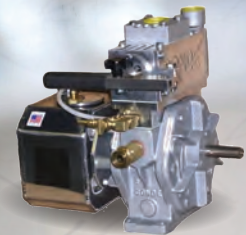
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PRODUCT FOCUS

CASE STUDY



System provides town with flexibility for future capacity needs

Problem: Geraldine, Alabama, with a population of about 1,100 people, needed a wastewater treatment system that was easy to operate and could be expanded to accommodate future growth. The system would treat domestic waste to regulatory limits to allow for drip dispersal and handle flow fluctuations, and ensure the drip headworks wouldn't clog and the dispersal field wouldn't experience excess biomat development.

Solution: An **ECOPOD** advanced wastewater treatment system with a drip dispersal field from **Delta Treatment Systems** was selected for the 60,000 gpd system. The units treat incoming wastewater with an expected strength of approximately 300 mg/L incoming BOD/TSS loading, down to 30/30 effluent limit requirements. Each home is equipped with a septic tank effluent pump system that moves influent to the treatment system. The system has a flow equalization tank with duplex alternating pumps, four E1600 units installed in parallel, then a dosing chamber with duplex alternating pumps that provide controlled dosing to the dispersal field. Oxygen pumped into the system allows bacteria to thrive in much greater numbers than would occur naturally, speeding the breakdown of the sewage and making it safe for release into the environment. The intra-tank bioreactor treatment system is buried in a cast-in-place concrete tank.

Result: As the town continues to expand, the system is designed to grow with it and addition of extra trains will be easy and cost-effective.
800-219-9183; www.deltatreatment.com P

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*see warranty for details

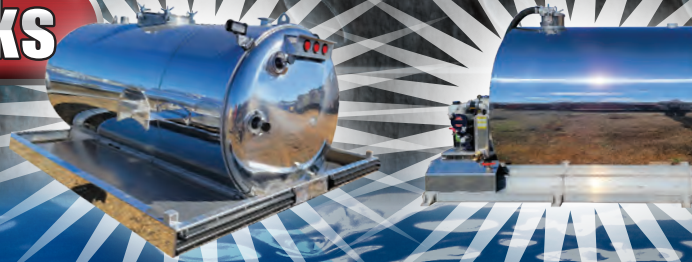
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AUCTIONS



AUCTION: Complete Closure of Mid-State Sewerage, FEATURING: Pump Trucks, Dump Trucks, Excavator, Tractor, Trailers, Tanks, Tools, Shop Equipment and More! Contact Info: Williston Asset Management, Phone: 508-869-9070, Email: info@willistonam.com, Website: Willistonam.com, **Auction Date: Lots begin to close 10am EST, Thursday, March 3rd, 2022, Location: Millbury, MA (P03)**

BUSINESSES

Looking to buy established septic business in southern Alabama or Florida panhandle. Reply to paradiseseptic@gmail.com (P03)

For Sale: Owner ready to retire. 50-year old family owned and operated septic business in northern IL. Has a large customer base. We do septic tank pumping, septic repair and clearstream maintenance. Included with the business: Freightliner with a 2,500-gal tank. Mack with a 3,800-gal tank. Ford van service truck. Mini excavator with a trailer. Tools, supplies and office files. Owner will assist with training and licensing. Email Tim.deere217@AOL.com (P06)

For Sale: Multi-generation Family Owned Business. Located in Eastern Massachusetts. Services include Pumping and Drain cleaning. Real Estate available to lease and not included in sale of business. Operational equipment included in Sale. Send email to sewer12@yahoo.com (PBM)

Well-established Booming SW Florida business for sale. From North Port to Marco Island 1200+ units on the street, 15 ADA, 30+ sinks, 20+ holding tanks, 7 trucks, 2 trailers. Many long-term construction customers, year-round event customers. Documented yearly growth. Only serious buyers need to inquire. Email office@ronsjons.com FL (P04)

BUSINESS ONLY for sale, Mid-Cape Area, Cape Cod. Very profitable business with a huge long established, loyal commercial & residential client base. Business has over 100 pieces of equipment, including several trucks, excavators. This local company performs many services, including plumbing, septic, & sewer repairs & installations. Seller is retiring. Owner may help finance a qualified buyer. Contact Nat Santoro, Kinlin Grover Compass Commercial 508-240-0334, nsantoro@kinlingrover.com, for more details. (P03)



Selling septic business, been in business since 1957. 3,000 customers. 3,360-gallon vac truck. Several porta potties, 10 new ones, porta potty truck. **175k firm. In southern Wisconsin area. Serious only. Call 608-558-0870. (P03)**

MID-CAPE COD MASSACHUSETTS BASED Septic pumping business for sale. Established in 2004, excellent following. Great opportunity for an ambitious person. Owner retiring due to illness. Email misty8124@yahoo.com for more details. (P03)

Central Idaho. Established Septic and Portable Toilet Business for Sale. Includes 200 units, 4 portable toilet trucks, 7 Handicap Pots, 36 hand washing units, two 3,000-gal septic pumpers and trailers. Do a lot of the pumping for the government. Turnkey business, owner wanting to retire. Call 208-940-3000 for more info. Price is reasonable. (P04)

Northwest Connecticut septic and grease pumping company. In business for over 50 yrs. Large residential and commercial accounts. Room to grow. Owner wants to retire. 2005 International 8600 with 400 hp. Cummins 400K miles in excellent condition. 8 yr. old 3,500-gal. tank and 420 water cooled Jurop pump. Crustbuster and all tools needed to work with. 300K. Owner financing for the right person. Contact Steve at Stemo1357@gmail.com. (P03)

Solid, small, full service, septic company in Maryland for sale. 18 years of top notch service. Huge active customer list. Fully stocked with all the equipment you need to continue to prosper. Completely Turn Key, start making money on day one! All serious offers considered. Please call 410-937-5042 (P03)

40+ year old drain and sewer cleaning and septic pumping business for sale in beautiful Wisconsin. Turn key business with excellent reputation, and a very large clientele in both commercial and residential. Serious inquiries only 715-540-6842. (P03)

Septic/Sewer: Pumping-Repair-Construction/Central NJ since 1982. A901 License. Dump-Pumper-Utility Trucks-Trailers-Backhoes-Loader-Jettors. Easy transition into solid waste. Owner retiring. Cell: 732-672-5797. coveractionz@optonline.net (P03)

It has come that time for me to plan for retirement. I am selling my Vacuum Tank Building business. \$100,000 this includes the name Eagle Tanks, the 800#, welding equipment, Roller, and customer list. If there are any questions call. Jerry Eagle 1-800-721-2774. (PBM)

For sale: Grease trap pumping business. Aprox. 400 accounts. 3 trucks (2018,2006,2000). 35,000-gallons of storage. 35 years in business. Need to retire. Shop full of equipment. \$275,000. Sunny Tucson Az. Building available for sale or lease. 520-744-9282 (P03)

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

DEWATERING

Aqua-Zyme Dewatering System. 550-gallon Polymer mixing and dosing unit (2011) 3- 30 yard dewatering boxes (2017) 4- 5'x22' new fabric Panels, and a 4" Riverside/Homelite trash pump. All in good Condition. Priced to sell at \$59,500. Sold as a package only. New cost \$150,000+-. Call Steve at 520-631-1671. Tucson, Arizona. (P05)

Interested in Dewatering Septage, Grease, Sewer Sludge and attending the WWETT Show in Indianapolis in February? I will have a ITR Dewatering drum on display. Our shop is just 20 miles from the convention making it a great opportunity to see our setup. Please call James at In The Round Dewatering, Inc. 317-563-2072 with any questions. (P03)

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HAZARDOUS WASTE UNITS

Pre-owned Cusco Turbo Vac 3627 High Lift. Carbon steel, D.O.T. Certified with 3,600 CFM blower mounted on 2014 Peterbilt 367. Stock# 6648V www.vacuumsalesinc.com **(888)VAC-UNIT (822-8648). (PBM)**

POWERVAC 3800. 3,600 U.S. gallon, carbon steel Vacuum tanker with a Hibon PD blower 3800 SCFM with vacuum to 28" mercury. High Dump Type; D.O.T. 407/412 regulations. Stock# 6855V www.vacuumsalesinc.com **(888)VAC-UNIT (822-8648). (PBM)**

2011 Peterbilt cab & chassis with a Presvac 3,200. c/s, D.O.T. certified, full open rear door dump type unit and Presvac PV750 pump. Stock# 0201V www.vacuumsalesinc.com **(888)VAC-UNIT (822-8648). (PBM)**

2014 Peterbilt cab & chassis with a Presvac 3,200 C/S, DOT, dump type unit and Presvac PV750 pump. Stock# 8787V www.vacuumsalesinc.com **(888)VAC-UNIT (822-8648). (PBM)**

2015 Peterbilt cab & chassis (automatic) with a Presvac 3,200 C/S, DOT, dump type unit & Presvac PV750 pump. Stock# 3755V www.vacuumsalesinc.com **(888)VAC-UNIT (822-8648). (PBM)**

Pre-owned Presvac 2,000 U.S. gallon, carbon steel, D.O.T. certified, vacuum tank unit with a Deutz diesel driven PV750 vacuum-pressure Pump package. Mounted on a 2012 International 4300 cab & chassis. Stock #5236C. www.vacuumsalesinc.com **(888)VAC-UNIT (822-8648). (PBM)**

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

2013 Peterbilt 348 cab & chassis with a Presvac 3,200 U.S. gallon, C/S, D.O.T. 412, dump type, vacuum tank and a Presvac PV750 pump. (Stock #9277C).
www.vacuumsalesinc.com
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2007 Kenworth T800 with Presvac 3,500-gallon DOT Certified dump/door vacuum tank, Hibon 900 CFM 27", new blower and tank inspections, pre-emission with 400 CAT with 18-speed trans. 44k rears 20k pusher 20k front.
Great condition. KLM Companies
617-909-9044. (PBM)

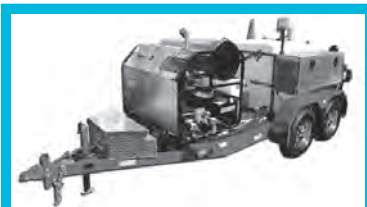
1997 Ford with Cusco 3,200-gallon DOT certified dump and door liquid vacuum truck. Cat engine with Moro M9 vacuum pump. Runs and pumps excellent. \$37,500. KLM Companies 617-909-9044 (PBM)

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

INDUSTRIAL LOADER

Pre-owned Cusco Turbo Vac 3627 High Lift. Carbon steel, D.O.T. Certified with 3,600 CFM blower mounted on 2014 Peterbilt 367. Stock# 6648V **www.vacuumsalesinc.com**
(888)VAC-UNIT (822-8648). (PBM)

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The HotJet II® is a best-selling hot- and cold-water drainline cleaner featuring a 35hp Vanguard engine by Toyota and delivering 10gpm @ 4,000psi that cleans drains up to 300' and 12" in diameter. Priced at \$39,995, the HotJet II® is American made using nonproprietary parts for affordability and ease in serviceability making its return on investment truly impressive. Prices subject to change. **Financing available. 800-624-8186; sales@hotjetusa.com; www.hotjetusa.com (PBM)**

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

JET VACS

2000 Sterling Jet/Vac. 80 GPM water pump. Hibon Blower. 1,500-gal fresh water tanks (2). Exceptionally maintained. Runs great. 40,000.00. Call Glenn: 978-375-6047. (P05)

2002 International 7400. Pre-owned Vactor 2100 combination jet/vac unit with PD blower And 10 cubic yard debris tank. Mounted on a 2002 International 7400 cab & chassis. Stock # 1138C. \$59,000.00

www.vacuumsalesinc.com
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PORTABLE RESTROOM TRAILERS

2019 Satellite 8X20 SPA 8 stall restroom trailer. Like new, rented 4 times. Central Washington (509)865-6001. \$58,000. Keith: 509-865-6001 (P03)

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



2006 International 4300. 342,000 miles and 20,400 hours. Motor rebuilt a few years ago. 2,000-gallon Keith Huber Princess II aluminum tank manufactured in 2006. Truck has PTO installed but no pump mounted. Will include pump with purchase. No check engine lights on truck. Only reason for selling is because we are phasing out older inventory.
Asking \$10,000. Contact David for more information- 228-493-1949 (P03)

New Imperial 980 U.S. gallon, portable toilet service unit mounted on a 2021 Ram 5500, gasoline cab and chassis with a Masport HXL3V vacuum pump package. Stock# 14028 **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**

New Imperial 1300 U.S. gallon, portable toilet service unit mounted on a 2022 Ford F550 cab and chassis with a Masport HXL4 pump package. Stock # 14029. **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**



2011 Ford F450. Diesel, auto, 2-wheel drive. New aluminum vac tank, 300-waste, 150-water. HXL2 Masport pump wash down system. **Call JR @ 720-253-8014. CO (PBM)**

PUMPS

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

RENTAL EQUIPMENT

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

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

SEPTIC TRUCKS

2016 Peterbilt 348 cab & chassis with a 4,000 U.S. gallon aluminum, vacuum tank with a NVE 865 water cooled pump and cat jetting system. Stock# 6321v **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**



2016 International 4400 SBA 4x2. Engine: Navistar 9 9.3L6. Single axle with electronic locker. 6-speed manual transmission with PTO. Air ride cab. Bench passenger seat. 2,300-gallon tank made by Lely tank corp. (2016). Tank is in excellent shape, minor paint scratches on outside. Top manhole-20" rear-25". Tank has two rear suction valves and a front driver-side suction valve. Valves are all 4". Fruitland pump package RCF500 package. Two toolboxes on either side of truck mounted under hose trays. Pintel hitch with electronic trailer brake controller 100% functional. **Mileage: 110,000 mi. Seller: Island Septic Systems. 843-559-3491. Islandsepticssystem@yahoo.com, \$64,999.00 SC (P03)**



2022 INTERNATIONAL HV607 SBA, 4,200-gallon steel IV tank, Jurup DL180 blower. **Hayden Evans. 501-388-9464. (P03)**

New 4,000 U.S. gallon, aluminum, vacuum tank. Mounted on a 2022 Peterbilt 348 cab and chassis w/ a NVE Challenger 887 vacuum pressure pump package. Stock #14006 **(888)VAC-UNIT (822-8648) www.vsirentalsllc.com. (PBM)**



1998 Freightliner 3,800-gallon waste tank with Jetter. We use this truck a few days a week. **\$12,500. Call Andrew 561-302-7195. (P04)**



1998 International w Cummins black top no computer. Under 400k. 4,200-gallon. Newer tires/rims all around. Lots of work put into this truck over the last few years. The advertised price does not include the drop axle. Includes hoses and everything needed to start today. Solid truck for the money. \$20,000 w/o axle \$24.5k w axle. Just spent 8k on the drop axle 6 months ago. **Non-negotiable. 210-952-1041 call/text. (P03)**



2012 Peterbilt 367 septic tank. Isx15 500hp 18-speed. 4x4 rear axle. 46k pound 690k miles, factory truck. 786-447-2958 text only please. **\$70,000 OBO. Thanks (P03)**



2001 Freightliner FL112 3,600-Gallon Transway Tank. Cat C-12 Motor. 322,000 Miles. Eaton 8LL Transmission. Heated Valves. **\$35,000. Call/Text 315-573-5937 for more information. (P03)**



2000 International. 470hp Detroit, 10-spd, AC, cruise, 3,500-gal tank and Challenger 607 vac pump 6 yrs old. New tires and paint. Very nice truck, **\$45k Call Hulls Truck Bodies,LLC 740-820-5338 Delivery and Financing available. (P03)**



2005 International, DT466, 263k. Allison Auto, air brakes, AC, cruise: New 2,500-gal tank, stainless steel hoses, Juroop R260 vacuum pump, paint and alum wheels. Sharp truck with all new equipment. **\$52,000. Delivery and financing available. Hulls Truck Bodies LLC, 740-820-5338 (P03)**



1990 WHITE/GMC Glider kit, Cummins 400, 8LL, tandem axle, 14,000 miles on odometer. Solid frame. Like new interior. 3,000-gallon(approx) tank. Masport pump. No title-will provide bill of sale. Great water or farm truck. Must transport. Haven't started it in a few years but ran fine. priced to sell, asking **\$7,500. Questions-email customerservice@mrbobs.com or text 609-868-6716. (P03)**



2021 Kenworth PX7. 300 HP. 2,500 Allison. 2100 LMT tank and Juroop R260 Pump. **Call Ray Jackson at 501-388-9565. (P03)**



2007 international 2,500-gallon truck. 250,000 miles. New rebuilt engine dt466. Automatic 6-speed. New liquid cooled how 400 masport. Tool boxes. **Excellent condition. New tires. 423-421-4347. (P10)**



2014 Mack. 505 hp. Mack engine. 359k miles. 18-spd trans, jake, heavy axles, full lockers, AC, cruise, 3,360-gal tank, 2 yrs old, only hauled 10 loads of water, NVE 607 vac-pump. Good tires and paint. Very nice truck. **\$75k Call Hull's Truck Bodies, LLC at 740-820-5338. Delivery and financing options available. (P03)**



2002 Mack with 4500 tank. Has high mileage(800k) but runs great no issues. No blow by and fires right up. Includes hoses, everything you need to start pumping today. Newer pump,new steer tires. Great truck for the money. **\$24,000 non-negotiable. 210-952-1041. Call/text. (P03)**



1995 Ford L9000 for sale. Asking price is \$15,000 or best offer. Mileage is currently at 376,750. Truck is in good condition and runs great! Contact Guadalupe Gaitan at **707-529-3395 for vehicle report or additional information. (P03)**



2016 International 4400 SBA 4x2. Engine: Navistar 9.3L6. Single axle with electronic locker. 6-speed manual transmission with PTO. Air ride cab. Bench passenger seat. 2,300-gallon tank made by Lely tank corp. (2016). Tank is in excellent shape, minor paint scratches on outside. Top manhole-20" rear-25". Tank has two rear suction valves and a front driver-side suction valve. Valves are all 4". Fruitland pump package RCF500 package. Two toolboxes on either side of truck mounted under hose trays. Pintel hitch with electronic trailer brake controller 100% functional. Mileage: **110,000 mi. Seller: Island Septic Systems. 843-559-3491. Islandsepticystems@yahoo.com, \$64,999.00 SC (P03)**



2016 Ford F-550. 4x2. Diesel. Automatic. Pick rite aluminum. 800 waste/300 water. DC-10 washdown pump. 2-unit toilet hauler. **Excellent shape! CO. Call JR @ 720-253-8014. (PBM)**



2014 Ford F-550. Diesel. Automatic. 4WD. New aluminum back tank. 300 waste/250 water. HXL2 Masport pump washdown system. CO. **Call JR @ 720-253-8014. (PBM)**

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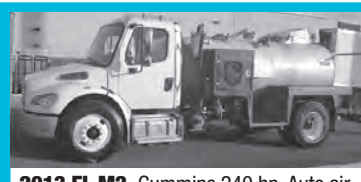
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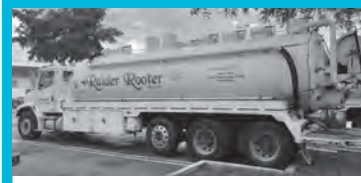


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Erick Erickson

Erick Erickson passes away

Erick Leroy Erickson passed away peacefully on Nov. 11. Born in Libby, Montana, on Feb. 16, 1925, to Erick Erickson and Sadie (Stearns) Erickson, the family moved to the Seattle area in the 1930s to find work. Erickson joined the merchant marines, and after war was declared in 1941, he signed on with the Navy aboard the aircraft carrier USS Saratoga (CV-3) at the age of 17. His experiences in the Pacific shaped his life.

After the war, he met and married Dorothy Terpstra in Monroe, Washington, in 1947. They had a son, Erick, and two daughters, Marilyn and Mary.

Erickson worked as a correctional officer at the Monroe Penitentiary in Washington and in commercial fishing in Alaska. The talented metal worker and carpenter ended up as a dairy farmer in the Monroe area, then moved to Lakewood, Washington. In 1976 he moved the dairy herd outside of George, Washington, to a new facility that he designed and built with his son. He also began selling pumps and tanks, which was the beginning of Erickson Tank & Pump.

Erick retired in 1987 to travel with Dorothy. After Dorothy's death in 1998, Erick married Ida Todd and moved to Quincy, Washington. His last several years were spent in Wenatchee, Washington.

Erick is survived by his wife, Ida, son Erick (Jennifer) Erickson of Quincy, daughters Marilyn (Ron) Sallee of Tulalip, Washington and Mary Bratton of Billings, Montana, and eight grandchildren and 11 great grandchildren. **P**

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