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## Hit the Ground **RUNNING**

Fired one day, in business the next, Shane Seale continues building on his dreams while providing a myriad of wastewater services for customers in central Alabama

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MANAGEMENT**

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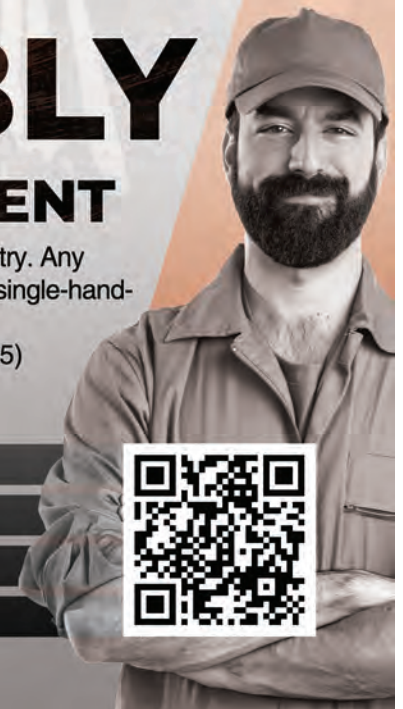
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Alabama's Shane Seale started working in the wastewater industry as a young teen, and has owned his own business since age 22. He is shown with his 2021 International HV built out by Dellinger Fabrication, and he is carrying an NVE 4310 blower. (Photo by Med McKinney)

## COMING IN JULY:

➤ **SNAPSHOT:** Pumping and dancing in Georgia

➤ **ANSWER MAN:** Talking baffles

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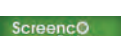



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Jurop LC-420 Vacuum Pump (425 CFM)

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### Western Star 47X

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**LOW MILES**



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43K Miles, New 2000 Gallon Tank,  
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### 2009 International 4300

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213K Miles, New 2500 Gallon Tank,  
New Jurop PN-84 Vacuum Pump (317 CFM)

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### 2015 International 4300

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172K Miles, New 2500 Gallon Tank,  
New Jurop PN-84 Vacuum Pump (317 CFM)

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### 2011 International 4400

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121K Miles, New 3600 Gallon Tank,  
New Jurop R-260 Vacuum Pump (360 CFM)

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### 2012 International 4400

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**Jim Kneiszel**  
Editor

# Ripped From the Headlines for Your Consideration

We're talking about grease trap safety regulations, pumper wage comparisons and a fun wastewater educational video

By Jim Kneiszel

This month we're reaching into the grab bag of *Pumper* news and notes:

## **A** new grease trap safety law should be extended to include septic tanks

New York Gov. Kathy Hochul recently signed Bryce's Law requiring all grease traps located in public places to be secured to prevent unauthorized access. The legislation calls for the state Fire Prevention and Building Code Council to develop regulations to ensure grease trap access points withstand expected loads and prevent unauthorized access. It also orders warning signs or symbols be placed on grease trap lids.

Bryce's Law is named for Bryce Raynor, a 3-year-old boy from Rochester, New York, who fell into a grease trap and drowned in 2019. The plastic lid to the 500-gallon grease trap was unsecured. After the boy fell into the tank, the lid flipped back in place, according to news accounts.

Former State Assemblywoman Jamie Romeo spearheaded the new rules after reading about tragedy that occurred at a Tim Horton's restaurant.

"I am filled with a profound sense of sadness and anger," Romeo was quoted in media accounts. "When my office began researching this matter and learned that similar horrific accidents had occurred in Alabama, Louisiana and New Jersey, I kept returning to the question, why didn't the industry correct an identified deadly problem?"

Does all this sound familiar? I have written about similar tragedies in the past involving unsecured septic tanks. As far back as 2007 I wrote that septic system owners needed a wake-up call. This was after 3-year-old Loic Rogers died after falling into a septic tank near Kalispell, Montana. The deaths of both Bryce and Loic could have been prevented if tank lids were secured properly and inspected regularly by the property owners.

The wastewater industry has made strides to provide extra security products for tank lids, and many pumpers convey the importance of lid security to their customers. Perhaps other states should look at Bryce's Law and enact further legislation to protect the public from septic tank mishaps. And Bryce's Law itself should be broadened in scope to include septic tanks as well as grease traps.

Assemblywoman Sara Clark (D-Rochester) said she hopes the New York law will help prevent future tragedies.

➤ I have written about similar tragedies in the past involving unsecured septic tanks. As far back as 2007 I wrote that septic system owners needed a wake-up call.

"With better protocols in place, this could have been prevented. We must do more to protect the public and enhance workplace safety," she said in a statement. "These provisions enacted by this legislation are commonsense measures."

I understand that passing a law in itself may not stop the senseless death and injury of children who play around septic tanks or grease traps. But it's a good start. Now we as an industry have to routinely reinforce that safety message with customers and the general public.

## **How do pumper wages stack up?**

I'm sure you wonder how your company's wage scale compares to those in similar job classifications and against a national average. And you might be more curious these days as what is being called The Great Resignation is sending blue collar worker scrambling for better pay. Recently the *Courier* newspaper in Iowa crunched data from the U.S. Bureau of Labor Statistics and detailed wages of the highest-paying jobs that don't require a college degree. Let's look at how the wastewater industry fared.

**Septic tank servicers and sewer pipe cleaners.** According to the report, the national average annual salary is \$43,930 for the estimated 29,880 workers in the field. The highest average pay was found in Joplin, Missouri at \$71,930; Stockton-Lodi, California at \$70,340; and Rochester, Minnesota, at \$63,200.

**Water and wastewater treatment plant and system operators.** The national average is \$51,890 for the approximate 119,380 workers in the field. The top wages were found in San Francisco-Oakland-Hayward, California at



\$99,130; San Jose-Sunnyvale-Santa Clara, California at \$89,730; and Vallejo-Fairfield, California at \$86,080.

**Plumbers, pipefitters and steam fitters.** The salary for an estimated 417,440 workers in the category is \$61,100. The areas with the highest pay are San Francisco-Oakland-Hayward, California at \$106,100; Fairbanks, Alaska at \$94,280; and Kankakee, Illinois at \$93,420.

**Operating engineers and other construction equipment operators.** The national annual average salary is \$55,280 for the estimated 402,870 workers in the field. Areas with the highest pay were New York-Newark-Jersey City, covering parts of New York, New Jersey and Pennsylvania at \$96,440; Barnstable, Massachusetts at \$93,620; and Santa Cruz-Watsonville, California at \$93,320.

Since this story also looked specifically at the Iowa market, these jobs not requiring a college degree finished at the top of the list for that region: First place went to supervisors of nonretail sales workers. Second place was transportation, storage and distribution managers, and third place went to supervisors of police and detectives.

### Have you met the Great Poodini?

Pitching a new onsite wastewater compliance program, environmental officials from the Auckland Council in New Zealand produced a video that could furnish Pumper readers on the other side of the globe with a great education tool. Click on this YouTube link and get to know The Great Poodini: [www.youtube.com/watch?v=WV6K2s1-D7E](http://www.youtube.com/watch?v=WV6K2s1-D7E)

"Ladies, gentlemen, homeowners, I The Great Poodini, take great pleasure introducing the inescapable fecal containment device," says the likable cartoon excrement as he is trapped in the septic tank. "I am locked inside, in the regulation manner ... and I will now reveal not one, not two, but three methods of escape from the inescapable."

Poodini goes on to show how wastewater emerges aboveground and ruins a septic system owner's day. In this two-minute video, the Auckland Council talks about overuse of water leading to overflows, explains how baby wipes and harsh cleaning chemicals can cause harm and teaches about the importance of regular maintenance. It all leads to "a malodorous sensory assault and pongy (unpleasant) overflows," says Poodini.

The lighthearted video was produced to backstop stronger septic maintenance regulations and a two-year study to identify 45,000 septic systems in the region. The goal is to obtain maintenance records and curb contamination in the region's waterways.

If you have trouble conveying the basics of septic tank care to busy and distracted customers, this two-minute video may be a worthy share. **P**

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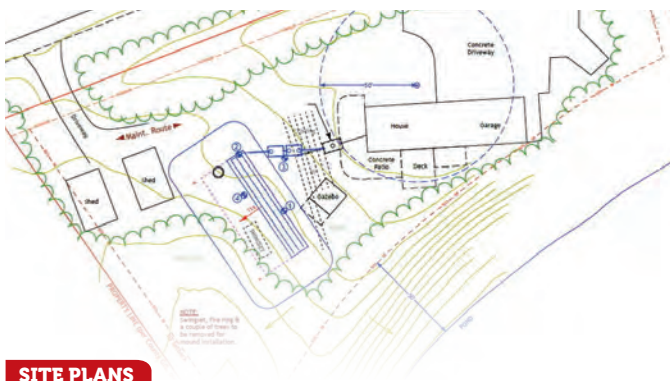
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## SITE PLANS

### an overview for installers

Every installation job should begin with a careful review of the site plan, and installers need to know what is required in the relevant jurisdiction. Learn all about site plans in this online exclusive article by Sara Heger, researcher and educator at the Onsite Sewage Treatment Program at the University of Minnesota

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## BUSINESS MANAGEMENT

### what to do about inflation

The Producer Price Index went up 10% in 2021, which was last seen during the Great Recession of 2008, and the Consumer Price Index is at its highest rate since the 1980s. These factors are relevant to the plumbing and septic services industry, and this article offers some tips to help get your company through this period of uncertainty.

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“Social media has really helped us get the word out about our services. People message me about jobs all the time, which is shocking in this industry.”

– Companies Boost Brand Visibility With Instagram  
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## TROUBLESHOOTING TIPS

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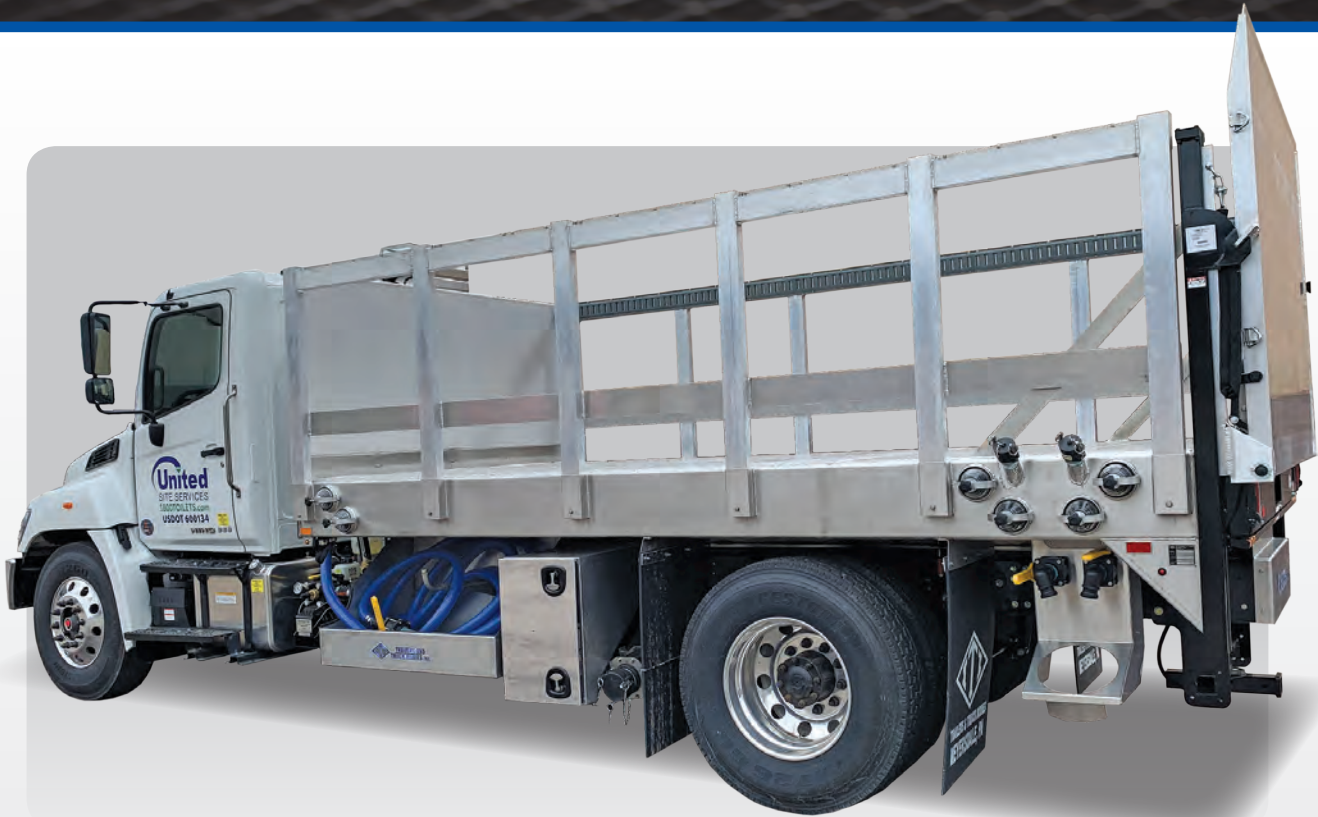
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## ► Pumper PROFILE



# Hit the Ground RUNNING

Fired one day, in business the next, Shane Seale continues building on his dreams while providing a myriad of wastewater services for customers in central Alabama

By Tim Dobbins



### Crimson Construction

Wilsonville, Alabama

**OWNER:** Shane Seale

**FOUNDED:** 1999

**EMPLOYEES:** 5

**SERVICE AREA:** Shelby County, Alabama, and surrounding counties

**SERVICES:** Septic system installations, repair and pumping

**WEBSITE:** [www.crimsonseptic.com](http://www.crimsonseptic.com)

**P**laying the hand he's dealt led Shane Seale to success in the pumping industry. The road wasn't always smooth, but he learned to embrace opportunities as they came his way. Today his company, Crimson Construction, in Wilsonville, Alabama, is doing better than ever.

Seale was introduced to the industry through a family connection. His uncle worked for a local power company and installed septic tanks east of Birmingham, Alabama, as a sidelight. "I've been helping my uncle ever since I was big enough to help. I think I was 14 or so," Seale says.

After a few years as his uncle's right hand, Seale had a good grip on running the excavator and doing system installations, skills that came in handy when his uncle sustained a wrist injury during a job. "He busted the tendons in his wrist," Seale said. "He called me and told me if I took care of the tank installs while he was healing and made his backhoe payment, I could keep the rest."

#### YOU'RE FIRED!

At the time Seale was working full time for another construction and excavation company but still helping his uncle when he had the time. He thought he had an arrangement worked out with his boss at the time, but when he asked for the day off to put in a system for his uncle, he was told to take the week off, and not come back.





◀ The Crimson Construction crew, from left, are Darryl Blankenship, Logan Jackson, Rachel and Shane Seale, and Jimmy Lewis. (Photos by Med McKinney)

♥ The new pumping rig at Crimson Construction casts a pretty reflection as Shane Seale drives it along a central Alabama road. The 2021 International HV was built out by Dellinger Fabrication with a 3,500-gallon waste/300-gallon freshwater steel tank and NVE 4310 blower.



“ I DON'T ALWAYS LIKE GOING OUT ON SATURDAYS FOR AN EMERGENCY, BUT WHEN YOU DO GO OUT AND HELP SOMEBODY AND THEY ARE APPRECIATIVE AND SAY 'THANK YOU,' THAT'S THE PART I ENJOY THE MOST. ”

SHANE SEALE

“I was young and didn't know what to say or do,” Seale says. “I was kind of panicked, so I called my uncle and asked, ‘What the heck do I do now?’” His uncle told him not to worry and that he would get him more work installing septic tanks. “One by one I picked up local builders and got busy.

“Our original deal was that if I made the backhoe payment, I could keep the rest of what I made on the job,” Seale says. “Well, I made the backhoe payment off the first job and as soon as that was over, I realized the rules changed.”

He was essentially leasing his uncle's machine and realized buying one would make more sense for him. He brought that up and his uncle offered to sell. It was 1999, Seale was 22 years old and Crimson Construction was born.

## HIGHS AND LOWS

In the beginning, Crimson focused only on installing new septic systems and business was good thanks to the booming housing market. Seale was



♥ Shane and Rachel Seale.





▶ Shane Seale, left, and Jimmy Lewis secure vacuum hoses on the new Crimson Construction vacuum truck at the company's maintenance building.

▶ Seale knows well-maintained service vehicles are a positive selling point for septic services, so he makes sure they are shiny and clean.

able to quickly buy more equipment including a tandem-axle dump truck and a brand-new excavator. In 2007, when the housing market crashed, business took a hit. "I went from putting in three to five systems a week to, I think, three tanks all year in 2007," Seale recalls.

The downtime was tough, and Seale was considering what he should do to make ends meet. In 2009, while weighing a couple career options, he came across a vacuum truck for sale in North Carolina. After looking at the truck and contemplating his next steps, Seale eventually decided if a deal worked out with the truck, it was meant to be and that would decide his career path moving forward.

He made an offer, and after some back and forth with the seller, it was accepted. Seale officially owned his first vacuum truck, a 1998 cab-over GMC with a 2,500-gallon tank. "I started pumping right away and that really made things more consistent for me," Seale says.

The shift in services was a learning experience, but one Seale embraced.

"Basically, everything I know about pumping I had to learn myself," Seale says. "I didn't have background knowledge on what I was doing, how to do it, or any tricks with pumping trucks." But being a hands-on learner, Seale has overcome the challenges with only a few bumps in the road along the way.



“ WE DON'T SELL THINGS PEOPLE DON'T NEED, BUT IF WE SEE A POTENTIAL PROBLEM AND CAN SAVE SOMEONE MONEY IN THE LONG RUN, WE WILL LET THEM KNOW WE HAVE THE ABILITY TO TAKE CARE OF THOSE THINGS. ”

SHANE SEALE

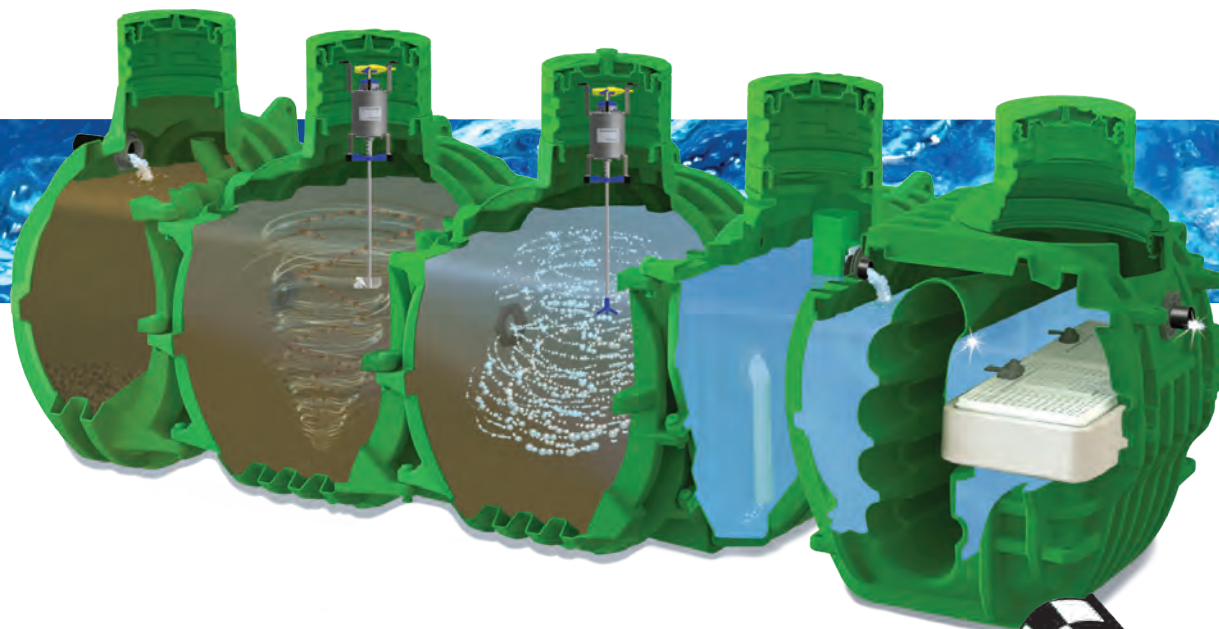
"The business side was a challenge when it started growing; I had to learn how to deal with people differently. My role really changed," Seale says. "And thank goodness it did. Everything in life has kind of pushed me toward something else."

(continued)



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## ► Pumper PROFILE



► Shane Seale, in the foreground, inspects an outlet filter as technician Logan Jackson pumps the inlet side of the septic tank.

### TIME FOR UPGRADES

Now, Crimson Construction is a multiservice company serving the Shelby County, Alabama, area and spends about as much time pumping as he does repairing systems and installing tanks.

However, it's pumping that provides steady work week in and week out.

"We really started growing over the past few years. I had older equipment that I have been updating or buying multiples of, and pumping has really become our consistent work," Seale says. "So much so, that we recently just bought a new truck."

Seale's new rig is a 2021 International HV built out by Dellinger Fabrication in Conover, North Carolina, with a 3,500-gallon waste/300-gallon freshwater steel tank and NVE 4310 blower.

"I had a jettie that I previously mounted on a trailer, but it would have been a separate job to use," Seale says. "Now that it's on the truck we'll be able to use it right away at the job if there's a problem, and not have to come back."

### ALWAYS ADAPTING

From a helping hand to business owner and from installing to pumping, Seale learned changing with the times and seizing opportunities are key ingredients to a successful run in this industry. Adjusting to changes never stops if the business continues to grow.

"One of the biggest things I had to learn was how to deal with people, and I'm still learning lessons in

patience," Seale says. This doesn't only apply to customers, but with new employees as a company expands. "Letting someone else do the task that I am used to doing myself has been a challenge. Delegating has been the hardest task for me."

Finding new team members he can trust has been necessary to keep up with recent demand. Crimson Construction now employs five people. "I have great help. Really good folk that work together here and we care about each other," Seale says. "We butt heads; don't get me wrong. But we love each other and help each other."

Besides Shane and his wife, Rachel, Crimson's team includes operator Darryl Blankenship, technician Jimmy Lewis and apprentice Logan Jackson.

Crimson is scheduled at least two months out for repair work, and Seale is getting used to managing the team more than getting his hands dirty. "I'm learning how to balance being in the office more taking care of those tasks, and less in the field," he says.

### EAR TO THE GROUND

Crimson had no trouble keeping and acquiring customers. Seale says basic communication is one of the easiest ways to gain and keep loyal customers.

"People tell us all the time they appreciate that we call them back and talk to them," he says. "Even if we are backed up, I will at least talk to someone and tell them where we are and what we can or cannot do for them."

Listening carefully to the needs of customers is one way Seale will determine how to expand his menu of services. "We've had a number of customers over the years ask us about pumping grease traps, but in our county we have no place to dispose of grease," he says. "We really want to get set up with dewatering so we can handle that waste."

(continued)

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Shane Seale connects the suction hose during a septic service call.

Rachel has a lot of interest in an environmental services business and specifically dewatering. She also recently got licensed as a pumper so she could help on that side of things. “Her interest is more on the dewatering side of a business,” Seale says. “She wants to degrease and save on the dumping while getting the compost out of it.”

Crimson Construction recently bought a 50-acre property as a location to start on-site dewatering. Seale has attended a variety of trade shows and visited manufacturers looking at different products and methods to dewater. His goal is to choose a dewatering system and have it up running in the next year or two.

Rachel also plays a crucial role in the office and managing the business. “She helps me stay organized. We’ve had a couple projects where we have done multiple things on top of pumping four to five times per week and it got to where I couldn’t keep up with it,” Seale says. “She started making reports and keeps track of what has been paid or not paid, and I wouldn’t be able to do some of these projects without that.”

## REWARDS ARE MANY

Seale built Crimson Construction by adjusting to the needs of customers. He realizes the value in developing a well-rounded arsenal of services that doesn’t stop at installing and septic pumping.

“We do a lot of maintenance and repairs. I think we have a knack in that,” Seale says. “The fact that we can do all aspects of it is big. When we go out to pump and there is a problem, we can fix it.” It’s a benefit to homeowners when they can make one call and take care of all of their wastewater needs.

“We don’t sell things people don’t need,” he says. “But if we see potential problem and can save someone money in the long run, we will let them know we have the ability to take care of those things.”

Even though owning his own business can be stressful at times, Seale says the reward and satisfaction outweigh the strain.

“What I really like is when people really need and want your help, and then being able to go help them,” Seale says. “I don’t always like going out on Saturdays for an emergency, but when you do go out and help somebody and they are appreciative and say ‘thank you,’ that’s the part I enjoy the most.” **P**



## Competitors offer a helping hand

There was a time around Shelby County, Alabama, when competition among pumpers was pretty sharp.

“It used to be a cutthroat industry in the area where folks would try to undercut you. They’d say, ‘I’ll do it \$50 cheaper,’ and people would take it,” recalls Shane Seale, owner of Crimson Construction.

But things have changed in recent years, perhaps because there’s plenty of work for everyone, and a feeling of cooperation and teamwork has emerged.

“There are several (pumping companies) around that we try to help each other out with things for the most part,” Seale observes.

Currently, times are busy for pumpers and incoming job requests seem to outnumber hours in a day. The pressure to satisfy customers in a timely manner while still performing high-level and professional work can be stressful. It helps that business owners can rely on nearby service professionals they may have once considered fierce competitors.

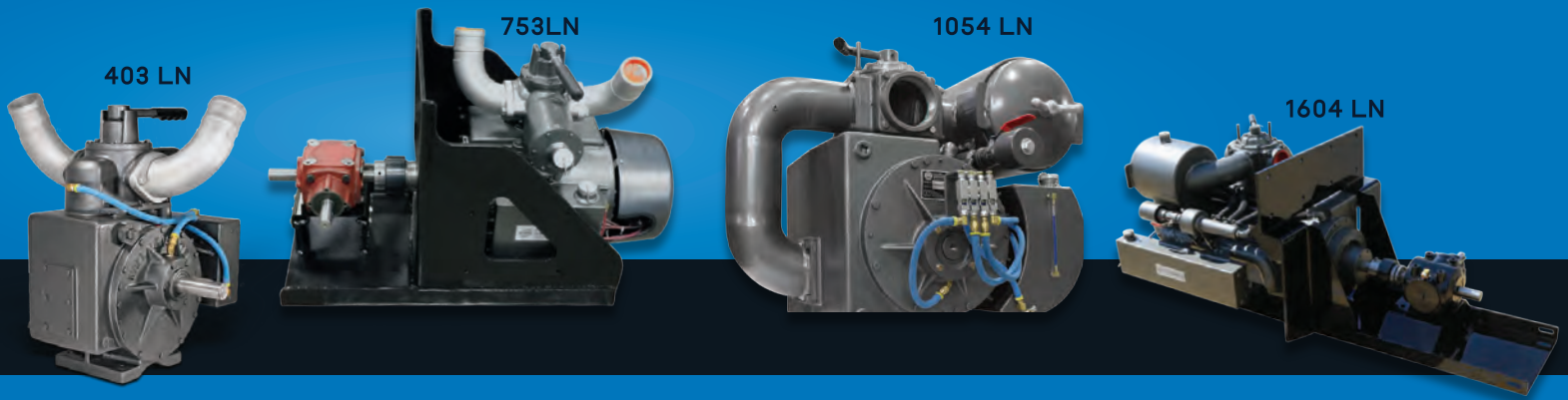
Seale says nowadays, people around him are more likely to lend a helping hand. He recalls a recent bind he was in with a fully loaded truck stuck in the mud. The only way to get it out was to have it emptied to reduce weight. At the time, Seale’s other vacuum truck was in the shop, so he turned to another area pumper for help. “He said he’d be there at 8 in the morning and at about 8:01 he pulled in,” Seale says. He helped Seale unload his truck, pull it free, then transferred the load back on Seale’s truck.

“I asked him, ‘What do I owe you?’ and he told me I didn’t owe him anything,” Seale says. “He wouldn’t take money but eventually said, ‘You have a dump truck, don’t you? I don’t have a dump truck, could you please haul a load of gravel for me?’

“I loaded up and hauled that gravel for him right away,” Seale says. And since then, they have become close and help each other much more often. “We talk just about every day now.”



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## We're Behind the Times in Oklahoma ... And We Need to Catch Up

"We really have to change the mindset regarding education, licensing and professionalism in the industry."



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 Oklahoma Onsite Wastewater Association.

**Name and title or job description:** Jason Birdsong, owner along with wife, Erin

**Business name and location:** JT Septic Co., Claremore, Oklahoma

**Services we offer:** Installations, repairs, pumping, inspections, tank locating services

**Age:** 39

**Years in the industry:** 14

**Association involvement:** Member of the Oklahoma Onsite Wastewater Association since 2014. I am currently the president and have also served as vice president.



Michael Panther laying pipe for a Clearstream Wastewater Systems aerobic system, 2012 Ford F-250 service truck; two Bobcat E55 excavators and a Bobcat stand-on skid-steer. (Photos courtesy of Jason Birdsong)

### Benefits of belonging to the association:

First and foremost are the relationships developed with the members, the board and the Oklahoma Department of Environmental Quality staff. We have been able to make strides in getting rules changed for the better. For example, when a law was changed to increase the number of sprinkler heads required for (irrigating with effluent from) aerobic systems in eastern Oklahoma, we helped get that reversed. It was very hard to fit more sprinkler heads onto small lots with big houses, and we could find no science to back up that requirement.

**Our crew includes:** Erin Birdsong, office manager; Greg Moore, outside supervisor/operator/installer; Michael Appleby, licensed installer/operator/pumper; Trey Dunlap, outside sales; Doug Chance, inside sales/customer relations; Michael Lewis, lead service technician/certified inspector; Tim Gramly, service technician; Justin Rhodes, installer technician; Devin Ellis, installer technician; Billy Duty, delivery driver; Michael Panther, ground support; Zachary Longnecker, pump truck assistant; Richard Sellers, mechanic; Brittany Welch, office support; Jae Chastain, office support; Dinah Thomas, office team leader/septic specialist; Charlotte Stein, accountant/controller.

**Typical day on the job:** Mainly I'm overseeing everything, making sure everything's scheduled and going out the door, getting people directed in the morning. I fill in where needed, do paperwork and figure out where savings and efficiency can help us grow.

**The job I'll never forget:** We put in an aerobic treatment system on a lake property with a hill down to the water. We had to install a tank prior to the house being built. We used a large excavator to hold onto the truck as we went down the hill. The excavator tracks were tracking fast



Jason Birdsong and his mother Charlotte Stein, accounting; daughter Delila Birdsong, office helper; and wife Erin Birdsong, co-owner and office manager.



in the opposite direction and the truck was just dragging the excavator.

**My favorite piece of equipment:** Our CASE 580L backhoe was one of the first big machines I bought. It's hard to find someone who can run it these days, so if it goes to a job, I have to go with it. It mostly just sits in the barn as we have gone to mini excavators and skid-steers. But I love to get it out and play every now and then.

**Most challenging site I've worked on:** We like the jobs people can't figure out. We just took over the maintenance of the onsite system at our local airport and it's a mess. A lot of people have had their hands in this project, it was undersized when installed, and there have been changes made to it since. So it's been a challenge. We're slowly working through it but it's going to take some time and money to get it right. They're already looking at growth and I'm telling them they've got to fix what they have first.

**Oops, I wish I could take this one back:**

I lost a conventional lateral line job. I went the wrong way with the laser, I read it wrong. It was a simple mistake but it wound up costing me the job — or even jobs because I think there were other jobs behind that one.

**The craziest question I've been asked by a customer:** It's not really a question but a situation we came across. We showed up to pump a tank and it was full of large fish heads. Apparently the husband cleaned fish and the wife didn't know what to do with them so she opened the tank and threw them in.

**If I could change one industry regulation, it would be:** The biggest issue we're facing in Oklahoma is that anyone can install a septic system, and it only costs them \$100 more for a permit and a state inspection than a licensed installer. This devalues our licensing and industry professionalism. The installer's license I have in my wallet should mean to me what a license means to an electrician, plumber or HVAC tradesman. There's also a huge problem with bootlegging where systems are being put in by people who don't get a permit and there's no inspection. These people haven't gone to school to know what they're doing. When systems fail and sewage starts surfacing and running into water impoundments leading into drinking water, that's a huge issue.

**Best piece of small business advice I've heard:** I've had two major mentors for this occupation. My friend, Brian Gates of Gates Septic and Excavation, laid out a cellphone and said, "How many options does a customer have in purchasing that cellphone?" I said, "One." He said, "No, there are two — they can purchase the cellphone or choose not to buy from you." Then he laid out two cellphones. "How many options do they have now? They have four — they can buy either one, buy both, or none at all." This helps me every day — to offer multiple options to my customers. Another mentor, Kevin Ruark of Red Dirt Septic, told me that my mindset of, "I don't want to grow any more with any more employees," restricts our ability to grow financially.

**If I wasn't working in the wastewater industry, I would:**

Probably still be a repo man. I used to repossess cars and it just got too dangerous. When I got into the septic industry, I had a wife and a new daughter. They are the reason I get up every day and I don't want them to have to do anything without me.

**Crystal ball time — This is my outlook for the wastewater industry:** In Oklahoma we really have to change the mindset regarding education, licensing and professionalism in the industry. I love this state, I love my community, but we are behind the times and as president of the association I'm going to strive that we get caught up with other states on these issues. **P**

*- Compiled by Betty Dageforde*

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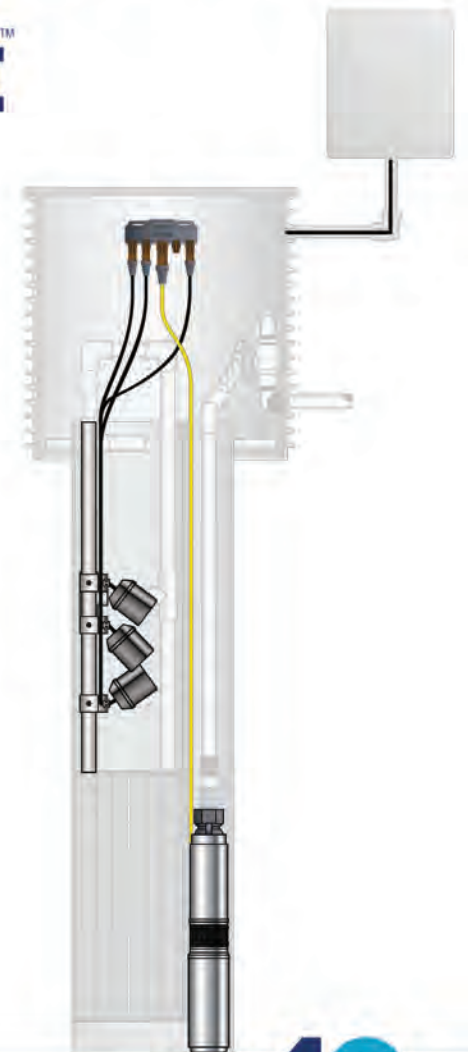
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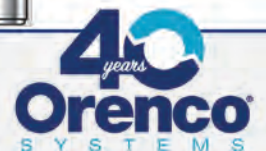
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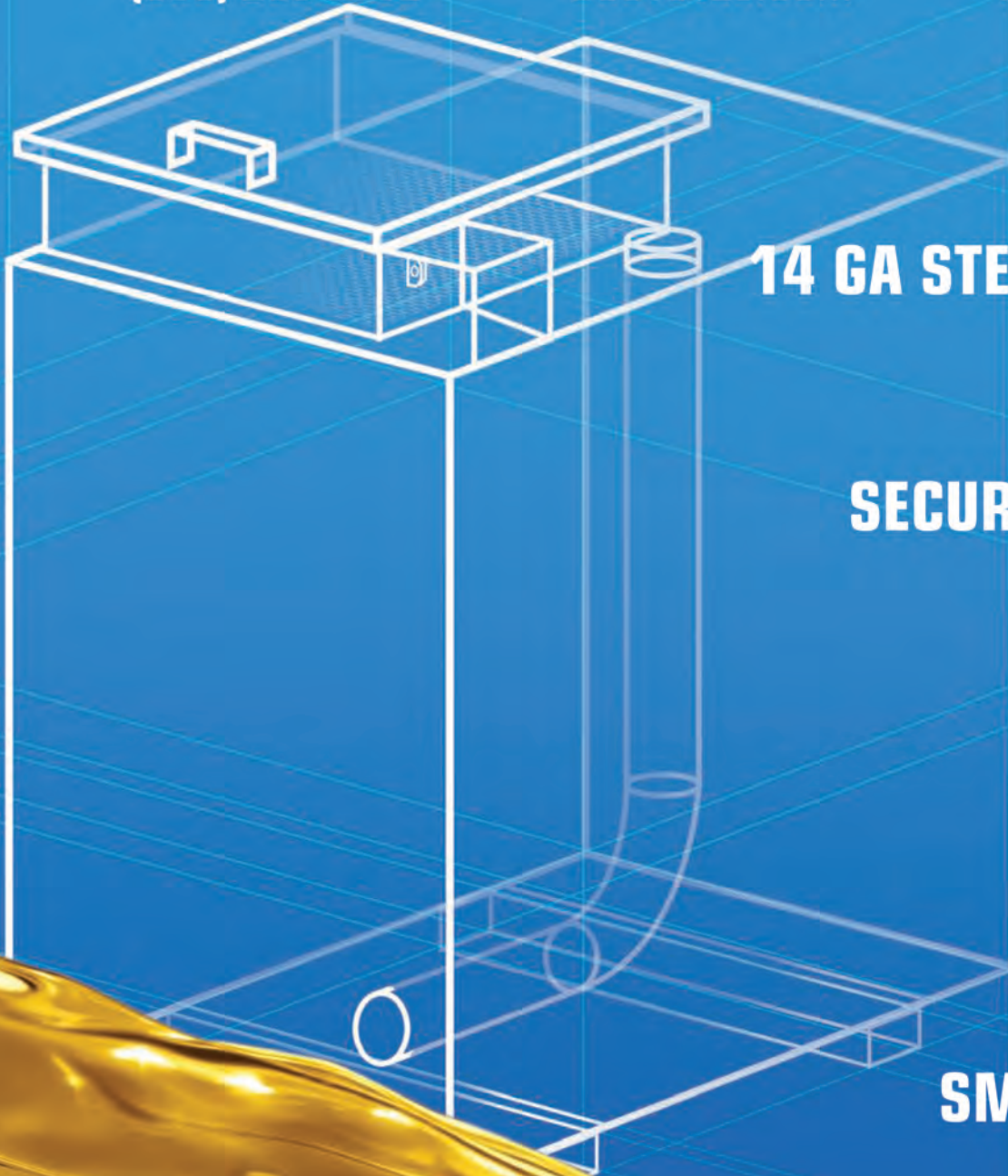


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Joan Koehne  
Contributor

Joan Koehne is a content marketing specialist with college degrees in journalism and marketing.

# Choose Your Home Base Wisely for a Successful Startup

When you're looking to lease or buy property for your pumping company, remember the old real estate adage: "location, location, location"

By Joan Koehne

Selecting the best spot to open a contracting service business requires careful consideration. Gary Kes, owner of Benjamin Franklin, The Punctual Plumber, in Northfield, Minnesota, has changed locations several times over his 30-year career.

Kes founded Kes Equipment in 1985, working from a single van to provide water treatment services to dairy farmers. Fast forward to 2007 when he became a Benjamin Franklin franchisee and residential plumber. From one van, he upgraded to a truck, then to a building across the street from his home. About 10 years into the business, he purchased a meat market in a commercial district of Northfield, Minnesota, and remodeled it to suit his needs.

It doesn't matter if it's plumbing, pumping, portable sanitation or any other local service business, many of the tips for starting out are the same. For Kes, the best advice was to start small and keep the overhead low as you grow.

"Sometimes you're starting out in your garage or your truck, whatever it takes to get your client base up," he says. "In the beginning, it's not that easy. You have to knock on a lot of doors; talk to a lot of people."

Once a contractor begins to hire employees (for example, a receptionist to answer calls), it may be time to find a facility of some sort. Leasing space may be the best option to keep costs down. Kes first leased a 40-by-60-foot building across the street from his home. While it was a better option than managing the business from his truck, the new location had its drawbacks. Operating a contracting business in a predominantly residential area wasn't ideal.

When searching for a better location, Kes looked for a facility where trucks could go in and out without problems. Semis delivered equipment regularly, so it was important to have space for trucks to enter, back up, unload and merge into traffic. He also wanted a convenient place for employees to park. Lastly, he wanted the exposure of a busy street so customers could see he was providing a service in their area.

"We just tell people, 'We're on a state highway on the north side of town,'" Gary says. "They say, 'Oh yeah, I go past your place all the time.'"

Prominent signage draws attention to the business. Service vehicles are outfitted with the company logo and parked out front. They serve as highly visible moving billboards, capturing the attention of passing traffic.

Exposure on a busy street yields different results than exposure on a busy internet, but both are important, Kes says. "Google loves storefronts," he says. "When people are Googling you, even Google Plus will not recognize a business unless it has a storefront or building, not just a residential location."

Once contractors have a physical location, they should register this location with Google. "It's really crucial to have that, especially today with people looking for reviews. It pops up a lot better if you have a storefront," Kes says.

He recommends investing in a physical location as soon as possible.

"The sooner a person can put it in their budget to buy a piece of property, the better. You can sit on that asset until you're ready to retire," Kes says. "It helps as part of your portfolio and your retirement plan. You can sell it or rent it out to the next owners or sell it outright."

U.S. Small Business Administration loans and other financing options are available. "Have a good working relationship with a local bank. That always helps," Kes says.

**“If we ever built a new building, I would build it so we can drive our trucks in one door and straight out another one, without having to back in.”**

– Gary Kes

When building or remodeling a facility, pumpers should carefully consider the design. Begin with a well-marked entrance where a receptionist or customer service representative greets customers. Beyond the reception area is space for back-office personnel and a lunch room. Equipment and inventory rooms are next in line, with a truck bay at the far end of the building. Safety, convenience and aesthetics are three important design considerations.

"If we ever built a new building, I would build it so we can drive our trucks in one door and straight out another one without having to back in," Gary says. Parking trucks indoors is another goal, especially during the cold winter months.

"It's nicer to get into a truck that's nice and warm in the morning, and everything is ready to go. You don't have to worry about everything being froze," he says. Tools and other supplies aren't fun to work with when they're frozen stiff, he says.



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## BUILDING THE BUSINESS

Another factor to consider when choosing a location is customer base. You want to be conveniently located in your service territory and map out the homeowners' or commercial areas where your service will be needed. "You've got to find your niche to know what's going to work the best for you and your business," Kes says.

Pumpers who provide service work need a location that grants them 24-hour access to customers. When starting out, pumpers can build their business more quickly by offering critical around-the-clock service. "Especially starting out, they're going to need to be that person to build their business," he says. "It's easier to get that customer when the customer has a dire need." **P**



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# Employees Discuss Their Wages. What Happens Next?

Your workers have the legal right to compare their hourly pay. Be prepared if they think you're being unfair and start asking questions.

By Jeff Haden

**W**hen I graduated from college, I took a job as an entry-level employee at a printing production facility. I worked hard, climbed the shop floor ladder and a series of promotions later, I became a manufacturing supervisor. I loved the job, the benefits, the salary.

Until one day, I found out a much older, much less productive supervisor earned a lot more than me. Suddenly, I loved my job a little less. And I loved my salary a lot less. My boss noticed the dip in attitude.

"I know it's wrong," I told him. "But I can't get over the fact (Bob) makes that much more than me." He pursed his lips, then nodded.

"For one thing," he said, "you shouldn't be having those conversations. Employee guidelines strictly forbid discussions regarding employee pay. (More on that in a moment.) And maybe you are a better performer, but that's not the sole criteria. He's been an employee for over 30 years. Employees who get satisfactory ratings get annual increases. He's been here longer, so he makes more. When you've been here for a long time, you'll make more than less senior employees."

"Besides," the boss continued, "I know you want to keep moving up. What do you care what he makes?"

While I hated to admit it, he was right. Seniority was a major factor in our pay. And more than that, my goal was not just to reach the next level but to someday reach the top: running a plant.

Comparing my pay to that of others — and letting that comparison affect my performance — was the last thing I should do.

I didn't love the answers he gave me. But I understood.

## KNOW THE LAW

Can you forbid employees from discussing pay at work? In a word: No. Many employers actively discourage employees from discussing pay and benefits with other employees. Some employee handbooks explicitly forbid discussing salary at work. But know that if you create a similar policy, you can't enforce it.

The National Labor Relations Act protects your employees' rights to discuss conditions of employment like pay, work hours, safety and so on. The NLRB considers conversations that help employees "take action for their mutual aid or protection regarding terms and conditions of employment" to be "a protected concerted activity." In short, the NLRB favors transparency: Disciplining or firing employees for discussing salary at work is unlawful.

➤ Unless you made a mistake in determining their compensation, agreeing to a raise on the spot — especially if the employee is threatening to leave — implies you paid the individual unfairly in the past.

Legalities aside, why would you do this? Telling your employees they shouldn't be discussing pay at work only implies you have something to hide, or that you can't justify your decisions regarding pay, benefits and rewards.

Not only is forbidding discussions about "work conditions" against the law, but it also sets the wrong tone and fosters a culture of secrecy instead of trust and transparency.

## BE UPFRONT ABOUT COMPENSATION

Ad hoc, one-off decisions are hard to explain and even harder to justify — especially where employee pay is concerned. While I didn't love that seniority was the primary compensation driver in my case, at least I understood how compensation was determined.

That's why many companies openly share how they determine pay rates. Some, like Buffer, the social media management company, provide a calculator that shows how employee salaries are determined. Existing employees can use it, and candidates can also calculate what they would make if they joined the company.

The Buffer salary formula factors in job type, experience, seniority and location (Buffer employees work remotely) to determine final rates of pay. While some team members may not agree with the formula, they'll be able to see how their salary and their co-workers' salaries were determined.

Outlining the process determining employee pay outright eliminates all the water cooler chats and gossip that a strongly worded but unenforceable policy hopes to avoid. While you don't have to create a calculator, you should have a system in place to objectively determine starting pay.

Whether it's skill, experience, credentials, performance or seniority,



decide which factors drive the results you want to see and create a compensation framework that works for your business.

And then follow it.

For one thing, adopting objective criteria for making pay decisions will help you defend yourself against unequal pay claims. But more importantly, you'll be much better prepared when an employee gets frustrated by what they perceive as unequal pay.

### WHEN QUESTIONS ARISE

Small business employees are smart. They know your business has financial constraints, that competition is stiff, and revenue is rarely stable. (If they don't, it's your job to keep them informed.)

They understand why you might not be able to pay market-leading salaries. But what they will never understand is feeling unfairly compensated compared to other employees in similar positions. When that happens — or when an employee thinks that is happening — you might face an awkward conversation.

*Here's what you can do if an employee comes to you with questions:*

#### 1. Take a deep breath.

Don't respond defensively. Don't overreact. Take a moment to think. Better yet, say:

"I'm happy to discuss that with you. In fact, I want to give the conversation the time and attention it deserves. Let's meet this afternoon." Pressing pause allows you to...

#### 2. Be as prepared as possible.

Review how their pay was calculated, your pay practices and the employee's recent performance and career goals. Get your ducks in a row so the conversation can be as logical, reasonable and fact-based as possible. When you have difficult conversations with employees, emotion is never your friend.

#### 3. Don't compare employees.

Evaluate the employee's pay and performance in comparison to company pay practices, standards, goals and targets. As I did, the employee may want to compare their salary to (Bob's). Avoid direct comparisons. Focus on how your pay policies relate to the employee.

#### 4. Detail a path to a higher salary.

Ultimately, your employee wants to earn more. Unless you made a mistake in determining their compensation, agreeing to a raise on the spot — especially if the employee is threatening to leave — implies you paid the individual unfairly in the past. Instead, describe how the employee can earn more in the future through performance, taking on more responsibility, gaining additional skills or assuming a leadership role.

#### 5. And if you can't afford to pay the employee more, say so.

Be empathetic, but don't apologize. Use facts, figures and logic to help the employee understand. Lay out what you're trying to achieve, what you hope and plan for your business, and how that will impact your employees. Be genuine and transparent. Most employees will understand.

### IT'S ABOUT MORE THAN MONEY

Follow this plan and hopefully employees will walk away feeling a part of something bigger than themselves. Happy, engaged employees work for more than just money. They feel a sense of meaning and belonging. We all work for a paycheck, but we all want to work for more than just a paycheck.

Be open to having tough conversations about pay, and you'll help your employees feel like they matter. Not just to your business, but also to you. **P**

*Jeff Haden is a contributing editor for Inc.com and a LinkedIn Influencer.*

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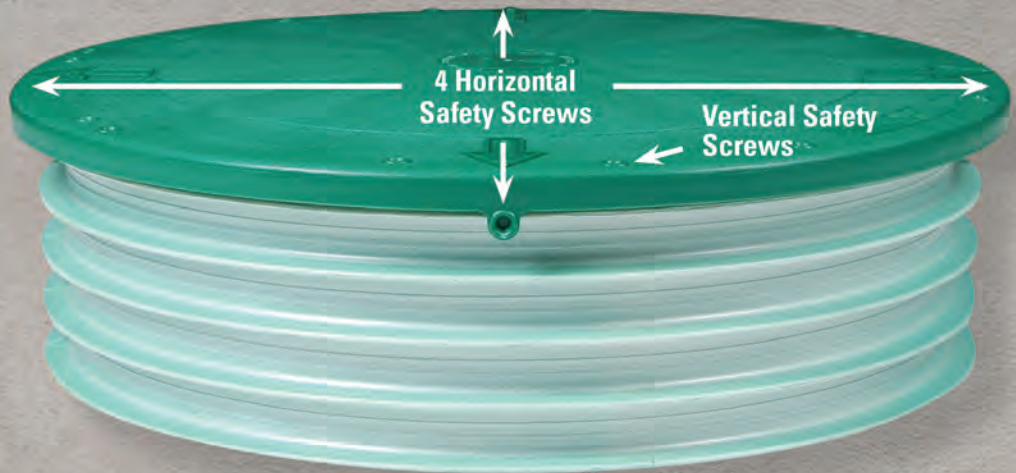


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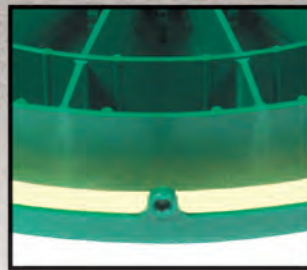
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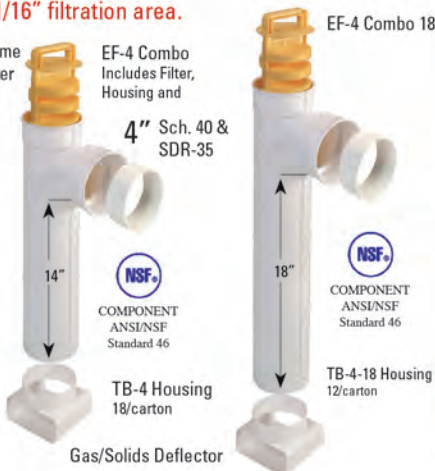


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**Jim Anderson, Ph.D.**  
*Contributor*

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](mailto:editor@pumper.com).

# Want to Use a Shallow Tank? Use Your Math Skills

An adequate effluent clear zone is a top concern when site factors force you to consider a flatter septic tank

By Jim Anderson, Ph.D.

A service provider I have worked with for a number of years asked whether lower-profile (shallower) septic tanks provided adequate sludge and scum storage while functioning the same from a liquid-retention perspective. As with most questions I receive, the answer is it depends. If the tank has the proper volume and the inlet and outlet baffles are the proper lengths and functioning, the answer is yes. I also suggested he visit that location and keep track of scum and sludge depths to determine a maintenance schedule, rather than simply following the typical 2-3 interval.

The question prompts a review of how to determine tank volumes and proper depth of baffles to provide time to settle solids delivered to the tank and if the effluent is taken from the tank clear zone to be delivered for final treatment and dispersal.

The volume or capacity of any tank is dependent on liquid depth and surface area determined by the inside length and width of the tank. Liquid depth in a septic tank is determined from the bottom of the invert at the outlet baffle to the bottom of the tank. To provide proper settling, liquid depth cannot be less than 3 feet and no more than 6.5 feet.

These numbers are from research in the 1960s and early '70s by an agricultural research service engineer who spent almost his entire career looking at how water moved through tanks of different sizes. Based on the question, if the low-profile tank has a liquid depth of 36 inches or more and has the proper total volume, it will function as intended.

## SETTLING AND STORAGE

Providing storage of the floating scum requires additional tank height above the liquid level at the outlet equal to 20% of the liquid depth. If the liquid depth is 36 inches;  $0.20 \times 36 \text{ inches} = 7.2 \text{ inches}$ . The total tank depth of the low-profile tank needs to be at least 36 inches plus 8 inches for a total of 44 inches inside. If the tank is made of concrete, additional depth and width are added for the thickness of the bottom, sidewalls and lid.

All state and local codes I have seen call for minimum septic tank volumes to provide for settling and storage. One of the most common volumes required for a three-bedroom residence with an estimated daily sewage flow of 450 gallons/day is 1,000 gallons.  $1,000 \text{ gallons} \div 450 \text{ gallons/day} = 2.2 \text{ days}$  of storage time which meets the general requirement of 2 days of liquid storage to allow for settling.

To determine liquid capacity in the septic tank, measure the inside length, inside width and the height of the outlet from the floor. Common dimensions

➤ The service provider who asked the question lives near mountains where soils can be very shallow over bedrock. Installing tanks into bedrock is hard and very expensive, so having options in terms of tank depths is important.

for a 1,000-gallon tank are 54 inches of depth, 4 feet wide and 8 feet long. Just to check this, the calculations would be 4 feet x 8 feet gives an area of 32 square feet. Thus, the tank has 32 cubic feet of liquid volume for each foot of liquid depth. Since each cubic foot of water has approximately 7.5 gallons, the tank has  $(7.5 \times 32) 240$  gallons per foot of depth. With 4.5 feet of depth (54 inches) the total tank capacity is 1,080 gallons  $(4.5 \times 240)$ .

For the lower-profile tank to have the required 1,000-gallon volume, a change in either the length or width (or both) of the tank is required. A 4-foot-by-10-foot tank would have 40 cubic feet per foot and volume of 300 gallons per foot resulting a total volume of 900 gallons; 100 gallons short of the required volume. It either needs to be longer still or wider to meet the minimum requirement.

## PLAN CAREFULLY

Lower-profile tanks have their uses; the service provider who asked the question lives near mountains where soils can be very shallow over bedrock. Installing tanks into bedrock is hard and very expensive, so having options in terms of tank depths is important. At the same time, it is important to realize for the tank to do the job, you can only go so far in terms of making them shallow.

In addition, we are much less certain about how well the shallower tanks will capture and store both sludge and scum while still providing the quiet clear zone to draw effluent from for final treatment and dispersal. Taking a little more time at installation to evaluate actual liquid capacity and then some follow up to evaluate how the tank is operating can avoid problems in the future. And obviously, this is where having effluent screens is helpful to prevent damage to the drainfield from solids. **P**





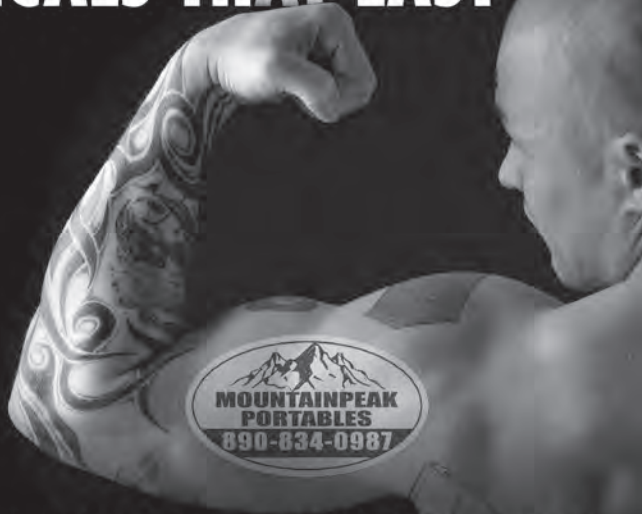
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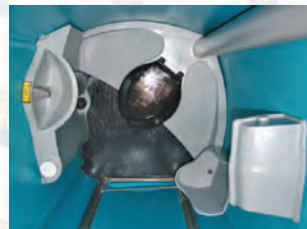
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# Washington State considers new rules for reuse of nonpotable water

By David Steinkraus

**T**he state of Washington is nearing adoption of new risk-based rules governing nonpotable onsite water systems. The rules would apply to multifamily, commercial and mixed-use buildings and would govern the treatment and use of water for nonpotable applications, according to the state Health Department. Included would be collection of water from sources such as showers, sinks, toilets, dishwashers, rain and air conditioners.

Among topics to be covered by the rule are treatment, quality monitoring requirements, reporting requirements, permitting and waivers for upgrading existing systems.

Rule-making began last year and included two public meetings, says the state website. Once the rule is drafted, there will be a public comment period.

The department has a deadline of July 1 to adopt the new rules.

## Kansas

With most of the state in moderate to extreme drought, the legislature is considering creation of a new cabinet-level water agency that would combine offices from existing state departments. The goal is to better organize and direct work on conservation, water quality and policy planning, reported the *Topeka Capital-Journal*.

Part of the legislature's work would include a dedicated funding source for conservation. The proposal is a bipartisan project and has support from Gov. Laura Kelly. Agricultural groups are worried about the effect of fees on farmers and ranchers, and they argue lawmakers should ask for solutions from people living on the land.

Research shows the Ogallala Aquifer, which covers parts of eight states in the Great Plains, could run dry in some Kansas counties in the next decade.

"Water is so important to our state. We do not want to be in the same situation that Nevada and California are in," said Rep. Ron Highland, R-Wamego, chair of the House Water Committee, according to the *Capital-Journal*.

## Alabama

The International Water, Sanitation and Hygiene Foundation is launching a program in Alabama to help people who need onsite system upgrades. A pilot project is expected to provide repairs and upgrades for five homes in Lowndes County, reported the *Daily Commercial News* in Markham, Ontario.

Lowndes County is one of about 17 counties in the Black Belt region, named for rich black clay soils that mitigate infiltration.

Partners in the project are the Black Belt Unincorporated Wastewater Program, Alabama Department of Public Health and water technology company LIXIL. Equipment donations came from LIXIL and Fuji Clean USA.

## Louisiana

Concordia Parish updated its ordinances to fine people who dump untreated household wastewater into ditches, lakes and bayous. Violators may be fined up to \$100 per day per instance, reported *The Concordia Sentinel*.

"The reason we did this was we were seeing a lot of raw sewage in our ditches and water systems," said Police Jury President Collin Edwards. "It is the same ordinance as the state code."

Police jury is the name for the elected governing body of a parish.

The previous ordinance covered only subdivisions and multifamily dwellings. The updated ordinance also covers the placement and size of septic tanks.

## New York

The Nassau County Legislature passed a supplemental appropriation of \$2 million to help fund onsite system replacement grants. That sum was matched with another \$2 million from the American Rescue Plan, reported *LongIsland.com*.

Homeowners or small businesses may apply for grants to replace their failing cesspools or onsite systems with modern nitrogen-reducing technology. Grants will provide 50% of the cost of a system replacement up to a maximum of \$20,000. Eligible properties must have a design flow of no more than 1,000 gpd.

Nassau County is next to New York City on Long Island and like neighboring Suffolk County has thousands of properties served by cesspools. Nitrogen pollution of nearshore waters by onsite systems has become an issue on the island in the past few years.

## Vermont

The state Agency of Natural Resources is using \$1 million from the American Rescue Plan to help low- and moderate-income state residents repair or replace failing onsite systems. Additional money is expected in future fiscal years, according to the state.

Grants are available to people who own and live at a single-family property, or to owner-occupied multifamily homes with up to four units. Households with incomes up to \$120,000 may receive grants. **P**



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## Arkansas

Arkansas Onsite Wastewater Association  
[www.arkowa.com](http://www.arkowa.com)

## California

California Onsite Wastewater Association  
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## Colorado

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## Connecticut

Connecticut Onsite Wastewater Recycling Association  
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Georgia F.O.G. Alliance  
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## Idaho

Onsite Wastewater Association of Idaho  
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## Illinois

Onsite Wastewater Professionals of Illinois  
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## Indiana

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## Iowa

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## Kansas

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## Kentucky

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## Maine

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## Michigan

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Michigan Septic Tank Association  
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## Minnesota

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## Mississippi

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## Missouri

Missouri Smallflows Organization  
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## Nebraska

Nebraska On-site Waste Water Association  
[www.nowwa.org](http://www.nowwa.org); 402-476-0162

## New England

Yankee Onsite Wastewater Association (Massachusetts, Connecticut, Maine, New Hampshire, Rhode Island and Vermont)  
[www.yankeensite.org](http://www.yankeensite.org);  
781-939-5710

## New Hampshire

New Hampshire Association of Septage Haulers  
[www.nhash.com](http://www.nhash.com); 603-831-8670

Granite State Onsite Wastewater Association  
[www.gsdi.org](http://www.gsdi.org); 603-228-1231

## New Mexico

Professional Onsite Wastewater Reuse Association of New Mexico  
[www.powranm.org](http://www.powranm.org); 505-989-7676

## New York

Long Island Liquid Waste Association, Inc.  
[www.lilwa.org](http://www.lilwa.org); 631-585-0448

## North Carolina

North Carolina Septic Tank Association  
[www.ncsta.net](http://www.ncsta.net); 336-416-3564

## Ohio

Ohio Onsite Wastewater Association  
[www.ohioonsite.org](http://www.ohioonsite.org); 740-828-3000

## Oklahoma

Oklahoma Onsite Wastewater Association  
918-727-7113

## Oregon

Oregon Onsite Wastewater Association  
[www.o2wa.org](http://www.o2wa.org); 541-389-6692

## Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers  
[www.pa-seo.org](http://www.pa-seo.org); 717-761-8648

Pennsylvania Onsite Wastewater Recycling Association  
[www.powra.org](http://www.powra.org)

Pennsylvania Septage Management Association  
[www.psma.net](http://www.psma.net); 717-763-7762

## Tennessee

Tennessee Onsite Wastewater Association  
[www.tnonsite.org](http://www.tnonsite.org)

## Texas

Texas On-Site Wastewater Association  
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Education 4 Onsite Wastewater Management  
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## Virginia

Virginia Onsite Wastewater Recycling Association  
[www.vowra.org](http://www.vowra.org); 540-377-9830

## Washington

Washington On-Site Sewage Association  
[www.wossa.org](http://www.wossa.org); 253-770-6594

## Wisconsin

Wisconsin Onsite Water Recycling Association  
[www.wowra.com](http://www.wowra.com); 888-782-6815

Wisconsin Liquid Waste Carriers Association  
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## NATIONAL

Water Environment Federation  
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National Onsite Wastewater Recycling Association  
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National Association of Wastewater Technicians  
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## CANADA

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Alberta Onsite Wastewater Management Association  
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### New Brunswick

New Brunswick Association of Onsite Wastewater Professionals  
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### Nova Scotia

Waste Water Nova Scotia  
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### Ontario

Ontario Onsite Wastewater Association  
[www.oowa.org](http://www.oowa.org); 855-905-6692

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#### UA Introduction to Design of Onsite Wastewater Systems

**November 7-8, 2022**

Location: Maricopa, AZ

Contact: Kitt Farrell-Poe,

kittfp@email.arizona.edu

#### UA Advanced Design of Onsite Wastewater Systems

**November 9, 2022**

Location: Maricopa, AZ

Contact: Kitt Farrell-Poe,

kittfp@email.arizona.edu

### Inspector Training

#### UA/NAWT Inspection Training Course

**August 15-16, 2022**

Location: Casa Grande, AZ

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#### UA/NAWT Inspection Certification Renewal Course

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kittfp@email.arizona.edu

### Installer Course

#### UA/NAWT Installer Training

**June 20-21, 2022**

Location: Virtual Online Course

Contact: Kitt Farrell-Poe,

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### Soils Workshop Schedule

#### NAWT Soils by CPOW

**August 30-31, 2022**

Location: Western Slope, CO

Contact: Lisa Nicoll cpow@cpow.net

#### UA Soil & Site Evaluation for Onsite Wastewater Systems

**September 7-9, 2022**

Location: Sierra Vista, AZ

Contact: Kitt Farrell-Poe,

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#### NAWT Soils by CPOW

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## INDUSTRY NEWS



Shaun Skinner

### Shaun Skinner appointed as an Isuzu executive officer

Shaun Skinner has been appointed as an executive officer of Isuzu Motors Limited of Japan. The appointment marks the first time that a local executive of an overseas Isuzu distributor has been named to an executive officer position in the parent company. Skinner will retain his present roles as president and chief operating officer of Isuzu Commercial Truck of America and president of Isuzu Commercial Truck of Canada.

### CAST Environmental acquires Geoflow

CAST Environmental Holdings acquired all assets of Geoflow. Geoflow will continue to operate as usual. Key staff is being retained, including former Geoflow partner Karen Ruskin Ferguson in a new long-term consultant role. David Morgan will remain as business development and engineering manager, and Jarek Taterek will continue as warehouse manager.

### NOWRA board of directors updates

The NOWRA board of directors thanked outgoing secretary/treasurer Curtis Moore of M&M Soil Consultants, Fredericksburg, Virginia, for his service to the executive committee and the board of directors, a role he has held since 2016. Jim King of Eljen transitioned into the role of secretary/treasurer on April 1. Ed Schloss of Jet Inc. has been appointed to complete King's term on the board as a supplier/manufacturer representative.

### Kenworth opens new dealership in Wisconsin

Wisconsin Kenworth opened a new 24,000-square-foot truck dealership in North Fond du Lac, Wisconsin. The company, a subsidiary of CSM Companies, also has Wisconsin locations in Madison, Green Bay, Menomonie, Milwaukee, Wausau and La Crosse. The new facility brings the CSM Companies' Kenworth dealerships to 22 total nationwide. **P**



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## in the SPOTLIGHT

By Tim Dobbins

### TRAILER SERIES MAKES IT EASIER TO TRANSPORT TRACKED EQUIPMENT

Felling Trailers redesigned its Air Tilt trailer series to improve ease of use and provide septic service providers a more versatile solution to moving heavy equipment.

"One of the main reasons for the update is we were approached by a few users of the standard model with the fixed approach that had been experiencing issues loading compact tracked equipment because the approach was too steep," says Nathan Uphus, sales manager for Felling. "We lengthened the fixed approach, making it substantially shallower to allow compact tracked equipment to climb it with ease."

The Air Tilt trailer utilizes air power from tow vehicles to fill airbags located at the front end of the trailer, raising it to tilt. The airbags hold the trailer in the tilted position, allowing for the unloading and loading of equipment. Once equipment is in place, the airbags are slowly relieved, lowering the deck so it floats smoothly in the transport position.

Felling Trailers also customizes the Air Tilt series. Optional 8-foot wood inlaid beavertail and 6-foot inlaid air-operated ramps offer a 7-degree loading angle. When equipped, users only need to flip a switch to raise and lower.

"When an air tilt is optioned with air-powered ramps, a wide variety of equipment can be loaded, from paving to construction and excavating equipment," Uphus says. Axles on Air Tilt models are placed further back to achieve proper balance and towing capacity. These trailers can also be used for equipment with low clearance, such as forklifts.

Operators can choose from six models ranging from a 19,700- to 50,000-pound max weight capacity. Air Tilt models FT-20, FT-24, FT-30, FT-40 and FT-45 come standard with a tandem axle arrangement, while the FT-50 utilizes three axles. Each model number represents the trailer's approximate gross axle weight rating. The various models feature 7- to 8-inch channel side rails and tread plate wheel covers.

"Being able to utilize the truck's supplied air eliminates the need for either truck-powered hydraulics or an onboard electric/hydraulic pump," Uphus says. "There is no battery to maintain or potential hydraulic fluid leaks. Air power is reliable and safe for the environment." **888-335-5464;** [www.felling.com](http://www.felling.com)



### Snake Trap toilet auger cover

Snake Trap's universal 6-foot toilet auger cover solves the longstanding problem of how to transport toilet augers to and from jobs without making a mess or spreading infected drippings. Fitting the majority of major brands including RIDGID, General Pipe Cleaners and Brasscraft, Snake Trap's toilet auger cover line allows for one-handed tool transport with no drips, eliminating the use of two-handed, unsanitary methods such as towels, spackle buckets or garbage bags. The company's drip prevention has been endorsed by the Association for Professionals in Infection and Disease Control - Long Island and is sold nationally on [homedepot.com](http://homedepot.com), [lowes.com](http://lowes.com) and [thesnaketrap.com](http://thesnaketrap.com). **631-686-4447; www.thesnaketrap.com P**



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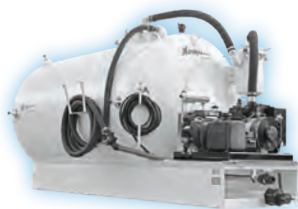
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RTD80-300	21.0	79.5	4350	300	65.0	32	42	4	128
RTD100-200	25.0	94.6	2900	200	49.8	32	42	3	128
RTD100-200SX	25.0	94.6	2900	200	49.8	32	42	3	128
RTD130-160	32.0	121.1	2300	160	50.5	36	42	3	128
RTD130-200H	34.5	115.0	2900	200	68.0	36	42	3	128
RTD160-130	40.0	151.4	1850	130	50.8	40	42	3	128

SX - 180° Rotated Shaft Configuration  
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RTX



Industrial

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MODEL	MAX GPM	MAX L/MIN	MAX PSI	MAX BAR	POWER EBHP	BORE DIA MM	STROKE MM	CRANKSHAFT ID STAMP	WEIGHT LBS.
RTX30	8.0	30.3	4350	300	23.9	20	23	3	72
RTX50	12.0	45.4	4350	300	35.8	25	23	3	72
RTX60	14.0	53.0	4350	300	41.8	25	28	1	72
RTX70	17.0	64.4	3000	200	33.8	30	23	3	72
RTX85	21.0	85.0	2200	200	31.7	30	28	1	72
RTX-HW85.150N*	21.0	85.0	2200	200	31.7	36	23	1	72
RTX100	24.0	90.8	1800	124	29.8	36	23	3	72
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\*HW - includes Hot Water Kit



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# Septage Disposal Management

By Craig Mandli

## DEWATERING EQUIPMENT



**Bright Technologies, Division of Sebright Products, 0.6-meter skid-mounted belt filter press**

The compact 0.6-meter skid-mounted belt filter press from **Bright Technologies, Division of Sebright Products**, has stainless steel frame and roller construction as well as radius wedge zone and wing roller for sludge dewatering. Components include a sludge pump, polymer system and washwater booster pump. Options include a sludge flowmeter, air compressor and discharge conveyors. The compact walk-around skid design can be utilized in as little as a 10-by-20-foot floor area. The Boerger rotary lobe sludge pump has a convenient maintain-in-place design. Cake solids of up to 35% can be achieved. Rates of 25 to 50 gpm work well with small applications or when a processor has outgrown dewatering containers, according to the maker. **800-253-0532; www.sebrightproducts.com**

## In the Round Dewatering horizontal drum

The horizontal biosolids dewatering system from **In the Round Dewatering** features a stainless steel drum with perforated plastic tile lining. The drum is mounted on a roll-off frame for easy transport and unloading. Trays contain discharge water. An 18,000- to 25,000-gallon batch is mixed with polymer before being filtered in the rotating drum, which is driven by a 1/2 hp variable-speed electric motor with a heavy-duty chain and sprocket. Turning eliminates crusting and wet pockets to produce uniform, consistent results. The dewatered material dumps easily, and the drum is self-cleaning. **317-563-2072; www.itrdewatering.com**



## DEWATERING/BYPASS PUMPS



**Boerger BLUEline Rotary Lobe Pumps**

**Boerger BLUEline Rotary Lobe Pumps** are engineered for low maintenance and high performance. The pumps feature pulsation-free operation and dry-run capabilities, which is key to avoiding downtime. They were designed with

maintenance in place, which means they can be serviced without having to take them offline. It is heavy-duty, self-priming, valveless, positive-displacement pump that can be used for loading and unloading by reversing the flow direction. **612-435-7300; www.boerger.com**



**Crane Pumps & Systems Barnes RAZOR**

The 2 hp **Barnes RAZOR** grinder pump from **Crane Pumps & Systems** is a suitable for light commercial and residential solids-handling applications. It is designed with axial cutting technology to efficiently reduce solids like flushable wipes, diapers and other nonbiodegradable items. Maintenance is convenient with only a single tool needed for disassembly. The plug-and-play cord also provides easy servicing without requiring removal of epoxy in the conduit. Unlike non-clog pumps with large discharge sizes, its 1.25-inch discharge is suitable for preconfigured packaged systems

and turnkey solutions. It is available in the Barnes EcoTRAN Pressure Sewer System, allowing superior waste grinding in tough terrain. It provides a practical and environmentally safe alternative to traditional gravity systems, according to the maker. Numerous configuration options are available. **937-778-8947; www.cranepumps.com**

## Hydra-Tech Pumps S4THL

The **S4THL** 4-inch hydraulic drive vortex impeller trash pump from **Hydra-Tech Pumps** offers 3-inch solids handling and head capabilities up to 210 feet. The durable sludge pump is primarily used for oil refinery waste, sewage digester clean-out, wastewater and sludge pumping and desilting applications using divers. It can be bolted directly into a pipeline or fitted with a suction hose for underwater dredging. Combined with HT50 to HT75 power units, the S4THL is capable of flows up to 1,000 gpm. The safe and variable-speed hydraulic drive submersible pump can be used where electric power is hazardous or impractical. **570-645-3779; www.hydra-tech.com**



## Pioneer Pump Diesel-Driven Pump Packages

**Pioneer Pump, a brand of Franklin Electric**, offers a comprehensive range of diesel-driven pump package options for fixed and portable installations. The packages are built for tough environments



and are available with vacuum-assisted priming, self-priming and standard centrifugal pump ends. Available in sizes up to 30 inches and 44,000 gpm, they are designed to provide high flow, head and efficiency. The trailer packages are DOT compliant and available in open and enclosed, skid and trailer configurations. Each package configuration offers easy access to what matters. **503-266-4115; www.pioneerpump.com**

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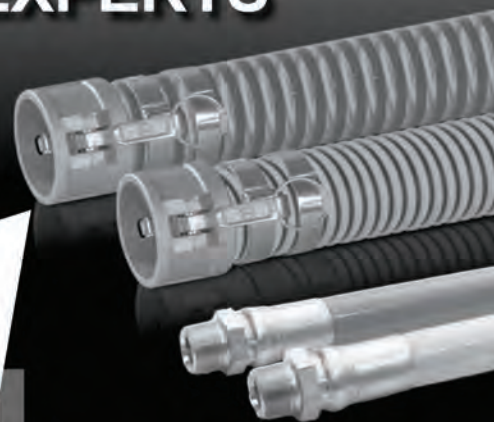
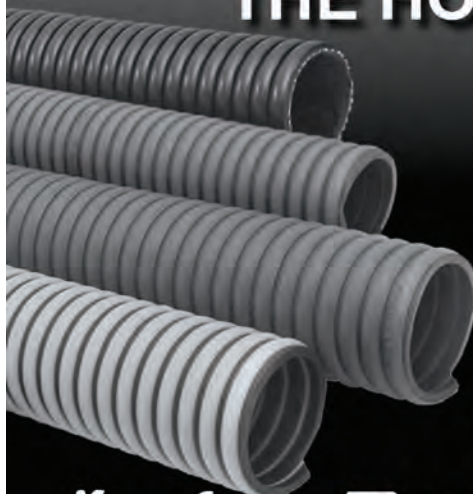
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## Stancor, An Industrial Flow Solutions Company Raider S3000-TS4P

The **Raider S3000-TS4P** V6 electric submersible trash pump from **Stancor, An Industrial Flow Solutions Company** is designed with a custom volute in ductile iron to fit down 21-inch manholes for sewer bypass pumping applications, making it suitable for confined space entry. The pump offers a max flow of 1,200 gpm and max head of 65 feet, and is designed with a ductile iron Vortex-style impeller that can pass 4-inch solids. It can be packaged with an optional 30 hp VFD control and pump stand for a complete mobile system for turnkey installation and transportation. The VFD control is factory programmed and tested, includes a PID loop to vary the frequency of the pump to achieve a pre-determined flow rate and can run pumps rated between 10 and 30 hp. Full control customization is available and can include floats and/or transducer for maintaining optimal liquid level. **860-631-3618; www.flowsolutions.com**



## ROLL-OFF CONTAINERS



## AQUA-Zyme Disposal Systems ADS

The **ADS** 30-yard open-top roll-off dewatering unit from **AQUA-Zyme Disposal Systems** can be filled with 22,000 to 25,000 gallons of biosolids at 1% to 2% solids in about two hours.

After draining for 24 hours, the unit can be picked up using a standard-capacity roll-off truck and transported for solids disposal. Sludge volume can be reduced by 80% with reductions to 98% in BOD, COD, FOG and TSS. Effluent is clear, the unit has few moving parts, and the size of filter media can be selected according to job requirements. Standard equipment includes a roll-over tarp system; side, floor and center screens; 1/4-inch floor plate; 7-gauge side plates; four door-binder ratchets; eight drain ports; two inlet ports; and a long-handle scraper. Units are also available in a 15-yard size. **979-245-5656; www.aqua-zyme.com**

## Park Process Sludge King II

The **Sludge King II** roll-off dewatering container from **Park Process** incorporates an engineered design that eliminates trapped water in the bottom of the filter cake. The second center-wall filter increases filter area by 33% producing drier cakes in less time. The plastic floor panels that cover the floor space between wall filters and center-wall filters serve three purposes: They hold down the bottom of the filter elements, help to eliminate standing water and facilitate the dumping of filter cake. The inlet manifold is split into three inlets, each with a ball valve, allowing the incoming flow to be distributed evenly into three compartments formed by the two center-wall filters. **855-511-7275; www.parkprocess.com**



## Pik Rite self-contained roll-off unit

**Pik Rite** self-contained roll-off units are fully operational at the pumping site without a chassis.

The heavy-duty front platform holds the user's choice of pump and a Kohler 25 hp electric-start engine. The tank is set up with a level indicator, rear sight eyes, 36-inch top manway, 20-inch rear manway, 3-inch intake with an internal 3-inch standpipe and a 4-inch discharge. The low-profile, 12-inch primary shut-off is paired with a 10-gallon secondary shut-off. Spray-on protective liner protects hoses and promotes durability. Work lights and a safety beacon are mounted on the rear tank head, and a ladder is mounted on the side. Polished aluminum hose trays and custom paint finish are standard. Other customizable options are available. **800-326-9763; www.pikrite.com**



## Pinnacle roll tarp sludge container

Roll tarp sludge containers from **Pinnacle** come standard in 20-, 25-, 30- and 40-cubic-yard capacities. The radius-bottom containers have 1/4-inch floors and 3/16-inch sidewalls. All containers

are water-tested to the top of the container for 30 to 45 minutes and come standard with a side-roll tarp. Custom sizes, dewatering baskets and other modifications are available. All are blasted prior to painting, and the shell is powder coated. **256-840-8031; www.pinnaclelmg.net**

## SCREENS/STRAINERS/SCREENING SYSTEMS

## JWC Environmental Honey Monster

The **Honey Monster** septage receiving station and FOG receiving system from **JWC Environmental** is designed to ease the management of septage waste for the wastewater plant operator and the hauler. It quickly screens and processes



septage, grease, FOG and sludge from vacuum trucks. The automated septage acceptance plant provides for cleaner handling of septage truck waste by reducing and separating unwanted solids such as rocks, rags, clothing, plastics and other trash, according to the maker. The combination of grinding, solids removal, washing and dewatering allows a typical septage truck to unload in 5 to 15 minutes. It is completely enclosed to ensure safety, vector control and containment of foul odors. The optional MonsterTrack metering and control system uses a flowmeter to track septage and provide accurate billing data for the facility and a receipt for the hauler. **800-331-2277; www.jwce.com**

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## Screenco Systems Trash Master 400 Auto Screen

The **Trash Master 400 Auto Screen** from **Screenco Systems** uses gravity to separate trash from the flow stream through a 4-inch inlet with a fan spreader to power-offload vacuum

trucks. It has an aluminum hopper with a 6-inch outlet cam and 3/8-inch gapped 1/4-inch bar screen that meets U.S. EPA 503 regulations. A stainless steel U-channel with plastic-lined titanium UHMW provides for years of wear, with a high-strength alloy steel 8 1/2-inch shaftless screw that moves trash to a waste container. The stainless steel U-channel has slotted drain holes and a center channel bar screen for cleaner and dryer trash. A custom-built stainless steel bar rake is included for easy maintenance. A front spray bar with a 1-gpm nozzle keeps the unit clean and free of buildup. A 2 hp NORD gear reduction drive with Lenze variable-frequency drive control accomplishes a variable-speed screw from 6 to 30 rpms. **208-790-8770; www.screencosystems.com**

## CASE STUDY



### Press moves discharge permit approval, reduces costs

**Problem:** Dave Hapchuk owns and operates a septage receiving facility where he pre-treats septage from his operation and seven others in the region southwest of Pittsburgh. With tightening restrictions, effluent quality was threatening his permit renewal, which was taking a toll on Hapchuk's peace of mind. "I was lying awake trying to figure out how to make sure we'd get our discharge permit renewed," he says. Costs were also an issue. "I wanted to lower my surcharges by sending a better quality of water to the city plant," says Hapchuk.

**Solution:** The solution came with the Fournier Rotary Press. After screening, grit removal and settling in tanks, sludge is pumped to the dewatering system. The dewatered cake comes out as a 30 to 44% dryness brick. Bricks drop directly from the press in a roll-off container, ready to be trucked to a local landfill.

**Result:** What really enthralls Hapchuk is the quality of the effluent compared to his previous product. The Fournier press captures over 95% of suspended solids. "That was one of the things that moved our new permit for discharge along a lot faster," he reports. **800-463-6328; [www.fournierdewatering.com](http://www.fournierdewatering.com)** **P**





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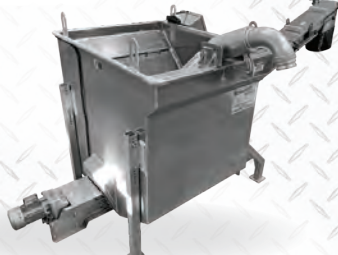
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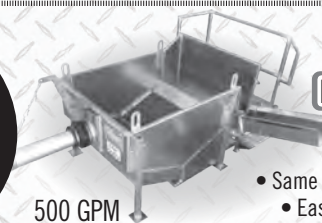
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See photos in color at [www.pumper.com](http://www.pumper.com)

## BUSINESSES

**BUSINESS FOR SALE CENTRAL NJ** NJDEP-A901/CPCN Septic/Sewer-pumping-repair-construction. Tandem Dump, Mason Dump, Utility, and Pumper Trucks- Backhoes, Loader, Jet Machines, Power snakes, Shop tools. Easy transition to solid waste.\$500K. Owner retiring. Glenn 732-672-5797 [covertactionz@optonline.net](mailto:covertactionz@optonline.net) (P06)

Owner/operator of long-standing septic business in Illinois looking to acquire a complementary business in Illinois or southern Wisconsin (will consider other Midwest locations). Buyer is independent and experienced in acquiring a septic service business quickly and discreetly (willing to sign NDA). Ideal target will have \$500k-\$2 million+ in revenue, with an established team, where owner responsibilities DO NOT include truck driving, pumping, service work, etc. If you are an owner looking to retire or sell, please reach out directly to discuss: 248-640-9882. (P06)

Great start-up opportunity for septic pumping/repair business on the Gold Coast of Connecticut in Fairfield County. 2005 International 750 chassis with International DT570 engine. Brand new Presvac 4000 gallon aluminum vac tank with heated collars for intake and discharge. Business is currently dormant but everything is in place to have the business take off. Professionally designed logo and web site. Truck painted with logo. Asking \$120,000 including truck. Will assist new owner to make sure he is successful. Possible financing for the right person. [peter@bpaw.com](mailto:peter@bpaw.com) (P06)

Septic business for sale Southeast WI 2002 Mack 4800 gallon aluminum pump truck with 300 ft of hose will sell truck separate from customer list 30 years plus experience phone number and customer introduction \$59500 truck. Customer introduction phone# \$45000. 262-375-2133 (P06)

For Sale: Septic pumping business. Well established for 68 years in Phoenix and surrounding area. Large customer base with five star approval rating. Includes fully stocked vacuum truck, mini excavator with trailer and miscellaneous equipment. Turn key operation. Owner retiring. Reply to [aaaawestwood@hotmail.com](mailto:aaaawestwood@hotmail.com) (P06)

**Submit your classified ad online!**  
[www.pumper.com/classifieds/place\\_ad](http://www.pumper.com/classifieds/place_ad)

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](mailto:deere217@AOL.com) (P06)

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

## COMPUTER SOFTWARE

We Build Septic Tank Cleaning Websites Our 5-page \$800 entry level site is all you need to get started. Call us today [Yourlocalsepticsservice.com](http://Yourlocalsepticsservice.com) Ask for Wayne at 720-481-9258. (P08)

## DRAINFIELD RESTORATION



**Terralift, custom wide front steering axle**, with large rubber tires, new kohler motor, all new hydraulic hoses, new 2" electric solenoid, new air lines, new gas tank, converted to newer style control panel, all new regulators, gauges and jackhammer oiler, has automatic electronic Raise/lower tower function as well as blast and jackhammer all mounted near drive lever. Machine starts and runs great. **\$18,000, 704-906-4602 [jarrid@lentzwastewater.com](mailto:jarrid@lentzwastewater.com)** (P06)

**LIST YOUR EQUIPMENT FOR SALE IN PUMPER CLASSIFIEDS!**  
[www.pumper.com/classifieds/place\\_ad](http://www.pumper.com/classifieds/place_ad)



## New & Used TERRALIFT machines

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

## HAZARDOUS WASTE UNITS

2006 IH 9200i with sleeper and Progress 2,850 U.S. gallon, Aluminum, D.O.T. 412 certified, vacuum tank with Wittig RFL100 vacuum pump and 3" transfer pump. Stock# 2897C [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648). (PBM)

2010 IH 7600 SBA tri-axle with Cusco TurboVac combo Jet/vac with 4,200 U.S. gallon (700 water - 3,500 waste), Carbon steel, D.O.T. certified with a Roots DVJ 1021 PD Blower and a 25 GPM @ 4,000 PSI water pump. Stock# 5856C [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648). (PBM)

2011 International 7500 cab & chassis (automatic transmission) with a Presvac 3,200 U.S. gallon, C/S, DOT certified, Dump type, vacuum tank and a Presvac PV750 vacuum pump. Stock# 3241C. [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648). (PBM)

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

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

## INDUSTRIAL LOADER

2016 Freightliner 114SD cab & chassis with VACALL AV18 Wet/dry Industrial, vacuum loader. Stock# 049R. [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648). (PBM)

**Pumper Classifieds Work!**

## JETTERS - TRAILER



## 2019 HOT JETT II Trailer mounted system. (ONLY 20.9 HOURS) 5'X12'

Diamond plate tandem axle trailer (2 X 3500) DOT compliant. Dual Axle electric brakes. 35HP VanGuard gas engine W/ electric starter. Wireless remote control. 330 gallon water tank W/2" Fast fill piping option from fire hydrant. 3/8" Custom drilled nozzle set. 300' 3/8" Blue hot water better hose. 100' 1/4" Jupmer/satellite hose, reel, foot control pedal & 4pc-custom drilled nozzle. 100' 3/8" 6000 PSI rated power wash hose w/ quick connecting fittings. (2) Heavy duty lockable custom diamond plate side mount tool boxes. **\$32,500 CONTACT PANACEA PLUMBING - SOLUTIONS@PANACEA.PLUMBING - 404-644-7549 (P06)**

2001 Harben DTH-300 jet trailer with a Harben radial piston diaphragm pump 16 GPM @ 4,000 PSI driven by a Hatz diesel engine (888)VAC-UNIT (822-8648) [www.vsurentalsllc.com](http://www.vsurentalsllc.com). (PBM)



**The HotJetII® 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.vsurentalsllc.com](http://www.vsurentalsllc.com). (PBM)

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[www.pumper.com/classifieds/place\\_ad](http://www.pumper.com/classifieds/place_ad)

PLACE YOUR AD ONLINE AT [WWW.PUMPER.COM](http://WWW.PUMPER.COM) - IT'S ALWAYS THERE TO MEET YOUR BUSY SCHEDULE



## JETTERS – TRUCK



**2008 IHC 7600**, Cummins, Allison Auto., Vactor RamJet, 2500 Gal. Tank, Air Purge Sys., Cold Weather Recirculator, Former Municipal Tk, **Delivery Available! Hollidaysburg, PA (814) 696-4343 (P06)**

## JET VACS

2000 Sterling Jet/Vac. 80 GPM water pump. Hlbbon Blower. 1,500-gal fresh water tanks (2). Exceptionally maintained. Runs great. 40,000.00. Call Glenn: 978-375-6047. (P06)

2021 Freightliner 114SD cab & chassis with VACALL AJV1215 combination j/vac with 12 cubic yard debris and 1,500-gallons of water with a Roots 824 blower & general MWSR50 water pump. Stock# 057R.  
**www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**

2022 Freightliner 108SD cab & chassis with VACALL AJV1215 combination j/vac with 12 cubic yard debris and 1,500-gallons of water with a Roots 824 blower & general MWSR50 water pump. Stock# 13995.  
**www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**

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

## LEASE/FINANCING

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

## PARTS & COMPONENTS



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

## PIPELINE REHABILITATION

New Envirosight Roverrx Portable Pipeline CCTV system. 2021 Includes: 1000 FT Automatic cable reel, RX130 CRAWLER FOR 6"-60" PIPES+, RCX90 PAN/TILT/ZOOM camera head, 4 sets of rubber wheels for 6"-60" PIPES+, VC500 portable controller for operating/reporting/recording, elevator life to raise the camera head in 12"-60" pipes+, Additional light with secondary backup camera, plus associated tools, etc. \$97,000.00. 904-282-0155. (P06)



**2005 Freightliner M2 106 Steam Boiler Truck** / Mileage: 264,254 / Truck Hours: 8,804.9 / 2013 100HP Clayton Steam Generator / 2012 Sullair Filter cooler Air Compressor / 22kw Generator Hours: 1,220 / Mega Shooter up to 48" / Little Red Shooter: 0-24" / Yellow Shooter: 36" Gland Shooter / Can Shooter/ Rear Mounted Arrow Board / Polished Aluminum Hydraulic Tank / Diamond steel plate flooring / 2 ceiling mounted heaters / 100amp breaker box / ship to shore power / **\$275,000.**

**Contact Nora Evans:**  
**nora\_evanscontract@att.net (P06)**

**Sell Your Truck Here!**  
**www.pumper.com/classifieds**



**2015 Kenworth T800 Boiler Truck** built by RushOverland / 13,000 BTU / Mileage: 45,228 Truck Hrs: 7,228 / Burner 1: 990 hours / Burner 2: 856 hours / Cummins 18.7cfm air compressor / 84" x 72" Hydraulically operated rear mounted work platform rated 8000lbs / 72" x 12" hydraulic driven power roller/ **\$300,000.**

**Contact Nora Evans:**  
**nora\_evanscontract@att.net (P06)**

## PORTABLE RESTROOM



**25 Guard sheds for Sale.** 5' x 5'; All in Rentable Condition. White Fiberglass with 3 windows and locking door. Buyer is responsible for shipping/pick-up in NY. **\$500.00 each; Please call 1-800-634-2085. (P06)**



**50 Guard Sheds for Sale.** 4' x 4'; Fiberglass with wood skids, perfect ticket booth or security booth, 3 windows and door knob with lock. Customer is responsible for shipping/pick-up. **\$400.00 each. Please call 1-800-634-2085. (P06)**

Pre owned 3,600 U.S. gallon, Aluminum vacuum tank; with a Presvac PV750 vacuum-pressure pump installed on a 2004 Peterbilt 330 cab and chassis. Stock #1693.  
**www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**

Construction toilets Polylift 30-40 units and Axis 50+ and ADA Toilets + Safety Barriers. 347-722-4465. Mickel@rentathrone.com (P06)

## PORTABLE RESTROOM TRAILERS

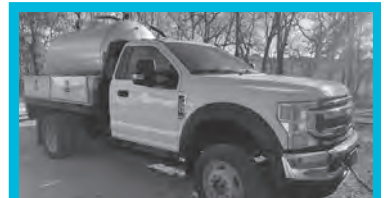
2010 JAG 11-Station Restroom Trailer for sale. Newly remodeled inside with new sinks, flooring, trim and fireplaces. Trailer also has A/C and stereo. Great for large events. Please call 724-944-6727 (P06)

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)

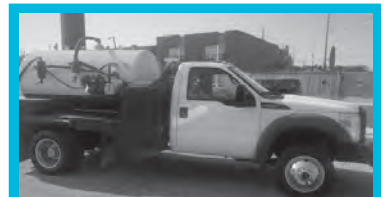
## PORTABLE RESTROOM TRUCKS

Coming soon. 999 699/300 Restroom Isuzu NPR, Gas, Masport, HXL 4. 2 toilet carrier, Dual service Call Matt 720-253-2370 Will go soon. (P06)

2012 Ford F550 4x4, Diesel, 215k miles, 900 (600-300) gallon tank. Hydraulic system. Fold up 2 carrier rack. Call 507-210-1722. (P06)



**2022 Ford F-550 4x4 regular cab** with 7.3 liter gas motor, 15k miles. Truck had brand new (650 waste) (300 fresh) 950 gallon tank purchased from keevac installed 10/21 along with side box and (Airlift) air bags on rear suspension with onboard control. Truck is in excellent shape with fitted seat covers. Also comes with brand new aluminum F.M. manufacturing model (deuce) 2 Porta potty unit carrier that goes in receiver. New 30' - 2" tiger hose in box. **\$78,000. Call for more info. Josh 816-632-0191 or email cleanonesrentals@hotmail.com. (P06)**



**2011 f550 4x4** 146,000 miles. 700-waste 300-fresh **619-490-0971 josh located in San Diego California. (P06)**

# Pumper

AVERAGE MONTHLY CIRCULATION REACHES

## 20,000+ READERS!

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**2006 Chevy 3500 Duramax 4x4.**  
Newer slide in 275-waste, 125-Water.  
Conde Pump, New Briggs motor. Two unit  
carrier and washdown pump. Runs good.  
**14,500 OBO. contact Mike**  
**208-739-7151 or email mike@**  
**portapros.com. (P07)**

New Imperial 1,300 U.S. gallon, portable  
toilet service unit mounted on a 2022 Ram  
5500 cab & chassis with a Masport HXL4V  
pump package. Stock# 14033.  
**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)**

## PORTABLE SINKS

Brand New Mckee 8 Sink Trailer. NEVER  
USED. \$14,660. Additional information avail-  
able upon request. Link to product: <https://mckee technologies.com/explorer-handwash-station/>  
Call 316-789-5886. (P06)

## PUMPS

5,000-gallon Pikrite truck mount tank(used)  
Complete with HXL 400w Masport Pump,  
sight glasses, man ways, and valves.  
\$8,500.00 Moro pump pn (new) \$1,000.00;  
Masport HX400w and gearbox (used)  
\$13,00.00. 724-785-5892 (P06)

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

## RENTAL EQUIPMENT

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

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

## SEPTIC TRUCKS

New 4,000 U.S. gallon, aluminum, vacuum-  
pressure tank mounted on a 2023 Peterbilt  
548 cab & chassis with NVE Challenger 887  
fan cooled vacuum pump Stock #14007  
**(888)VAC-UNIT (822-8648)**  
**www.vsirentalsllc.com. (PBM)**

2014 Peterbilt Model 1SL9 350 pumper  
truck, chromed out version: 350 HP Paccar  
Engine PX9, Allison 3000 RDS-P, 6 speed  
automatic transmission, 130,958 miles,  
7757 engine hours, 3293 PTO hours, VIN#  
2NP3LJ0X6EMZ45430, date of manufacture:  
10/18/2013 BODY: 3600 gal Pikrite tank,  
New Massport 400 HXL water cooled pump,  
replace 8/29/19 at 2932 hours, lined tank,  
21" manways, 6" air activated discharge  
port, (4" driver side port, 4" rear fill port, all  
ports are heated, 3 site glasses, work lights,  
diamond plate aluminum tank protector  
\$125,000.00 Ron Evans Enterprises LLC  
740-286-5930 800-537-9528 (P06)



**2008 Freightliner Day cab** with  
rarely used PTO powered vacuum pump.  
Extremely well-maintained tractor with  
zero issues or leaks. Like new 4,200-gal-  
lon tanker trailer inside and out. Only ever  
used for non-potable water. New rubber  
all around, huge bonus in itself! **\$67,500**  
**OBO. 719-666-2553. (P06)**



**2002 Mack RD688S 400 Mack Motor**  
Fuller-Eaton LL8 transmission (re-built  
~90K), 4800Gal aluminum Progress Tank  
Whiting RFW 200 DVR pump CFM 697  
double framed tri-axle Mack Camelback  
suspension weekly driver ~370382 miles  
~33997 hours 5+ yr maintenance records  
available Private sale NJ 08562 Clean  
Title **\$45,000 Contact Christine 609-**  
**758-2700 x 101 or cmillerdmlerss@**  
**comcast.net (P06)**

2014 Freightliner Cascadia Vacuum Tank  
truck (white). 3,300-gallon New Tank (red).  
New NVE 360 cfm pump. Clean Interior.  
Good Cold A/C. Air Ride/ Air Brakes (jake  
brake). DD15 Engine. 60% Rubber on tires.  
Mileage: 457,286. Price: \$70,000. 1-800-  
721-2774 (PBM)



**1999 International,** DT466, 6-spd, 25k  
gww, cruise, 1500-gal tank 1250/250,  
battioni vac pump, pot rack. Financing and  
delivery available, **\$12,500. Hull's Truck**  
**Bodies LLC 740-820-5338 (P06)**



**1997 Peterbilt 379,** 430h.p, 215k,  
10spd, jake, AC, cruise, newer 3500 gal  
tank and NVE vac pump, new tires and  
alum wheels. Very nice running, clean  
southern truck. Financing and delivery  
available, **\$49,000.00. Hull's Truck**  
**Bodies LLC 740-820-5338. (P06)**



**2007 Sterling MBE 8 LL** 4800 gal.  
aluminum tank, jetter, 470k miles. Worked  
daily until bought one year ago. Never  
put in service locally. Changed plans, dis-  
continuing pump services. **\$55,000.00**  
**OBO . Please contact Daniel or Mark**  
**at office@mrrootersavannah.com or**  
**912-330-7091. (P06)**



**2007 International, D1466,** 303k, Al-  
lison auto, 25,999 gww, AC, cruise, 2000  
gal alum tank, pot rack, 1200/800, new  
Masport 75HXL vac pump, runs and oper-  
ates great. Financing and delivery avail-  
able. **\$37,000.00 Hull's Truck Bodies**  
**LLC 740-820-5338. (P06)**

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 Mack,** 427 h.p, 10 spd, jake, AC,  
cruise, 4000 gal tank, NVE 887 vac pump  
only a few months, very solid southern  
truck. Runs great. Financing and delivery  
available, **\$44,000.00. Hull's Truck**  
**Bodies LLC 740-820-5338 (P06)**



**2023 Peterbilt 348 & 548 Chrome**  
Package, 5000-gallon steel tank, NVE  
4310 Blower **Call Ray today @ 501-**  
**388-9565 (P06)**



**2011 T800 KW** 485 HP, 08LL Trans,  
2800 Gallon, Dual P/S, Dump full open,  
440 CFM, **\$85,900 Call 269-751-5167.**  
**Michigan (P06)**



**Trucks have 3,600 gallon tanks,**  
manual Eaton Fuller transmissions,  
Cat C-7 diesel engines, TSI 500 rotary  
vein pumps, storage boxes and heated  
valves. GVW 58,000. Mileage on 2003 is  
190,000, 2006 is 140,000. Original owner  
with all original paperwork and titles in  
hand. \$35,000 each or both for **\$65,000**  
**or best offer. 603-930-0899 (P06)**

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





**2020 Freightliner m2** Cummings 300hp septic pump truck 27,000 miles, morro pump 1900gl tank 26,000 gvw like new great shape **\$87,000. Milton FL, 850-554-0563 (P06)**



**1990 GMC TopKick CH4** Septic Truck, 4,000gal. 282K miles. Completely reconditioned 2021, CAT 3116 Diesel, 8 spd Eaton Fuller Transmission **\$35,000 or offer. 419-307-2795 or 419-307-5905. (P06)**



**2012 INTERNATIONAL TRUCK:** Abernethy tank, 1,100-gal waste/400-gal water. Have an identical tank only also for sale. Both in good condition. **\$37,500 for truck/\$1,500 for tank. 904-669-6579 or outhouse\_dale@yahoo.com (P06)**



**Going out of business** due to health reasons. 1998 FORD Louisville H series pump truck. Cummins Diesel Engine with 6-speed manual transmission. 2000-Gal tank and Masport Rotary Vane Vacuum Pump in good working condition. New front tires and brakes. **\$35,000 OBO. bruceandkathys@gmail.com 425-238-0544 (P06)**

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



**2005 330 Peterbilt** 10 speed fuller transmission tandem axle 3000 gallon septic truck that also dumps roughly 250,000 miles 8.3 315 hp Cummins engine **\$58,000 call or text Patrick 859-991-9316. (P06)**



**2008 Chevy 5500**, Duramax diesel, auto trans, 4x4, AC, cruise, 800 gal alum, Progress tank, 500/300, masport vac pump, Leeson high pressure water pump, 2 hose reels, 10' flatbed, elec lift gate. Ready to work. Financing and delivery available. **\$39,000.00. Hull's Truck Bodies LLC 740-820-5338. (P06)**



**This is a nice KW with 130 BBL** tank up truck and trailer w/ a Challenger vac pump for sale. Has a Cat 3126 with a 10 speed Eaton Fuller ready to go to work. 75-80 % tire tread. **Text or call 281-852-9517 for best response. \$50k OBO. (P06)**



**2008 Peterbilt 389** 373,022 miles, 4242 aluminum tank, NVE 887 pump package call for pricing. **Jerry Blake. 401-437-8942. jerry@tankservicesinc.com (PBM)**

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



**2005 Mack MRU** 273,000 miles, 350HP, Auto trans, 5,400 AL tank, Jurop 200 (2 units). **Jerry Blake. 401-437-8942. jerry@tankservicesinc.com (PBM)**



**2019 F-750 vacuum truck.** 2500 gallon capacity, custom built Anderson Back Hoe trailer for truck. Also includes a 2007 John Deere SG-310 Back Hoe with super low hours, extenda hoe, 4 in 1 front loader, 4 wheel drive, comes with 12,18,24 and 36 inch buckets with quick coupler. **\*\*NOTE\*\* THIS IS A COMPLETE TURN KEY PACKAGE!!! Please call John at 661-802-9656 or 661-802-9687, you can email him at manningplumbing@yahoo.com. \$299,000.00 (DO YOU NEED A CALIFORNIA CONTRACTORS LICENSE?? ASK JOHN WHEN YOU CALL). (P06)**



**1995 Freightliner FLD 120, 14.** L Cummins, N14 - Eaton 10 Speed Transmission, Front Axle GAWR 12k lbs., Intermediate Axle GAWR 19k lbs., Rear Axle GAWR 19k lbs., GVWR 50k lbs., 321,877 Miles, Front Tire 11R 22.5 both @ 75%, Rear Tire 11R 22.5, 6 Rear Tires @ 60%, 2 Rear Tires @ 25%, 1982 Custom Vacuum Tanker Trailer, 5,500 gal., GVWR 80k lbs., 2 - 4" Rear Valves, 1 - 6" Center Valve, 1 - 4" Front Valve, 3 Manways, 2 24" @ Top, 1 - 24" @ Rear, Tire Size 11R 22.5, 3 @ 100%, 2 @ 75%, 1 @ 25%, Vacuum Pump: Transway TSI 1200, Hydraulic Drive Vane Pump Cooled by a 40 gal. Hydraulic Reservoir, Dual Filter & Electric 12v Fan with a 20"x20" Cooling Radiator, All runs good with new hood on truck, **\$29,500, Orlando, FL, or best offer, more pics available, 321-436-0150, chrisdunn@lapinservices.com (P06)**

**Pumper Classifieds Work!**



**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)**



**2013 FL M2.** Cummins 240 hp. Auto air. Under CDL. Waste 1,000-gal/water 400-gal. Masport HXL 75 back pump. DC10 water pump. 2-unit carrier. **Call JR @ 720-253-8014. CO (PBM)**



**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)**

1997 Peterbilt 378 cab & chassis with a Presvac 3,000 U.S. gallon, C/S, vacuum tank & Masport HXL15WV water cooled pump. (Stock #6625C). **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**

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