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Pages 58, 68





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Ryan Granger, Acadian Sanitation, Louisiana



Eric Johnson, Best Septic Service, New Hampshire



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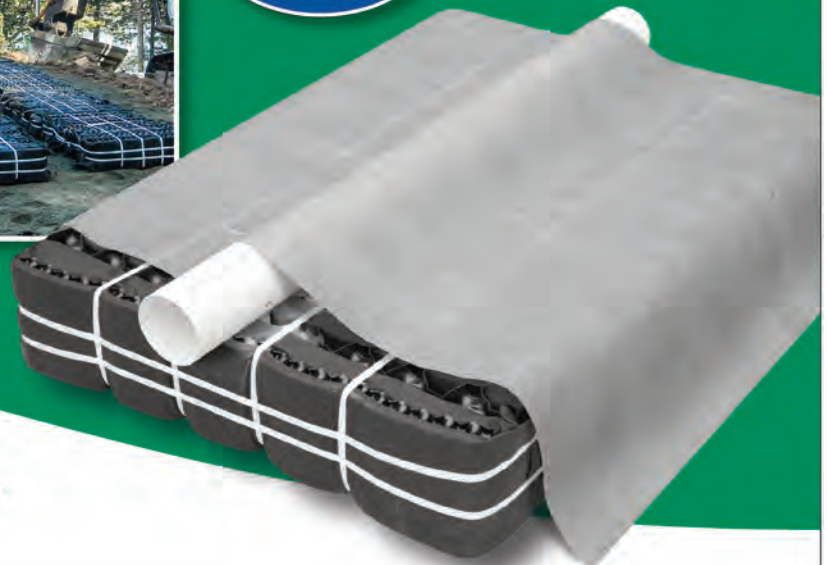
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Luanne and Greg Howland are owners of Apple Valley Pumping Service in East Wenatchee, Washington. They are shown with their fleet of vacuum trucks built out by Satellite Vacuum Trucks, Vacuum Sales Inc. and Erickson Tank & Pump. (Photo by Stephen Brashear)

## COMING IN NOVEMBER:

▶ **SNAPSHOT:** Visit a Missouri contractor

▶ **ANSWER MAN:** Are constructed wetlands viable?

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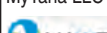
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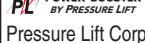
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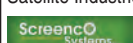
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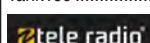
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### 2011 International 4400

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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

**Jim Kneiszel**  
Editor

# Pumper-Nonprofit Partnership Tackles Rocky Mountain Waste Challenge

Grants ensure popular Colorado trailheads are stocked with clean restrooms for hikers, bikers and sightseers in a post-COVID world

By Jim Kneiszel

Since COVID-19 struck a few years ago, it seems like pumpers everywhere have taken the definition of “busy” to a new level. More folks staying home means more pressure on septic systems, and that translates to more emergency and routine maintenance calls for your service company.

Many of you also offer portable sanitation services, and the story there has been much the same. From the start, experts encouraged people to gather outdoors and take part in safer social situations such as picnics, hiking, biking and camping. And when COVID concerns started to ease, our favorite large special events returned with a vengeance.

What side of the wastewater industry is busier? We won’t speculate about that. But on the restroom side, the critical role portable sanitation plays in protecting the environment and our favorite gathering spots has become crystal clear.

One great example is playing out in the Rocky Mountains of Colorado, a mile-high mecca for outdoor enthusiasts. Chaffee County, a few hours from Denver and surrounded by 14,000-foot peaks, has become overrun by tourists since the start of COVID, and all of those people need places to relieve themselves. Hiking trails and dispersed campsites were receiving so much waste there was no more room for visitors to bury it. The waste piling up was causing a nuisance and public health danger.

## RESTROOM GRANTS

The Chaffee Recreation Council, through its Keep it Clean initiative, stepped in and awarded grants to provide portable restrooms at 11 popular trailheads. The council gave Chaffee Common Ground grants to the Greater Arkansas River Nature Association and the Salida Mountain Trails group to provide the restrooms. Mr. Pots of Woodland Park, Colorado, placed 22 units at the start of the trails in June, and will continue to service them weekly throughout the six-month tourist season. The grants totaling \$53,000 will cover the cost of the units and service for three years.

Five Arkansas Headwaters Recreation Area trails are the Tunnel View, Riverside, Elephant Rock, Rapid No. 4 and Stone Cabin. U.S. Forest Service locations are at the Browns Creek/Raspberry Gulch Recreation Area, South Cottonwood Creek, North Cottonwood Creek and Mushroom Gulch in the Fourmile Recreation Management Area. Salida Trail System locations are at Beasway as well as CR 108, CR 110 and Spiral Drive.

“From a tourism perspective, if people show up to a dirty, stinky campsite, it’s not going to be a good experience for them. We want to have the infrastructure to serve our tourists in a good and sustainable way. Port-a-potties are such an obvious solution.”

– Kim Marquis

Until being slammed by COVID, visitors to popular Western recreational lands typically relied on “leave no trace” rules for going to the bathroom in the wilderness. Those include either hand-digging what is called a cat hole and covering up the waste or using a waste alleviation and gelling bag to carry out waste to dispose of in the trash once they reach civilization. Those solutions just weren’t satisfactory with the higher volume of visitors, according to Kim Marquis, outreach coordinator for Envision Chaffee County, which administered the new grants.

“There was an exponential increase in use of public lands. A lot of people bought tents and came with their bikes to try and enjoy the outdoors. It was recommended that people do things outdoors during the pandemic and that was partaken by lots of folks,” Marquis told me.

## GIVING THANKS

Marquis said public land agencies have reported a recent 50% increase in tourist traffic, and that created a need for more wastewater facilities. Pit toilets or other more permanent solutions cost a lot of money and take time to gain approval and get built. That’s where portable restrooms provide a great service, she said. The restrooms can be placed quickly and cost-effectively, and they can be easily moved as needs change.

So far, the portable restrooms have been a big hit, Marquis explained.

“People are very thankful they are there. Chaffee County has hundreds of thousands of acres of public land and it’s not all accessible with portable





◀ Lia Hovezak, a recreation ranger with the Arkansas Headwaters Recreation Area, is shown with two restrooms from Mr. Pots that are stationed on a trailhead in Chaffee County. The restrooms are wrapped with messages about fire safety and protecting wilderness areas. She is holding a waste alleviation and gelling bag hikers use to pack out their waste.

✔ One of the stickers is shown on a restroom side panel. The contractor, Mr. Pots, requested the use of adhesives that make the stickers easy to remove.



toilets, but this is certainly much better than what we had before,” Marquis said. “Managing human waste was one of the major things we had to address and people are pleased. I hear a lot of ‘thank-you’s.”

Popular campground areas were one problem. With repeated use and running out of areas to dig cat holes and dump waste, the end of summer could be an unsanitary mess at dispersed campgrounds that don’t have permanent facilities. Besides the trailheads, Marquis said there are many additional areas throughout the West where portable restrooms could be a positive solution to a waste problem.

“From a tourism perspective, if people show up to a dirty, stinky campsite, it’s not going to be a good experience for them. We want to have the infrastructure to serve our tourists in a good and sustainable way. Port-a-potties are such an obvious solution,” Marquis said. “We don’t know if using port-a-potties is the answer forever, but it’s a stopgap measure until we get more permanent toilets.”

Beyond the natural areas, Marquis said the portable restrooms help ease pressure on public and business bathrooms in the towns of Chaffee County. Without facilities in the recreational areas, visitors come down to the villages to use the bathrooms and dump their trash, overwhelming park workers and small businesses. Portable sanitation providers could target this potential customer base to provide units in more urban settings.

### HELPFUL STICKERS

An interesting twist that has gained positive attention is the Chaffee County Visitors Bureau working with the GARNA and Mr. Pots to create and install informative stickers or wraps on the restrooms to help the public understand the “leave no trace” message and to promote fire safety in the tinder box that is the American West.

Marquis said the wraps were a “genius” idea.

“Any way to share education and help people learn so the people who come behind them can enjoy (nature) as much as they did is a great idea,” she said. Marquis envisions restroom users waiting in line and focusing on these important messages, such as watching for windy conditions that make fires more dangerous and picking up after pets.

Mr. Pots drivers are servicing the 22 units with included hand sanitizers weekly, but not all on the same route. Sales Manager David Royar said

common sense dictates when and where the units are serviced in the rugged, mountainous region. “There’s one site where our drivers don’t like to go up to, with rough roads,” Royar said. The service truck has to go slow over the gravel roads to reach remote locations, but the company is happy to help the cause.

“They’re trying to divert feces from being out in the woods. They’re for a good purpose,” he said.

Royar explained the company was happy to include the promotional stickers on three sides of the units and they will place the same units on these sites for the duration of the contract. His only request was that organizers choose an adhesive that will allow the stickers to be easily removed once the units are no longer needed at the trailheads.

There has been one issue with the restroom service. Royar said hikers and campers have been depositing bagged human waste from the campgrounds and assorted trash in the units, which makes the services more time consuming. However, GARNA has installed trail cams at the restroom sites and tracks down offenders to ask them to dump waste from the plastic bags and into the holding tanks, he said.

### RESTROOMS NEEDED

It’s encouraging to see partnerships like this one where wastewater professionals are working with nonprofit groups to provide a valuable service to ensure a cleaner environment and the public’s enjoyment of the vast American wilderness. The COVID pandemic sent millions of people out to explore the most beautiful places in this country. It has also highlighted the importance of spreading effective portable sanitation to these areas far and wide.

As an industry we have learned a lot from the pandemic, not the least of which is that the public will demand restrooms and clean service in many more locations and situations. It’s been a tumultuous period in history, but a time that confirmed over and over again that you provide an essential service to grateful users. **P**



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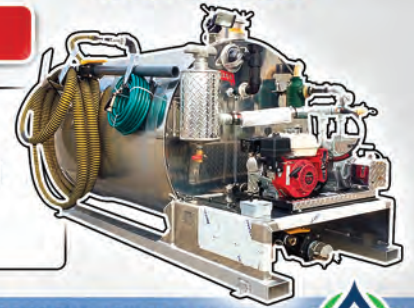
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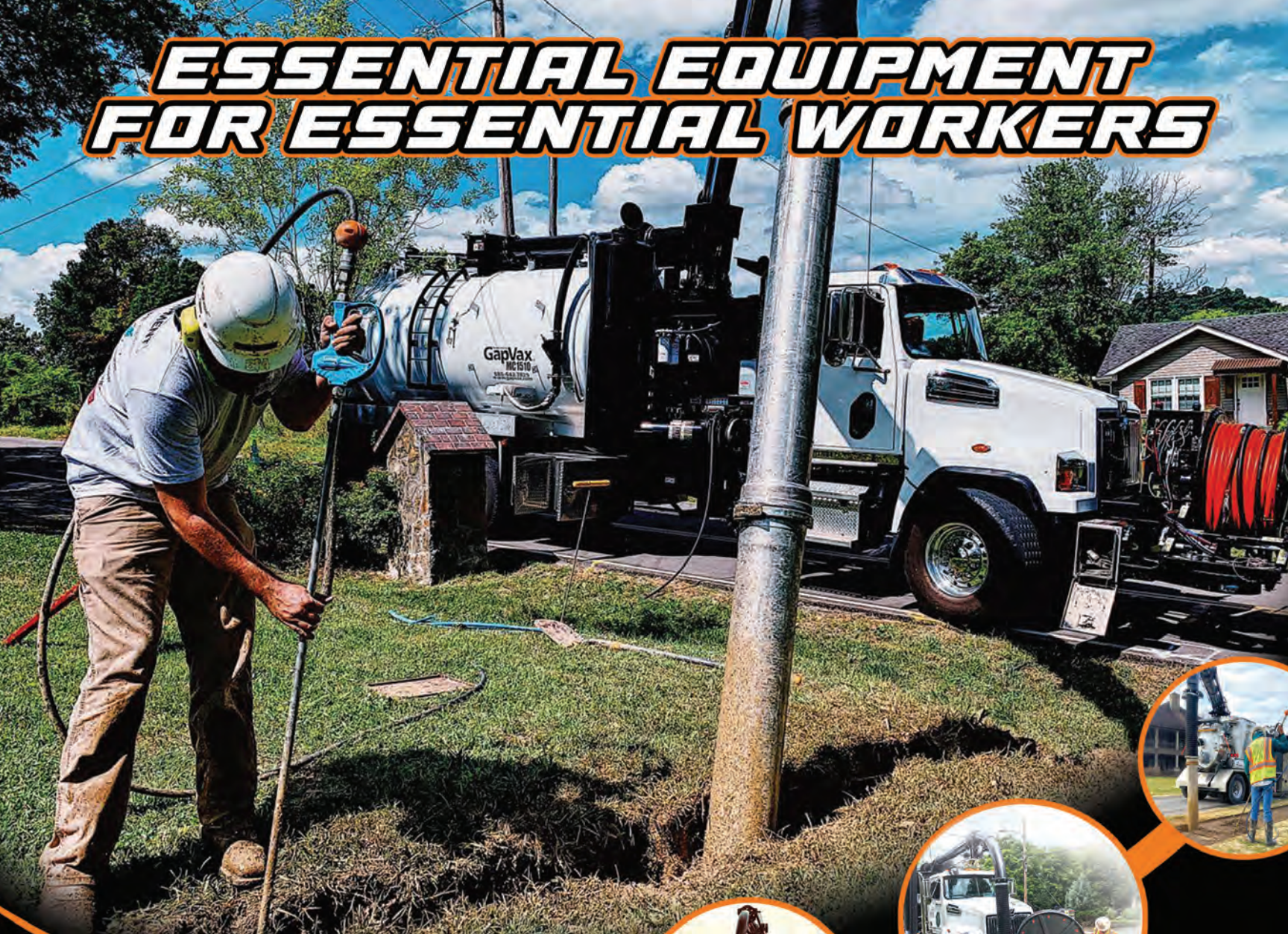
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## FLEET PLANNING STRATEGIES

### 5 key components

There are tools and technology available that make developing and implementing an effective fleet maintenance plan easier than ever before. Creating a plan will help save your company plenty of time, frustration and money. In this online article, learn the five questions you should ask yourself when developing a fleet maintenance strategy.

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## GRAVITY TRENCHES

### how long should they be?

Many regulations across the U.S. and Canada limit gravity trench lengths to 100 feet. Is this length justified in science or practices? Find out the answer in this online article by Sara Heger, researcher and educator in the Onsite Sewage Treatment Program at the University of Minnesota.

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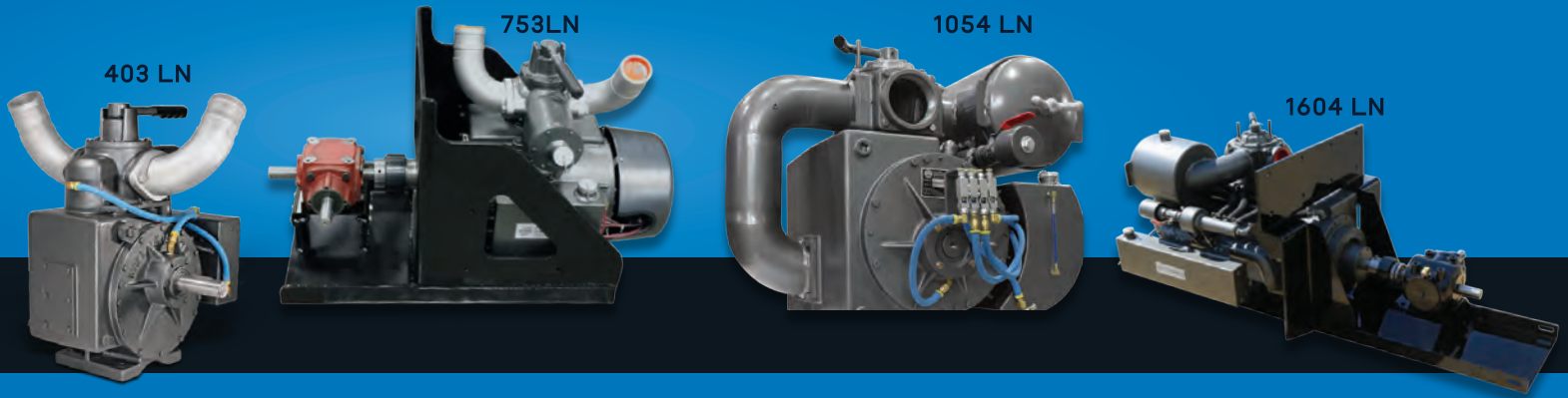
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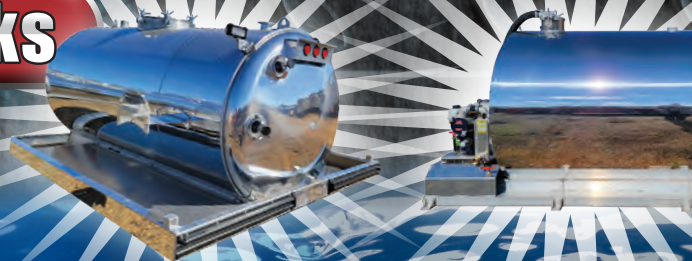
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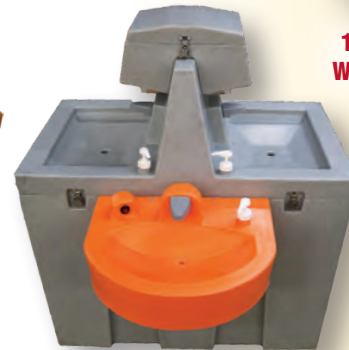
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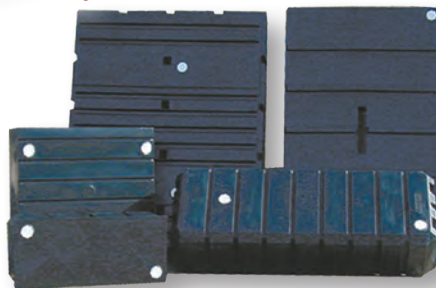
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► **Pumper PROFILE**

✔ Luanne and Greg Howland are shown with their fleet of vacuum trucks built out by Satellite Vacuum Trucks, Vacuum Sales Inc. and Erickson Tank & Pump. The fleet runs with Masport and National Vacuum Equipment pumps. (Photos by Stephen Brashear)



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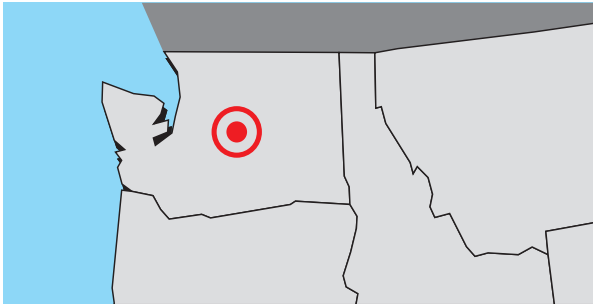
Luanne and Greg Howland bought a company with a long history of success, and then continued to add building blocks to profitability

By Ken Wysocky



## Apple Valley Pumping Service

East Wenatchee, Washington



**OWNERS:** Luanne and Greg Howland

**FOUNDED:** 1979

**EMPLOYEES:** 18

**SERVICE AREA:** 60-mile radius around East Wenatchee

**SERVICES:** Pumping septic tanks, portable restroom rentals

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

**W**hen Luanne and Greg Howland bought Apple Valley Pumping in 2018, they acquired a well-established business that was founded decades ago in 1979, offering customers both septic and grease tank pumping service and portable restroom rentals.

As such, it would've been easy to maintain the status quo. But that's just not how the dynamic and industrious couple rolls.

"That would never do," says Luanne. "Greg and I never set any particular goals for number of customers or revenue, but I don't think we're different from any other business — we want every job. We're not content to stand pat.

"We bought this business for its potential."

So far, so good. Annual revenue for the business — based in East Wenatchee in central Washington, about 150 miles east of Seattle — has jumped about 30% since 2019, their first full year owning the business. Its fleet of septic pumping and restroom service vehicles expanded by six, including two septic trucks and two restroom service trucks. And its workforce grew from 13 to 18.

Key factors in the company's growth arc? Diverse services; investments in productivity-enhancing technology; land application of waste, which reduced disposal and transportation-related costs; a great team of employees; strong work ethic; and a strong emphasis on customer service.

"We bought a company that was very well-established, so we had a good foundation — we weren't starting from zero," she notes. "But we re-emphasized timely customer service. That's what has taken us to the next level in the industry."

**“ WE’LL TAKE WHATEVER GROWTH WE CAN GET. WE HAVE ENOUGH EMPLOYEES TO ABSORB FUTURE GROWTH FOR THE TIME BEING. ... IF WE FIND GOOD EMPLOYEES, WE’LL HIRE THEM AND FIND WORK FOR THEM. ”**

**LUANNE HOWLAND**

### WORKING TOGETHER

It's also difficult to ignore the power of the couple's great working relationship. Greg handles most corporate-related responsibilities, pumps septic tanks when needed and also runs a plumbing business, while Luanne schedules commercial septic jobs and restroom rentals, manages vehicle maintenance and handles other office responsibilities.

"Luanne is fantastic," says Greg. "Her organizational skills are 10 times better than mine. And she's not afraid to dig in. She has a commercial driver's license and can pull and back up a trailer, pump a tank and change out a toilet. She can do anything."

"It's not always easy," Luanne says of the workplace husband-and-wife dynamic. "But we work super well together. Greg is a rock — he's very calm, which is invaluable when dealing with so many customers. He never flies off the handle.

"And I'd say his loyalty to the employees who stayed with the business after we bought it is amazing."

Employees also appreciate the fact that the Howlands regularly assist out in the field.

"I believe it increases the morale of employees when you work alongside them," Greg explains. "We just hired a driver and he told me he couldn't believe I work out in the field with him. But I love working and believe it's important to lead by example."

### ON THE JOB

No one can accuse the Howlands of being slackers. Greg, 59, started working with his father, Vern Howland, a plumber in Jerome, Idaho, when he was 10 years old.

After working in retail businesses, Greg actually was hired at Apple Valley (then called Apple Valley Pumping Services) in 1986. After four years, he left and started a plumbing business that he still owns. When the former owners of Apple Valley, Steve and Susan Gregg, decided to retire, they called their former employee and worked out a deal to sell the company.



**◀** Luanne Howland, left, Alex Bravo, center, and Mike Kennedy pull a filter to be cleaned during a septic service call in Crescent Bar, Washington.





“GREG AND I NEVER SET ANY PARTICULAR GOALS FOR NUMBER OF CUSTOMERS OR REVENUE, BUT I DON'T THINK WE'RE DIFFERENT FROM ANY OTHER BUSINESS — WE WANT EVERY JOB. WE'RE NOT CONTENT TO STAND PAT.”

**LUANNE HOWLAND**

“I enjoyed the work before when I worked there in the 1980s,” Greg says, explaining his interest in buying Apple Valley. “I knew there was potential to increase the business and make it better than it was.”

“But the thing that really triggered it was a septic emergency we had at some rental properties we own,” he adds. “We were told we'd have to wait two weeks. That told me there was an opportunity out there to provide better service.”

On the other hand, Luanne, 45, ran a hay delivery business for livestock and horses for 20 years. At the same time, she also worked a swing shift at a U.S. Postal Service mail-sorting facility in Wenatchee. Luanne left the postal job after they bought the company.

### TRACKING PROGRAM

At first, the couple avoided major changes because they didn't want to make it uncomfortable for employees who stayed on board after the acquisition.

But they did invest in a Verizon Fleetmatics Reveal GPS tracking system



► Greg Howland climbs down from a 4,700-gallon pup trailer used to transfer waste from big jobs like cleaning septic tanks at fruit-packing sheds or highway rest areas.

◀ Howland, left, handles the wand during a pumpout while a technician loosens sludge in the septic tank.

► After pumping, Howland closes the valve on his service truck built out by Erickson Tank & Pump and carrying a Masport pump.



(now known as Verizon Connect Reveal & Work) that also offers business management capabilities such as dispatching, job-scheduling and vehicle-maintenance tracking, Greg says.

The service costs about \$30 per month per vehicle for a total payment of about \$660 a month. Greg says the system easily pays for itself every month by boosting routing efficiency alone.

“We didn't tell drivers about the system for about a month,” he says. “Then one day we brought in a 70-inch monitor and hung it on a wall in the office. It displays a giant map that shows the location of every truck. There was some pushback from some people, but for the most part, nobody cared.”

The system also sends notifications when technicians drive aggressively. It also can provide proof of service if customers call and claim that their tank wasn't pumped or their restrooms weren't cleaned, Greg notes.

### RESTROOM SERVICE

In a typical year, restroom rentals and service generate about 55% of annual revenue, with septic tank and grease trap pumping kicking in the balance. For about half of a year, monthly rentals provide most of the restroom revenue; the other half of the year, monthly rentals drop to about 60% of the revenue, with special-event rentals contributing the rest, Greg says.

*(continued)*





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◀ Mike Kennedy pulls hose on a pumping job. His truck was built out by Satellite Vacuum Trucks and runs a Masport pump.

“ WE BROUGHT IN A 70-INCH MONITOR AND HUNG IT ON A WALL IN THE OFFICE. IT DISPLAYS A GIANT MAP THAT SHOWS THE LOCATION OF EVERY TRUCK. THERE WAS SOME PUSHBACK FROM SOME PEOPLE, BUT FOR THE MOST PART, NOBODY CARED. ”

**GREG HOWLAND**

From 2019 to 2021, restroom rental revenue jumped 31%, an increase he attributes to marketing, consistent service and prompt deliveries.

To service restrooms, the company relies on 11 restroom trucks, all built by Satellite Vacuum Trucks on Dodge 5500 chassis. Most of them carry 600-gallon waste/300-gallon freshwater steel tanks with Conde vacuum pumps, by Westmoor Ltd.

The company also owns roughly 2,500 standard restrooms, around 150 hand-wash stations and about 30 hand sanitizer stations, all from Satellite Industries. For special events, the company invested in a NuConcepts luxury restroom trailer.

To serve agricultural customers, the company also relies on small trailers, fabricated by a local company, that hold single restrooms.

## SEPTIC FLEET

On the septic services side, the company runs two 2007 Peterbilts from Vacuum Sales Inc. with 3,600-gallon aluminum tanks; a 2015 Kenworth from Satellite with a 3,600-gallon aluminum tank; a 2021 Volvo VHD from Satellite, featuring a 4,000-gallon aluminum tank; a 1990 Kenworth rigged out by Erickson Tank & Pump with a 3,600-gallon steel tank; and a 2020 International built by Erickson with a 3,700-gallon aluminum tank. All the trucks feature Masport pumps except for the 2015 Kenworth and the Volvo, which have pumps from National Vacuum Equipment.

Apple Valley also owns a pup trailer with a 4,700-gallon steel tank. It's towed by the 2020 International truck and used primarily for big jobs like cleaning septic tanks at fruit-packing sheds or highway rest areas.

“With fuel costs so high, it's great when you can carry about a double load and still use roughly the same amount of fuel,” Greg says. “We're thinking about getting a second one because they're so versatile — we sometimes off-load waste from another truck into the pup-trailer tank, for example, and save a disposal trip.”

Luanne says the company benefits from offering a broad menu of services. And cross-marketing opportunities abound; as an example, Luanne says that when she delivers restrooms to a wedding where the facilities have a kitchen, she mentions that the company also cleans grease traps.

“Or maybe a facility doesn't have a kitchen, but it holds one or two big special events a year,” she adds. “Then I can mention we also do septic pumping.”

## LAND APPLICATION

Apple Valley also relies on a 6x6 International truck, which was an old military vehicle, used to land-apply waste on 1,000 acres of farmland the couple owns. The truck features a 4,000-gallon steel tank built by

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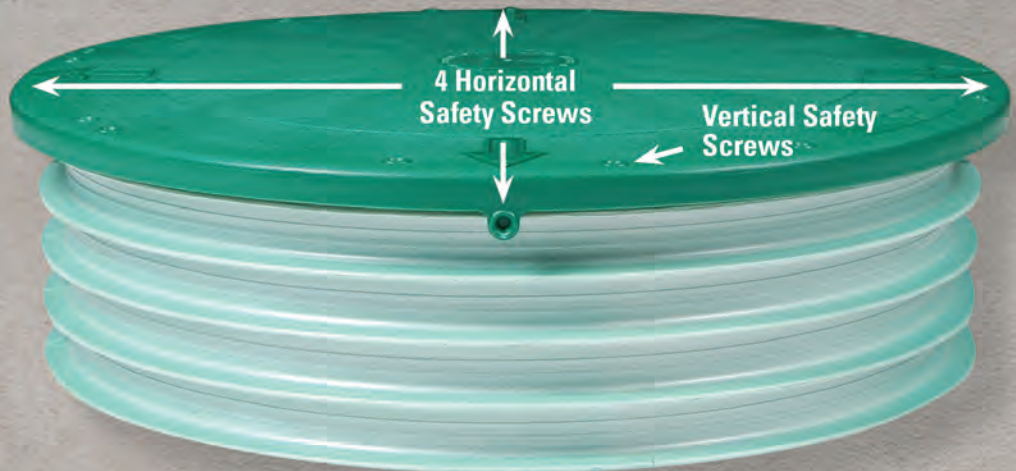


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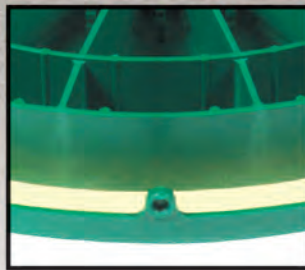
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- Simple to install
- Easy to clean

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Erickson, a Wittig vacuum pump (Gardner Denver) and a debris screen fabricated in-house.

"I don't want to be held hostage by waste disposal centers," Greg explains. "We have only two disposal sites in the region, one in Quincy, which is about a 1 1/2-hour round trip, and one in Ellensburg, which is around a 2 1/2-hour round trip."

The Howlands allow two other septic companies — one of which is a competitor — to dump waste at the land application site, which includes two 2 million-gallon lagoons used to store septage before it's land-applied, he says.

The company devotes one full-time employee to land-applying waste. Greg says the lagoons were needed because the company couldn't keep up with the amount of waste coming in, so it needed storage space.

Why help a competitor? The main reason is the additional revenue.

"There's enough work to go around for everyone here, anyway," he adds. "We're not in a cutthroat market."

The company uses two John Deere tractors to disc the waste into the farmland. Land application is restricted to March through December.

## ON THE HORIZON

Looking ahead, the couple expects continued growth. Luanne says some growth will come from investing in more restroom trailers and expanding the company's share of the market for weddings and other special events.

"Greg is a little apprehensive about the cost of restroom trailers, but I feel they're the future of the industry and special events," Luanne says. "There are a lot of outdoor weddings in our area and I believe that trailers are important to people holding those outdoor weddings. I try to join every (wedding-related) group I can to get our name out there."

Greg notes the company is trying to expand its grease-trap cleaning client base by developing relationships with national grocery and restaurant chains.

"I feel we're a mid-sized company," Luanne adds. "So we'll take whatever growth we can get. We have enough employees to absorb future growth for the time being. And Greg and I agree that if we find good employees, we'll hire them and find work for them."

"But no matter what happens, we still want to provide consistent and reliable service," she concludes. "Because those are really the foundation of a solid business." **P**



## He feels the need for speed

Even though Greg Howland is happily married, he still pines for his first true love: a white-and-black 1969 Chevrolet Chevelle Super Sport. With its 396-cubic-inch, 325 hp V8 engine, the muscle car fueled his passion for a high-octane hobby: professional funny car racing.

The cost? A mere \$1,200. The return on investment? Priceless.

"I was a car nut," says Howland, who co-owns Apple Valley Pumping with his wife, Luanne. "I tore down that Chevelle many times, sometimes just because."

Howland started drag racing when he was 17 years old on a quarter-mile strip at the Firebird Raceway in Boise, Idaho, where he grew up. At the time, students from five area high schools competed in races sanctioned by the National Hot Rod Association.

Howland later fell in love again, this time with a 1978 Z-28 Chevrolet Camaro with a 350-cubic-inch V8 engine that, after modifications, generated 350 hp.

"It was not only fast, but it handled corners better, too," Howland says.

In 1998, he moved on to another four-wheeled romance, this time falling for a 1923 T-bucket Roadster, "a full-blown race car," as he calls it. (It's essentially a 1923 Ford Model-T married onto a race car chassis and equipped with a 454-cubic-inch, 600 hp V8 engine.)

"With that car, I raced at the sportsman's level, where you have to win to get paid," he says. "I won \$2,500 with that car in 1999, when I won the American Hot Rod Association World Finals in Spokane."

But the highlight of Howland's racing career came later, after he formed Zeus Racing and became a professional funny car racer, which meant he got paid to enter competitions. In a funny car featuring a 1979 Chevrolet Corvette body paired with an eye-popping, 517-cubic-inch, 2,000 hp engine with a 1471 supercharger, he won the NW BB Funny Car Association championship five times (including consecutive wins from 2015 through 2017).

What's Howland's fastest speed in the Corvette? 214.45 mph, which resulted in his personal-best quarter-mile time: 6.508 seconds, recorded at the NHRA Winternationals in 2016 at the Auto Club

Raceway in Pomona, California.

Surprisingly, Howland says he doesn't like the high speed. Instead, he prefers the acceleration part of the equation, or roughly the first eighth of a mile. "After that, I can't wait for the parachutes to come out," he says.

Howland says that so far, he's avoided any crashes or injuries, though he has crossed the center line a few times.

"A funny car is a different animal than my prior cars or dragsters," he explains. "They're a challenge to drive because they have a short wheelbase. So when you accelerate really fast in a short amount of time, any imperfection in the racing surface can throw you into the wall or across the centerline."



"There's a lot of unpredictability, sort of like riding a bull," he continues. "So you really have to be alert."

How long does Howland plan to keep donning a fire suit and helmet for 200 mph weekend rides?

"I have a crew chief right now, Kenny Gray, and he's the best," Howland notes. "So when Kenny says he's had enough, I'll say I've had enough. Because once you've had the best, you can't go backwards."

As for the Chevelle, does Howland still have it?

"I wish," he says. "I sold it for \$3,000 in 1981. Being a dumb kid at the time, I didn't realize it was on the edge of becoming a collector's item."

"But I have the VIN number and I'm still trying to find it."

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**Jennie Lyon**  
Contributor

Jennie Lyon is the owner/operator of Jennie Lyon Digital Marketing & Virtual Services. Learn more at [www.jennielyon.com](http://www.jennielyon.com).

# You've Decided to Dive Into Social Media Advertising. What Now?

Good planning and follow-through are required to take advantage of Facebook's huge audience and useful advertising analytics

By Jennie Lyon

**I**t's baffling to think that Facebook was once just a social networking site for Harvard University students. As of 2021, it boasted 2.85 billion monthly users. That's a staggering number.

And as the owner of a small business, it's hard not to get excited by the prospect of all those people seeing your advertisement. There are still plenty of ways that pumping company owners like you can optimize Facebook advertising to help grow your business and attract a fraction of that massive user base.

Facebook paid advertisements are available to anyone willing to create them. If you're on Facebook, you've definitely seen them in one form or another, either right in your face as newsfeed ads or just off to the right as a margin ad. Businesses have also begun utilizing the Facebook Stories function for advertising.

When Facebook first introduced advertising, margin ads were the pioneers. As the site grew and technology improved, "the algorithm" became a hot-button topic, and ads began to eerily seek us out, offering things we didn't know we wanted until we saw them.

➤ It can be tempting to want everyone on Facebook to constantly see your ad. But when they see the same image and copy over and over, viewers tune it out or even get annoyed by it. To avoid this, ensure you set post frequency to no more than five views per user.

Facebook ads are user-friendly and offer flexible models for campaigning and cost. Margin ads are more affordable, but they don't grab attention the way newsfeed ads do. You also have various goals to select from that Facebook uses to dictate how your ad is built and who sees it.

To that end, you'll want to get specific about what your service offers the audience you seek. You can decide if you're creating an ad to raise brand awareness, convert browsers to sales, or simply engage with your audience through Messenger. Furthermore, you'll want to figure that out because —

depending on your goals — you may want to choose different pricing models, selecting between one that charges you based on an ad's impression (amount of reach and relevance) or per-click. Both models have their merits, but you need to mind that marketing budget and use it effectively to get in front of the right faces.

## CONSTRUCTING ADS

To make the biggest impact with your Facebook ad, you need to build the content carefully. So let's break down each element to help your ad stand out:

### Headlines

If you don't nail that headline, your ad will fall flat. You need to get specific about what you're selling. With Facebook ads, your value proposition has to be something consumers need, that solves their pain points, and they can't not click on. That's what will boost your click-through rate and drive customers. Mention what makes you unique and do it concisely (40 characters max) with catchy phrasing. I like to use a subject line tester like CoSchedule ([coschedule.com](http://coschedule.com)) to evaluate my message for posts and emails.

### Imagery

While a catchy headline is excellent, using the right visuals is the most important part of your ad. Facebook's algorithm favors images, meaning your message is more likely to be seen when it has a compelling, relevant image. It also takes up the most space in your ad. When considering the type of image to use, think welcoming, bright, high contrast and incorporate your brand coloring. Regardless of the image, make sure it's as high quality as possible. The recommended resolution is 1080x1080, so make sure you have a crisp, clear picture to present your audience. Nothing makes me question a business' quality and commitment to their work than a low-resolution image in their advertising.

### Messaging

You have room above your image, even on your graphic, and in the link description to write out details that can drive your Facebook ad home. With your link description, you want to get to the point (30 characters) and use active, urgent phrasing. That is where it pays to advertise a specific product or offer, for instance, 25% off on a customer's next septice service.

Make that call to action as clear and appealing as possible. With your post

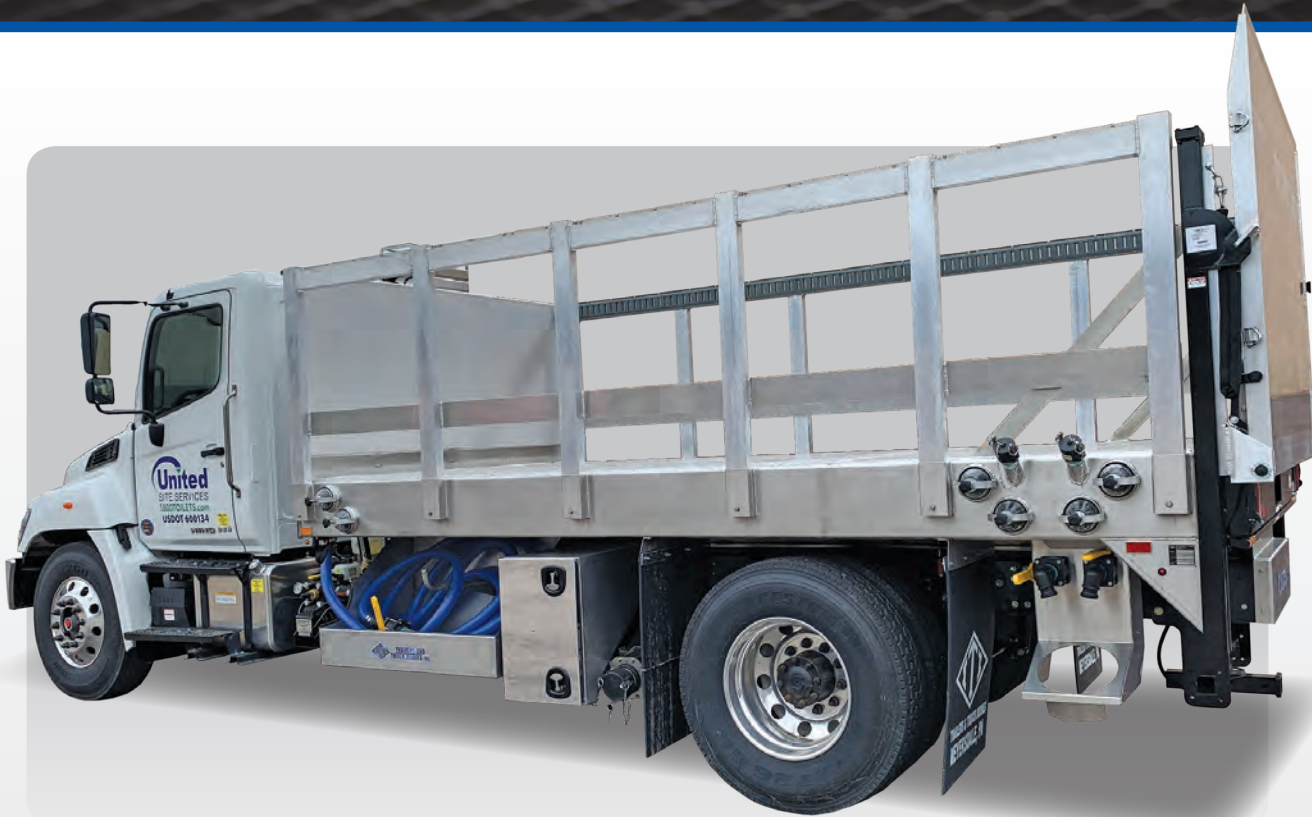
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## BUILDING THE BUSINESS

text on newsfeed ads, you have a lot of room to expand your copy, but again, people don't want to read a wall of text to find out what you have to offer. Stick to 125 characters and use things like testimonials or statistics to reinforce your quality service.

### AFTER THE POST

One part of many Facebook ad campaigns that most businesses fail to consider is including a post-click landing page. These create a focused space for you to inform, attract and convert your target audience. Here is where you can offer freebies or incentives. It requires targeted copy and content, but it makes anyone who lands there more likely to buy as it expands on the offer you made in your ad.

Too many people think once their ad is made and circulating, they're done. Don't fall into that trap. Facebook offers tools and analytics for users to review. After you've let your ad run for a few weeks or months, have a look at how it's doing. How big of an impression is it making on your target audience? What does Facebook's relevance rating think of it? Are you getting a high or low click-through rate?

An A/B testing tool lets you create variations of your ad. You make two with different sets of copy and imagery, then compare to see which performs better. It's worth the effort and investment to broaden your research and find out what works.

Review the data and make changes to improve your advertising impact. But be judicious! Just because you can change doesn't mean you need to. Don't go tweaking every day. Otherwise, you'll skew the analytics, and you'll never know what did or didn't work in a given period. Even if the numbers seem low, don't panic. Be patient, then change things up based on the trends you're seeing.

The last advice I have is to pay attention to post frequency. When you set up your advertising on Facebook, you can adjust how often individual users see your ad. It can be tempting to want everyone on Facebook to constantly see your ad. But when they see the same image and copy over and over, viewers tune it out or even get annoyed by it. To avoid this, ensure you set post frequency to no more than five views per user. That helps keep it fresh and relevant, leading to a higher click-through rate. As far as costs go, if you're budgeting for cost-per-click, the higher the frequency, the more you pay.

### SET A STRATEGY

While those posts may seem like small 1080x1080 squares, there is a lot that you need to consider and collect to optimize their impact. With a specific offer, excellent copy and imagery and a clear strategy that you're ready to review and tweak as needed, you can start to build some meaningful, eye-catching ads that will get your wastewater services noticed. **P**

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# Corporate Tax Analysis Is Helpful In a Challenging Economy

A qualified financial expert can wade into the intricacies of your pumping company to find ways to raise your bottom line

By Joan Koehne

**C**orporate taxes take a big bite out of small businesses. With today's high inflation rates and the threat of an economic recession, small-business owners are looking for every possible way to save money.

Is your pumping business taking advantage of every tax break available? By reducing the corporate tax you owe, you'll keep more money in your pocket, making it easier to finance and grow your business. Roman Basi, attorney and certified public accountant at the Center for Financial, Legal and Tax Planning in Marion, Illinois, recommends a variety of strategies to save money on corporate taxes.

"What comes to the forefront is, 'How can they structure their company to save taxes?' " he says.

When advising clients, one of the first things Basi checks is the legal and financial structure of a company. He performs a tax minimization analysis to compare the tax impact of different organizational structures. Tax classification varies, depending on the way an entity is organized.

For example, many small businesses form their legal entity as a limited liability company, S corporation or disregarded entity. The Internal Revenue Service taxes these entities through the owner's personal income tax form. All income and expenses flow to the business owner's 1040. Hence, these entities qualify for "flow-through taxation."

## CHANGING THE DESIGNATION

The business owner files an annual income tax return and a separate corporate tax return (if an S corporation) for the business yet the corporation pays no taxes. Although a flow-through taxation designation may yield the most favorable tax outcome, oftentimes it's worthwhile to consider alternatives.

The tax minimization analysis answers the question: What happens if we change this company to a C corporation, which is not a flow-through entity? Taxes are paid by the company instead of the business owner. To create a clear and understandable comparison, Basi's team develops a mock-up of financial statements showing the tax implications if the company switched to a C corporation. The tax minimization analysis considers alternatives to flow-through tax designation.

The results can be surprising. One of Basi's business clients with a flow-through tax designation was paying taxes at a rate of 37%. By restructuring the company as a C-corp, the tax rate dropped to 21%.

“It's crucial whenever you're dealing with tax law and tax advice to speak to someone that's not just a CPA but a tax attorney who specializes in the federal tax laws. They interpret what they see on the tax returns and financial statements as they relate to the tax code.”

– Roman Basi

"The tax minimization analysis goes a long way for small businesses," Basi says. The analysis especially is valuable for owners preparing to sell or transfer their business. Sellers want to maximize value and earn enough money to transition to a new career or enjoy their retirement. The analysis helps business owners make educated decisions based on financial data, not guesswork or gut instinct.

## CHOOSING AN ADVISER

When it comes to business finances and taxation, a certified professional tax adviser simplifies the decision-making process. Basi recommends selecting a tax adviser who does more than just prepare tax returns and financial statements.

"I think it's crucial whenever you're dealing with tax law and tax advice to speak to someone that's not just a CPA but a tax attorney who specializes in the federal tax laws," he says. "They interpret what they see on the tax returns and financial statements as they relate to the tax code."

Another factor to consider when choosing a tax consultant is the size of the tax advisory service.

"They should seek out advisers that are similar in size to their company," Basi says. "Does a small, three-man operation want a 100-person law firm or accounting firm giving them advice? No. Their interests aren't aligned that way."



One of the benefits of working with tax advisers is their knowledge of current state and federal tax laws.

“There’s nothing new that business owners absolutely need to know about right now. What they must know about is what’s going to expire,” Basi says.

The most prominent tax legislation about to expire is the federal estate tax exemption, which sunsets at the end of 2025. Currently, a person can pass away and not pay any federal estate tax if they own up to \$12.06 million in assets, doubled to \$24.12 million if married. If Congress doesn’t act on this legislation before it expires, the federal estate tax exemption reverts to \$5 million in total assets, adjusted for inflation (estimated to be \$6.6 million), but not doubled for married couples.

“There’s been no discussion on whether it’s going to be extended or not. People have to start planning,” Basi says. Business owners should calculate what their assets are worth. If assets are above the federal estate tax exemption, they may end up paying 40% in federal estate tax. Additionally, state estate tax laws don’t always align with the federal estate tax laws. As the end of 2025 draws closer, Basi recommends keeping an eye on federal and state estate tax exemptions.

### HUNT FOR DEDUCTIONS

Another thing to keep an eye on are tax deductions. They lower a business entity’s taxable income, so the business owes less to Uncle Sam.

One important deduction is the qualified business income deduction. The QBI prevents flow-through entities from paying taxes on 20% of their income. “Most business owners know that clause, but some do not. Some of them are not taking advantage of that,” Basi says.

Another one of the most common tax deductions for small businesses is the meals deduction. Business meals are tax deductible. So, keep track of restaurant receipts and meal expenses for corporate events like employee picnics and holiday parties. Also track expenses for meals when traveling for business, entertaining a client or attending business conferences.

Mileage is another expense to track, both for fleet vehicles and private vehicles used for business purposes. The current standard business rate set by the IRS is 62.5 cents per mile. In addition to mileage, business owners can deduct the depreciation of work automobiles placed into service in 2022.

Small-business owners with a home office can claim their office as a tax deduction. Generally, only the portion of their home used exclusively and regularly for conducting business can be claimed. Additionally, the business owner can deduct certain expenses related to the home business, like utilities, rent, mortgage interest and insurance.

Tax credits also are available for retirement plan startup costs and solar energy project investments.

Finding ways to save money on taxes is worth the required time and energy. Taxation typically isn’t always top-of-mind for busy pumpers who are focused on providing great customer service. That’s why it pays to consult with a tax adviser who will look at tax law, tax deductions and tax credits to find all of the money-saving strategies available. By reducing the corporate tax you owe, you’ll have more capital to invest in your business. **P**

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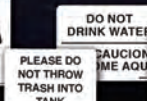
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# Massachusetts may require nitrogen technology for all of Cape Cod

By David Steinkraus

Indications are Massachusetts will change its Title 5 onsite rules to require nitrogen-reducing technology on all of Cape Cod. The Massachusetts Department of Environmental Protection has contacted town managers in advance of a general notice about the change, reported Cape Cod news organizations.

Changes may require upgrades of all existing systems within five years after the regulation takes effect, which may give towns the option of applying for a watershed permit, allowing them to tailor solutions to their particular circumstances.

Four communities already hold a single watershed permit for Pleasant Bay on the eastern end of Cape Cod. The permit was issued in 2018 and was the first in the state. It requires the communities to cut nitrogen flow into the bay by 39,022 pounds (17,700 kg.) in 20 years. Three communities are building sewer systems. The fourth is reducing fertilizer use on its municipal golf course, improving drainage, considering alternative technologies and planning a small treatment system.

Stanley Andrews, who chairs the board of health in Bourne, told the *Cape Cod Times* that some Title 5 change by year's end is a good possibility if for no other reason than the lawsuit filed last summer against the state and the towns of Barnstable and Mashpee.

In the lawsuit, the Conservation Law Foundation asked a court to suspend permits for conventional septic systems in the two towns until they develop a plan to stop nitrogen pollution. For years the towns and state have known that nitrogen pollution from septic systems is fouling waterways, the foundation argues in its suit. By continuing to approve permits, the towns and state have allowed pollution to continue and thus have violated state law, the suit asserts. Instead of conventional septic systems, the foundation wants advanced treatment units to be required when onsite systems are installed or when properties are transferred.

Thirty watersheds on Cape Cod have nitrogen total maximum daily loads approved by the U.S. Environmental Protection Agency.

Brewster Town Administrator Peter Lombardi told [wickedlocal.com](http://wickedlocal.com) that the process of changing Title 5 is only beginning. A meeting with town officials would be followed by a public comment period, he said.

## Maryland

Anne Arundel County notified installers that the state has ordered changes for onsite permits and applications in the county.

Site plans will now be required for all repair applications. The county Health Department will conduct a perc test as it has done, and will then send a letter to

the property owner, applicant and contractor recommending minimum onsite requirements. It will be up to the property owner to decide who will create and submit the site plan.

Site plans must be signed and dated and should include information such as locations of nearby structures, locations of wells within 100 feet of the property, swimming pools, layout and design of the proposed system, rights of way and easements, and anything that could impede installation of a system.

Permits for conventional tanks will no longer be automatically issued, and the process for perc and dry wells will also change.

## California

Directors of the Sonoma County Water Agency voted in June to conduct a study of wastewater treatment options for properties along the lower Russian River. Homes and businesses in Monte Rio and Villa Grande rely on onsite systems that don't meet current standards and could discharge untreated effluent into the river and its tributaries, according to a press release from the county.

Brelje & Race Consulting Engineers of Santa Rosa will conduct the \$425,000 study of options including one or more alternatives recommended by a citizens advisory panel and representatives of local governments. The next step would be a pilot project to begin upgrading onsite treatment.

Sonoma County supervisors will consider revisions to the county's onsite treatment manual in early 2023. Information about the proposed changes is available at [permitsonoma.org/divisions/engineeringandconstruction/wellandsepticssystemsepticssystemsowtmanual](http://permitsonoma.org/divisions/engineeringandconstruction/wellandsepticssystemsepticssystemsowtmanual).

## Texas

The chair of the Hood County Republican Party lost a court fight over maintenance of his onsite system. A judge found Steve Biggers has not been maintaining his system in accordance with county regulations.

Biggers has said publicly that he believes trained homeowners should be able to maintain aerobic systems instead of being forced to contract for the service, reported the *Hood County News* in Granbury, Texas. Court testimony showed Biggers had taken training from the Texas A&M AgriLife Extension Service.

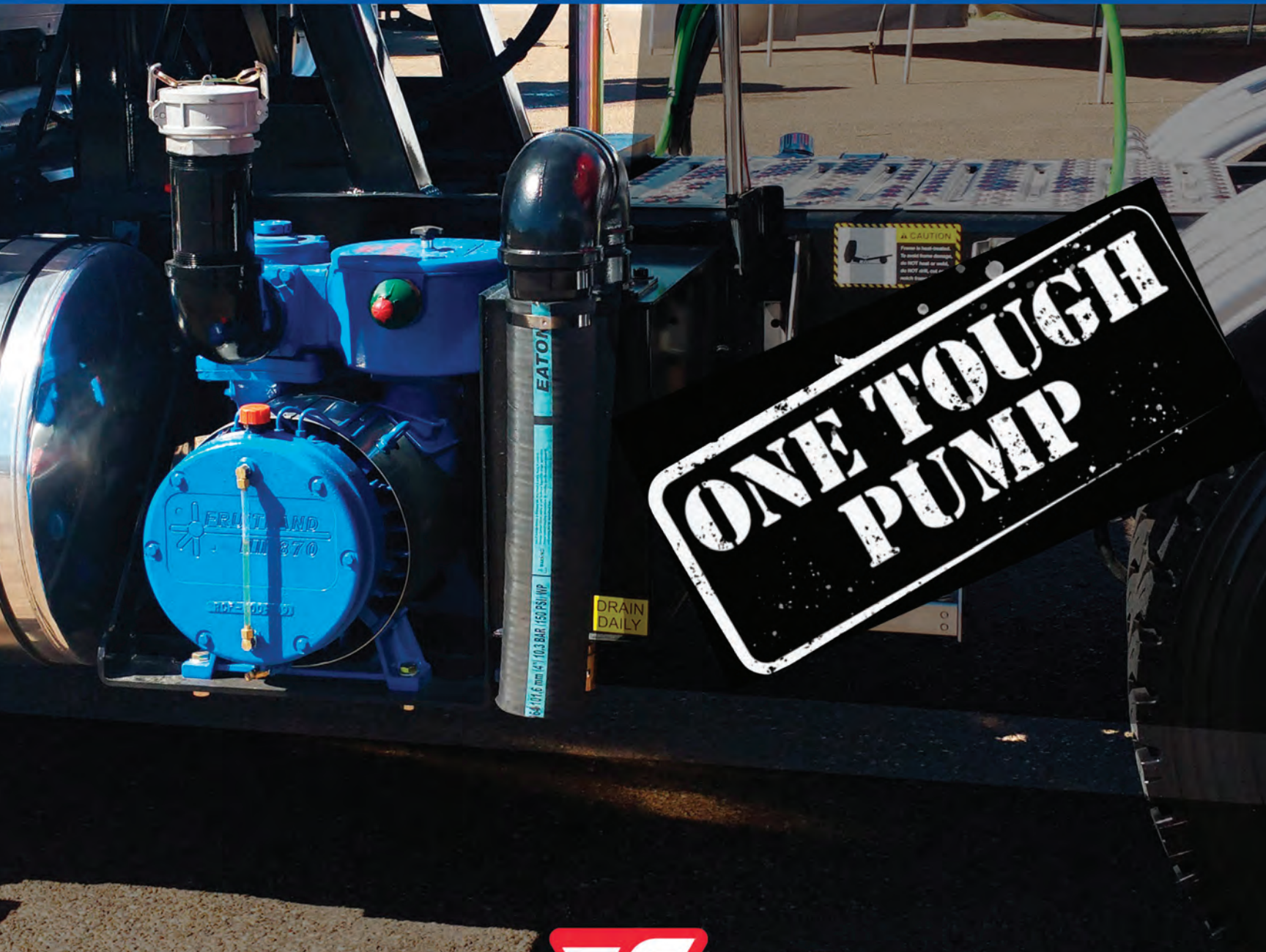
Some counties accept that training as sufficient, but Hood County requires homeowners to complete a more intensive two-day training through the Texas Onsite Wastewater Association if they want to maintain their own systems.

County Attorney Matt Mills said the court decision means that if Biggers doesn't comply, the county could consider asking a judge to hold him in contempt of court. **P**





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**Name and title or job description:** Mike Sample. I'm the owner and president of Sample Excavating. I'm also a service technician for Onsite Septic Inspection & Services.

**Location:** Glen Arm, Maryland

**Services we offer:** At Sample Excavating, I install systems and do design work for innovative and alternative systems, and I'm a stocking dealer for Hydro-Action. At OSIS we service, inspect and maintain best available technology systems and answer alarm calls. That also gives us a chance to educate homeowners, which I think is one of the most important things we do. I talk to people for as long as they want to listen about simple care and maintenance.

**Age:** 64

**Years in the industry:** I've been a licensed disposal contractor for 44 years, but I think I probably put my first septic system in when I was 16. My father was in the excavating business and I was the backhoe operator. I would get subbed out to do digging for plumbers and get left on jobs by myself, doing the whole project. One day the light bulb went on and I thought maybe I should go into business for myself.

**Association involvement:** I joined the Maryland Onsite Wastewater Professionals Association about 15 years ago, not long after it started. I've done some volunteering and been involved in panel discussions, and I usually have a vendor booth at the conferences.

**Benefits of belonging to the association:** Training and education are key benefits. It also brings together all the different branches of the wastewater industry — pumpers, installers, regulators — to share ideas and have a voice in the formation of policies and regulations. And what really sparks my interest is they're getting ready to build a training facility where they're going to have all the different treatment technologies and disposal systems (drips, mounds, pressure dose systems) on site and working. I'd like to see it opened up to the general public as well, to educate them because people don't want to get away from the old-time technology.

**Biggest issue facing your association right now:** Keeping the membership and getting more people interested and involved. I wish company owners would get their employees involved. I'd also like to see



Mike Sample with a Ford Transit service van.

the association put out public messages on how to take care of a system — simple things that can make it work properly and prolong its life, and alternatives to things that cause problems like quilted toilet tissue, wipes and detergent pods.

**Our crew includes:** At Sample Excavating, I'm basically a one-man operation. I still do some of the physical work but I sub out a lot of the excavating to other installers and mostly concentrate on designing. At OSIS I am part of a really good team — three other service technicians, a great office staff, and the owner, Nancy Minahan — one of hardest-working people I've ever worked with, but always fair and supportive. I've worked for them for about eight-and-a-half years. Going from being a one-man show to being part of a group is very rewarding. You've always got somebody watching your back. We help one another and take turns being on call.

**Typical day on the job:** Every day is different. I might be doing a layout on an innovative system, delivering a pretreatment system, working with an installer, operating equipment. A typical day with OSIS is doing service visits (checking the sludge levels, changing filters, making sure systems are working properly, fixing what needs to be fixed) and reviewing everything with the homeowners.

**The job I'll never forget:** I design a lot of drip disposal systems. A couple years ago, I put one in, it was working and everything seemed fine, but the filter would get clogged every week. It was driving me crazy.

(continued)



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The woman and her adult son were very cooperative. They didn't have a garbage disposal, weren't flushing whatever. I scraped some of the crud off the disc filter and laid it on top of the manhole to take a picture of it, just to see if somebody else had an idea. When I blew it up it looked like grass seed. Then I saw it moving. The system had old terra cotta pipe and it was overwhelmed with drain flies. It was their larvae that were clogging the filter. The owner flushed all her drains with vinegar and baking soda to kill them off and then I strapped a couple bags of moth balls around the recirculation pipes and they haven't had a problem since.

**My favorite piece of equipment:** I love my mini-excavator, a Yanmar ViO35. I wish I'd had that 30 years ago. We'd get on tight sites and I'd end up digging pipe repairs with a shovel rather than listen to a homeowner gripe about lawn damage from a big backhoe. There are a lot of jobs we used to do with a big rubber-tired backhoe that can now be done with a mini-excavator. They can be used to set pre-treatment systems, which are fiberglass, not concrete. Tracked skid-steers are another thing that really made the world better.

**Most challenging site I've worked on:** A few years back, I designed a low-pressure dosing system on a lot where the septic reserve area was in a triangle shape. Pressure-dosed systems have to be balanced so there's even distribution over all the trenches — which was difficult because I had one trench 40 feet long, one 80 feet, and one 60 feet. It was one of the hardest challenges I've had, to work out all the calculations to get that water to dose the whole system evenly. But it was rewarding to turn the pump on and see that each trench had the same pressure.



▶ Sample and Ellie (white Boxer) load a Hydro-Action nitrogen-reduction system and AK Industries tank on a Lamar flat-deck trailer.

**Oops, I wish I could take this one back:** Any time I broke away from the onsite septic trade — doing construction management, using my equipment for something else — I ended up thinking, “What am I doing here? Why am I doing this?” The worst thing I've gotten into was digging graves. I had done a cemetery expansion where you put the crypts in. It was proposed to me that it was just like septic work because you're excavating the site and setting concrete vaults. So that wasn't bad, but afterwards I started doing the grave openings and that was something I was real sorry I got involved in. It's not something you can plan ahead of time so you might get pulled off of another job. They don't cancel funerals because of bad weather and I had some terrible situations — 5-inch rainstorms, frozen ground. And you have to set up the tent and the lowering device, and then coordinate with the funeral director who has to be present for the lid closing. You basically spend your whole day there.

**The craziest question I've been asked by a customer:** I've had everything from, “Can we flush stink bugs?” to people asking me to cheat on perc tests by digging the holes ahead of time and filling them with good material. What I get all the time is people asking if they can build decks over their systems — which is fine if they listen to me when I say no but nine times out of 10 they don't.

**If I could change one industry regulation, it would be:** Prohibiting garbage disposals in private residences, or, if permitted, that it be mandatory to have a grease interceptor on the kitchen waste drain.

**Best piece of small business advice I've heard:** Early on I'd complain about tough sites and things, and one of the old pumpers told me, “The only people who don't have any problems are the people who don't do anything.” I took that as, “You'll figure it out, just do it.” I also take inspiration from a quote in Proverbs: “Entrust your work to the Lord and your plans will succeed.” I try to live like that.

**If I wasn't working in the wastewater industry, I would:** When I retire, I may continue to do design consulting but I'd like to get involved in some kind of organic food-producing sustainable agriculture. It's basically working with the same principles — taking care of the soil, the water, what Mother Nature gave us, in a way that the next generation can use it. That's how I look at the septic business. I'm more of an environmentalist than a businessman.

**Crystal ball time — This is my outlook for the wastewater industry:** What I'd like to see is advanced treatment technologies, aerobic treatment technologies, drip dispersals, become the industry standard, not something considered “alternative.” For a few years in Maryland around 2014, they were requiring all new homes to have a BAT system, and then we had a political change and it got kicked back so now those systems only go into areas with poor soil conditions or where it's close to a body of water. But knowing what I know and seeing all the different systems, it's like, if you only knew how much of a difference it makes. **P**

- Compiled by Betty Dageforde



▶ Sample using a CASE 580 backhoe on a tank installation.



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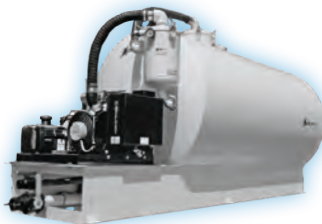
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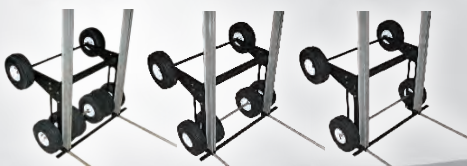


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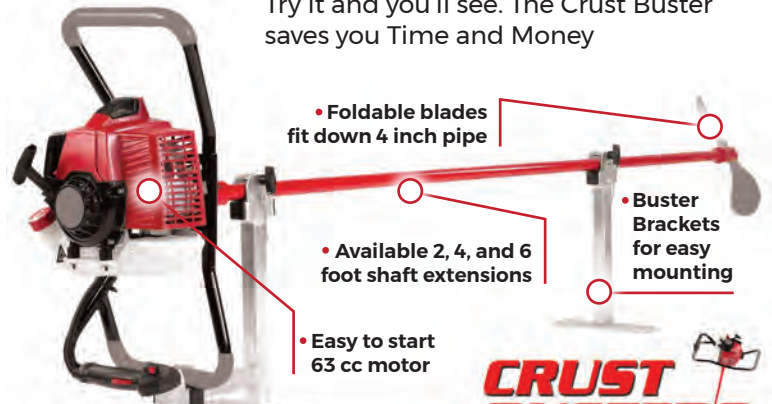
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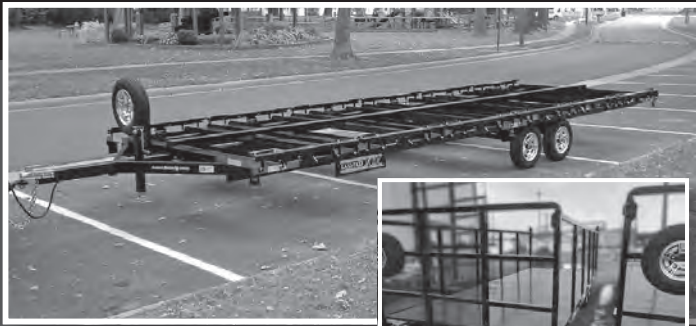
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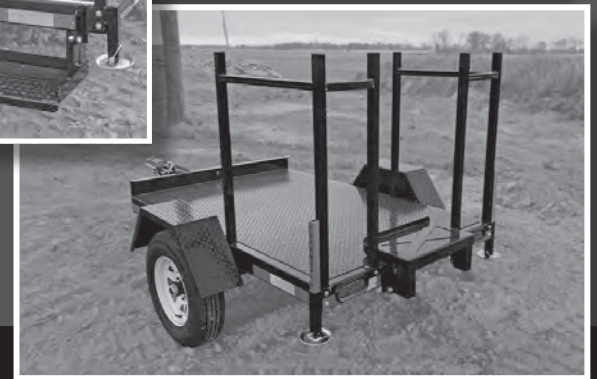


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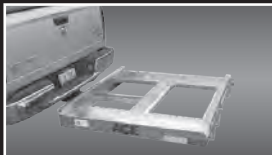
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National Association of Wastewater Technicians  
www.nawt.org; 800-236-6298

## CANADA

### Alberta

Alberta Onsite Wastewater Management Association  
www.aowma.com; 877-489-7471

### British Columbia

WCOWMA Onsite Wastewater Management of B.C.  
www.wcowma-bc.com  
877-489-7471

British Columbia Onsite Sewage Association

www.bcossa.org; 778-432-2120

### Manitoba

Manitoba Onsite Wastewater Management Association  
www.mowma.org; 877-489-7471

Onsite Wastewater Systems Installers of Manitoba, Inc.  
www.owsim.com; 204-771-0455

### New Brunswick

New Brunswick Association of Onsite Wastewater Professionals  
www.nbaowp.ca; 506-455-5477

### Nova Scotia

Waste Water Nova Scotia  
www.wwns.ca; 902-246-2131

### Ontario

Ontario Onsite Wastewater Association  
www.oowa.org; 855-905-6692

Ontario Association of Sewage Industry Services  
www.oasisonario.on.ca  
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### Saskatchewan

Saskatchewan Onsite Wastewater Management Association  
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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.
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

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**RTX**



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76 oz - Oil Capacity

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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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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.

# Monitoring and Sampling Are Always Good Ideas

Assuming a septic system is working properly could put human health and the environment at risk

By Jim Anderson, Ph.D.

As our onsite systems have become complex with more treatment components, the need to regularly monitor performance has increased. Additional pretreatment components, ATUs and media filters all require increased maintenance to ensure performance.

Using more advanced treatment technologies than conventional septic tank-to-soil treatment has allowed systems to be installed in more sensitive environmental areas. Monitoring system performance in these areas is an integral part of protecting the environment and public health. Without systematic monitoring and sampling, the manufacturers, owners nor the environmental agencies know whether the system is performing to the required standard.

As service providers, you already know that many of the advanced treatment systems manufacturers require some type of training course or certification to install or work on their systems. These manufacturers have their own set of monitoring, maintenance and sampling programs. It is important these protocols are followed explicitly because not doing so usually voids any warranty of the system.

## WHAT TO TEST

What needs to be monitored and sampled and the frequency of those activities depends on manufacturers requirements, system location, the environmental or health risk involved, and permitting authority requirements. This applies to all systems where there is an interest in determining if the system is working the way it should.

A less complex example of a regular performance check is the requirement in lakeshore areas to have the septic tank drainfield system checked on a regular schedule. For my own system, the county requires an inspection every three years. The septic tank is accessed through the manhole, sludge and scum levels are measured, and if the total thickness of these layers exceeds one-third the operating depth, the tank is cleaned. The inspection also requires the service provider to inspect the drainfield area for any evidence of effluent at the surface. If surfacing is detected, the homeowner needs to work with an installer to repair or replace the system.

For other types of systems, sampling and monitoring frequency depends on what constituents need to be determined and what the reason for the requirement is. An example is restaurant systems where it is important when effluent to the soil treatment area is lower than 170 mg/L biochemical oxygen demand, 60 mg/L total suspended solids and 20 mg/L fats, oils and grease.

➤ I have often advocated for always measuring flows, even in residential systems. ... It can confirm whether a system is hydraulically overloaded and solutions identified as to whether flow can be reduced or the system has to be enlarged.

A sampling and observation schedule is put into place to determine whether these levels are accomplished by a series of septic tanks or additional pretreatment by an aerobic treatment unit or media filter. Following installation of the units, the sampling schedule should begin with frequent observations, then lengthening time in between until the long-term sampling and monitoring frequency are established.

## FIVE-PHASE SAMPING

An example five-phase sampling approach would be starting two weeks after system installation, or startup sampling would begin on a weekly basis. If the samples are meeting the required levels after two months, sampling would move to phase two — every other week for two months. After four passing samples, phase three would entail a sample once a month for three months. If the samples pass, a sample would be taken quarterly for a year as phase four. If every sample passes, then the long-term sampling period would go into effect as either annual or semiannual samples throughout the life of the system.

An approach like this provides data on how the system performs from startup through typical operation. It will detect operation differences during different seasons or time periods. System maintenance schedules can be adjusted depending on what the sample data show. With periods of high use or differences due to seasonal temperatures those can be identified and changes in operation can be made.

In environmentally sensitive areas or when an experimental system is installed, additional wastewater constituents such as nitrogen, phosphorus or bacteria may require monitoring. Examples are in areas where there are elevated nitrate levels in the groundwater or where freshwater estuaries on the coast need to be protected. Phosphorus would be sampled along lakeshores





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or river shoreline to reduce potential for seasonal algal blooms. Fecal coliform bacteria as indicators of potential pathogens would be sampled in areas of rapidly permeable soils or reduced ability to provide adequate separation distance to groundwater.

**ADDED SAMPLING**

Dissolved oxygen, pH and wastewater flow are additional constituents or characteristics that can be monitored and sampled, which can provide information on whether a system component is operating as intended. An example where DO is important to monitor is for an ATU. To provide oxygen to break down the organic matter in waste, the DO should be higher than 1 mg/L. A reading of less than 1 mg/L indicates a problem that should be investigated.

I have often advocated for always measuring flows, even in residential systems. It is a key component to the performance of any system. Having flow data when troubleshooting a system is essential and relatively easy to obtain with a water meter. It can confirm whether a system is hydraulically overloaded and solutions identified as to whether flow can be reduced or the system has to be enlarged. Research has shown systems operating on average at 80% or more of their design flow are likely to experience problems, so having that information can avoid problems before they arise.

Monitoring and sampling should be a part of our regular system maintenance schedules to ensure systems are operating the way they should to protect the environment and human health. **P**





# Portable Sanitation

By Craig Mandli



## DECALS/MAGNETS/LABELS

### Allied Graphics decals

Decals from **Allied Graphics** are designed for the portable restroom industry to stick and stay on units and in tough environments. The long-life vinyl decals use ultraviolet inks

to look good for years, according to the maker. The decals can also be applied to sinks and trailers. **763-428-8365; www.allied-graphics.com**

### Roeda decals

**Roeda** decals utilize 4 mil permanent adhesive vinyl and UV fade-resistant inks for applications such as portable restrooms, restroom trailers, hand sanitizer stands and outdoor sinks. They come in a variety of stock UV inks, but can also be printed with any custom Pantone match. Decals can be cut to any size or shape. A UV clearcoat or lamination adds extra protection against the elements. Options and adhesives are available using existing logos or having new designs made. **800-829-3021; www.roeda.com**



## GRAFFITI REMOVAL

### Safe-T-Fresh by Satellite Industries Graffix

**Graffix** from **Safe-T-Fresh** by **Satellite Industries** is an environmentally safe liquid gel used to remove paint and chemical-resistant coatings and does not contain MEK or other harsh, flammable chemicals. It is designed to remove multiple layers of oil and latex paints from various substrates, including HDPE, wood, brick, stone or metal. The gel is formulated to adhere to vertical surfaces without running. It contains no water

and is intended to be used undiluted. Spray it on the surface to be treated, allowing a minute for the formula to activate. For best results, wipe it off with the provided sponge. A rough towel or rag is also acceptable. Deep penetrations of ink or paint may require a second application. In that case, apply it and allow the gel to soak an additional 2 to 4 minutes. Wipe it with a sponge and rinse if necessary. **800-883-1123; www.satelliteindustries.com**



## ODOR CONTROL

### Century Chemical Toi-De-Fresh

The **Toi-De-Fresh** line of portable sanitation products from **Century Chemical** is available in Super Concentrated and Premixed formulas in both formaldehyde and nonformaldehyde variations. A variety of in-stock fragrances are available, in addition to standard offerings such as grape, piña colada and vanilla. The recently reformulated 2-ounce baby powder fragrance toss-in packet provides strength, longevity and odor control. The items can be paired with Super Mask masking agent and the company's line of all-purpose cleaners and citrus degreasers. **800-348-3505; www.centurychemical.com**



### J&J Portable Sanitation Products Truex Power Packets

**Truex Power Packets** from **J&J Portable Sanitation Products** are a nonformaldehyde, water-soluble, portion-control deodorizer using multiple odor control components that engage when needed. The formula utilizes advanced fragrance and long-lasting, deep-blue, non-staining color. They work to continuously break

down paper and waste, reducing mounding for increased odor control in the holding tank to provide long-lasting protection in the most demanding environments. They are available in a variety of exclusive fragrances and sizes. **800-345-3303; www.jjchem.com**

### Surco Portable Sanitation Products Potty Fresh Summer Plus

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



### Walex Products Porta-Pak Max

**Porta-Pak Max** from **Walex Products** contains 50% more color, 50% more odor control, and double the fragrance of the original Porta-Pak. It is ideal for hot conditions, heavy traffic or any time a product is needed that's a step above the usual deodorizer. It is formaldehyde-free, biodegradable and contains nonstaining dye. Drop one packet into the bowl for weeklong odor control. **800-338-3155; www.walex.com**

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## PORTABLE RESTROOMS

### PolyJohn PJN3

The **PJN3** from **PolyJohn** has a spacious interior and a translucent roof. It features anti-slip floors, maximum ventilation, a two-roll paper dispenser and an occupancy signal latch. Options include a hand-washing sink or hand-sanitizing dispenser, convenience shelf with hook, locking kit and gender signs. It is available in the standard static tank model or with an optional recirculating flush tank. Its waste tank design makes cleaning and servicing easy, according to the maker. Each unit comes with a door-mounted mirror, handle and a nonsplash urinal. It is made from high-grade polyethylene. **800-292-1305; www.polyjohn.com**



### Sansom Industries Zenith

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

## PORTABLE RESTROOM MOVERS

### Armal transport dolly

The **Armal** transport dolly can be used to move any Wave standard portable restroom. It is made of lightweight aluminum and is compact, making it easy for one operator to maneuver a restroom quickly. It is designed for rigorous daily use and speeds the process of picking up and/or dropping off portable restrooms safely and efficiently. **770-491-6410; www.armal.biz**



### Deal Assoc. Super Mongo Mover

The **Super Mongo Mover** hand truck from **Deal Assoc.** easily tips back and moves portable restrooms, and can carry full-size ADA handicap restrooms. The tall frame provides leverage so even smaller service technicians can move restrooms safely and easily. The alloy aluminum and steel frame is lightweight and strong, and only anodized aluminum touches the restroom body to prevent rust-staining. It is available with four, six or eight wheels with either pneumatic or flat-free foam tires. **336-599-3325; www.dealassoc.com**

It is available with four, six or eight wheels with either pneumatic or flat-free foam tires. **336-599-3325; www.dealassoc.com**

## PORTABLE SINK

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

The **Tuff-Jon** 90-gallon free-standing sink with trash container from **T.S.F.** provides two wash stations; hands-free, foot-operated pumps; a towel dispenser; and a 10-cup-capacity soap dispenser. A lifting bracket allows for easy positioning in high-rise applications. The lifting bracket has a 1/4-inch wire cable, weighs 30 pounds and is safety orange. The unit is constructed from easy-to-clean polyethylene, with 45-gallon waste and freshwater capacities, a towel dispenser, trash container, protective skid plate and freshwater drain plug. It weighs 85 pounds. **800-843-9286; www.tuff-jon.com**



## RESTROOM/Shower TRAILERS



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

The **1404-W** restroom trailer from **ART Co.** is designed for fast and easy setup with a streamlined appearance. The 14-by-8-foot, four-station unit comes with foldout steps and stabilizer scissor jacks. Units are available in Embassy, Cellar, Estate and

Chalet interior finishes and in several exterior color combinations to match existing fleets. Standard features include a 535-gallon waste tank, 200-gallon freshwater tank, heavy-duty steel frame, integral trailer skirting, 2 5/16-inch adjustable trailer hitch, heavy-duty tongue jack, maple cabinetry, Corian countertops, LED lighting, and ducted heat and air conditioning. Options include flip-up steps, AM/FM/MP3 stereo and pipe-mount leveling jacks. **269-435-4278; www.arestroomtrailer.com**

### Ameri-Can Engineering shower trailers

Shower trailers from **Ameri-Can Engineering** are available in 15 models, including handicapped accessible and ADA compliant. Shower/restroom combination trailers and decontamination shower trailers are also available. Each trailer is designed for rugged long-term use and to accommodate large numbers of users with comfort and cleanliness. The trailers are easy to set up and service and are user-friendly, according to the maker. Shower trailers are available in many sizes, colors and floor plans. All trailers have an extra-large steel, epoxy-lined waste tank; Torflex axles; a lockable equipment room; onboard poly freshwater tank; and on-demand propane hot-water heater. **574-892-5151; www.ameri-can.com**



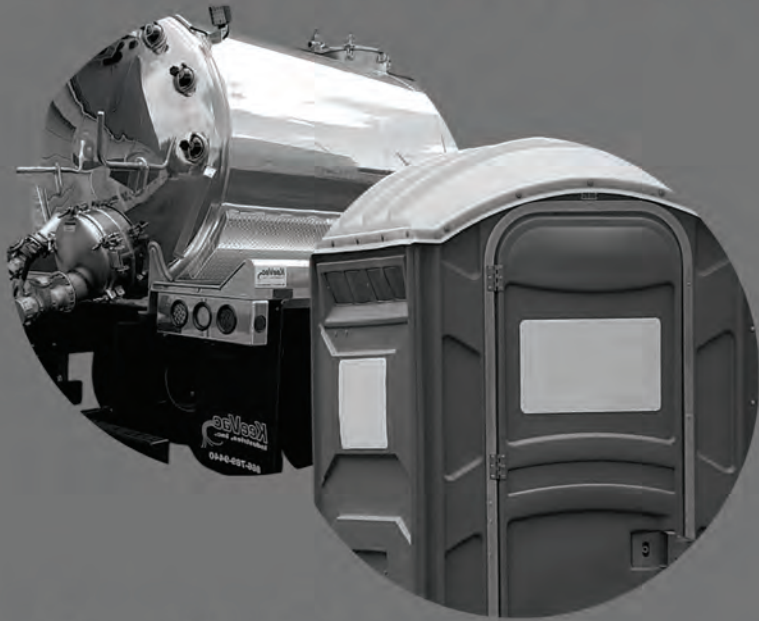
### Comforts of Home Services ADA line

The ADA-accessible line of restroom, shower and combination trailers from **Comforts of Home Services** is in full compliance with federal guidelines for the interior of the trailer.

(continued)



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**DRE Custom Trailers four-station trailer**

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



**JAG Mobile Solutions Smart Shower**

The **Smart Shower** from **JAG Mobile Solutions** is a compact eight-stall shower trailer. A 9,900-pound GVWR provides mobilization safety. A Class A commercial driver's license is often

not required to transport the unit, depending on local regulations. A compact profile compared to some traditional trailers allows more units to be placed in a tighter area when serving special events or responding to emergencies. **800-815-2557; www.jagmobilesolutions.com**

**Lang Specialty Trailers ADA trailers**

**ADA trailers** from **Lang Specialty Trailers** offer a balanced blend of ADA requirements and luxury features. Manufactured efficiently to meet the Americans with Disabilities Act, these trailers also check the boxes of comfort and pleasing aesthetics. They provide exceptional ramp utility that requires no tools for installation, allowing for ease of access to the trailer cabin. Each trailer offers first-rate metered faucets, waterless urinals and A/C units to ensure optimal comfort within the unit. The interior and exterior lighting is efficient and inviting, providing a stunning illumination to the cabin, according to the maker. **724-972-6590; www.langrestroomtrailers.com**



**NuConcepts-Very Impressive Portables Majestic**

The **Majestic** solar-powered and self-contained restroom trailer from **NuConcepts-Very Impressive Portables** is available in two- or four-

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

**Optimus Industries OI-3**

The **OI-3** restroom trailer from **Optimus Industries** sets up quickly utilizing different stabilizer options, and has easy set-up steps stored inside wide entry doors with large grab handles. It has a durable, spacious and easy-to-clean interior with fiberglass walls, solid-surface countertops and composite trim and cabinets. The unit is outfitted with quality commercial fixtures for years of trouble-free operation, according to the maker. The interior features are finished with transit grade flooring for durability. The exterior features seamless fiberglass with a composite backer that will not rot, warp or degrade and is easy to repair. It also includes vacant/occupied indicators. It sits on a 7,000-pound torsion axle along with 16-inch aluminum wheels and radial tires for a smooth ride. **574-226-0691; www.oirestrooms.com**



**Rich Specialty Trailers Neptune Anti-Virus**

The **Neptune Anti-Virus** restroom trailer from **Rich Specialty Trailers** is built with permanent interior walls that kill microbes known to carry viruses. The material is imported from Europe, where it was tested and used in medical applications and proven to be effective at killing viruses, including COVID-19, according to the maker. The anti-microbial forms a colorless and odorless polymer that bonds to treated interior surfaces, forming a protective barrier. The trailer is built using composite materials on the walls, ceiling and floor, making the trailer water-resistant for easier maintenance and cleaning. Men's and women's restrooms come standard, along with three hand-wash sinks on the exterior rear of the trailer, allowing use without entering the restrooms. The sinks use self-closing faucets to save water, and dividers between sinks can also be ordered providing another barrier to reduce the risk of spreading infection. **260-593-2279; www.richrestrooms.com**

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## SERVICE VEHICLES

### Crescent Tank vacuum tank

The **Crescent Tank** vacuum tank is flat inside and out. It can carry up to 10 portable restrooms, and the weight capacity is the same as a flatbed truck. It has no baffles, allowing it to be emptied completely to avoid internal corrosion. With the included pump at specified cubic feet per minute, unnecessary structural fatigue is eliminated. It is fabricated from 1/4-inch steel for structural strength. Its workstation is designed for the portable restroom industry. The liftgate rail width allows units to fit, and multiple liftgate decks and rail options are available. Fresh water is held inside the external 1/2-inch-thick poly tank. It can be installed on any chassis within the specifications required for each model based on axle ratings and maximum load capacity. **585-657-4104; www.crescenttank.com**



can be mounted on a variety of chassis and with a variety of pumps. Each unit comes with an upgraded DC-10 washdown pump and hose reel from Hannay Reels. Exterior controls and dual cabinets are designed for operator safety and convenience. An arctic package and safety lighting are available. **866-789-9440; www.keevac.com**

### Pik Rite Flatbed Restroom Hauler

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



### FMI Truck Sales & Service WorkMate

The **WorkMate** service truck from **FMI Truck Sales & Service** is designed with efficiency and operator comfort in mind, according to the maker. The ergonomically

designed workstation can be operated all from the driver's side of the vehicle and, with over 60 cubic feet of storage space, there's enough room for supplies. The unit can be modified to carry up to six toilets without a trailer. With its compact design, the unit pairs well with Isuzu's maneuverable and fuel efficient N-Series chassis as well as Hino, Ford, Ram, GM or International chassis. The modular design allows for easy replacement of components if repair is needed. **800-927-8750; www.fmitrucks.com**

### PortaLogix service truck



The mid-size **PortaLogix** service truck accommodates waste, water and the ability to carry up to six units. It utilizes a transverse waste tank and freshwater tank that doubles as the truck bed. It can carry 800 gallons of wastewater, 350 gallons of freshwater while transporting standard size restrooms. They feature dual-side service allowing operators to access water drop points on all four corners of the bed. Customers can also choose between two- or a four-wheel drive. Equipment can be permanently stored on the vehicle, making emergency requests quick and efficient to handle. The service trucks can also be driven without a CDL. **585-484-7009; www.portalogix.com**

### Imperial Industries Flatvac

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



## SLIDE-IN UNITS

### TankTec slide-in tank

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



## TRANSPORT TRAILERS

### KeeVac Industries KV999

The **KV999** from **KeeVac Industries** carries a 999-gallon portable restroom vacuum tank for operators who want to stay under the U.S. Department of Transportation tanker endorsement requirement. It

is available in steel, stainless steel and aluminum, with single- or dual-side service, holds 699 gallons of waste and 300 gallons of freshwater, and includes a two-unit fold-down restroom carrier with trailer hitch. The tank



### F.M. Manufacturing 30-foot trailer

The 30-foot flatbed trailer from **F.M. Manufacturing** has three 3,700-pound torsion bar axles, side roller for easy loading, low-profile tires, solid front header and tie-downs on both sides. The customizable trailer has electric brakes on all axles and LED lights. **877-889-2246; www.fmmfg.com**



**Johnny Mover Trailer Sales trailer**

Portable restroom transport trailers from **Johnny Mover Trailer Sales** have skid-locking, using an iron bar with a chain-binding system to secure multiple units. Models are available to handle six to 20 restrooms, and all feature brakes, paint options, lighting, leaf-spring suspension, front deflectors to protect units from road spray and debris, and optional powder-coating and chrome wheels. **800-498-3000; www.cesspoolcleaners.com**



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**Liquid Waste Industries trailer**

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



**McKee Technologies-Explorer Trailers Transporter**

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

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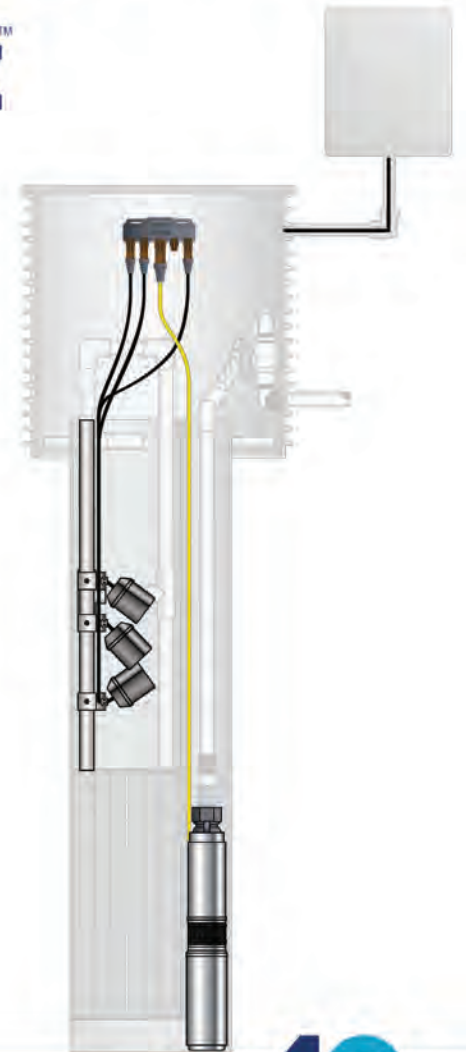
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**Slate Pages app for portable restrooms**

The **Slate Pages** aluminum tag can help make managing portable toilets easier by automating information. The 2- by 3-inch aluminum tag is laser-etched with a QR code. The app (available on iPhone and Android) is used to scan the QR code and record important information related to the portable restrooms, including GPS coordinates, service dates and service history, delivery/pickup dates and customer information. Data gathered can be customized to specific company needs. Information gathered is sent to the Slates online dashboard where data can be viewed and tracked. Different data and map views can be created to show unit location, units in stock, unit condition, toilet servicing dates and more. **515-758-5463; www.slatepages.com**



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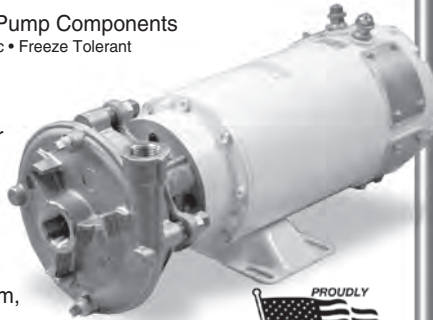
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## CASE STUDY

### Restroom trailer operator uses QR codes to manage services by remote teams

**Problem:** Stahla Services offers luxury restroom and shower trailers to customers throughout the Midwest. Steve Mintie, Stahla's service manager, needed a consistent way to tell when the units are serviced, what was done, and if there were any issues with the unit or service. The process had to

be simple without adding the overhead to the service teams.

**Solution:** Stahla Services installed **AirVote QR Service Logs** on their trailers' A-frame by the waste valve. A single scan with a smartphone displays a service screen with six large buttons: Pumped/Cleaned/Filled Water/Repaired/Installed/Unable to Service. A tap on a button logs service activity, along with the current time and geolocation. A person can type comments, take a picture or record audio.

**Result:** Mintie now has a bird's-eye view of all service activities from different service teams and can follow up on issues in real-time. The system is being tested locally, with the plan to roll out to all remote sites in the next quarter. **425-314-3334; www.air-vote.com P**

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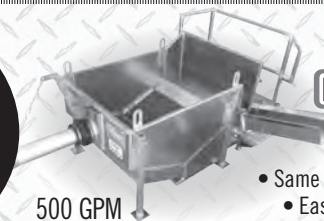
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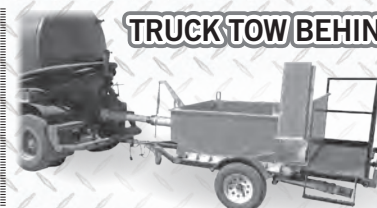
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## PRODUCT NEWS



in the **SPOTLIGHT**  
By Tim Dobbins

### HYDROEXCAVATOR PROMISES FULL-SIZE POWER IN A MID-SIZE PACKAGE

Hydrovac's designed for tight quarters are a must-have for operators servicing populated areas. For that reason, Tornado Global Hydrovac's engineered the F3 ECO-LITE to have big functionality in a mid-sized platform.

"We spent years of product development and leveraged our supply partners to design a unit that customers have been asking us to produce," says Rich Konkler, national manager of dealer development for Tornado Global.

"The F3 has been a popular choice in Ontario and the Toronto market since it was released," he says. "We are now beginning to see its effectiveness in the U.S. market."

The F3 Eco-Lite was made specifically to legally haul large payloads in urban environments, and does so with a debris capacity of 10 cubic yards and a water capacity of 1,250 gallons. A float-style indicator is positioned on the outside of the debris tank, so monitoring volume is quick and easy.

Outside of storage, Tornado Global equipped the F3 with a boom capable of reaching to 26 feet with 342 degrees of rotation and an 8-inch boom hose. The truck uses a 3,800 cfm Robuschi 125 blower, a Pratisoli KT28 water pump and a Dynablast 740,000 Btu burner.

A hydraulic dump door measuring 48 by 52 inches is mounted on the back of the tank and sits 42 inches high for easy use over bins. Operator comfort and efficiency was also top of mind for the build team. Customers can choose a 42-, 60- or 70-inch van body, and all van bodies are available with a toolbox, inverter, tooling package and wand holders.

Every unit has manual controls as well as a wireless remote system. The F3 also features a rear-view camera and premium work light package. "This is a mid-sized truck with full-size performance," Konkler says. "Its simplicity of operation is a favorite of operators."

According to Konkler, the F3 Eco-Lite can be used for a variety of applications. "This is a great support unit for the wastewater industry for excavating water lines and cleaning out retention ponds, exposing trenches, line repairs and locating services," he says. **877-340-8141; www.tornadotrucks.com P**

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### Kenworth releases medium duty Driver Academy video series

Kenworth released a Driver Academy video series for customers operating Kenworth's new line of medium-duty trucks. The videos include a walkaround of exterior features and their functions, an examination of interior features, and the proper procedures for pre-trip inspection. The video series is available on the Kenworth Truck YouTube channel and is also available on the Kenworth Essentials App, which can be downloaded to smartphones and tablets from the Apple or Google Play stores. **P**

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For sale: Portable toilet company servicing Central and North New Jersey. Current 12 months sales at \$2,500,000.00. Company and all equipment minus the licensing included in the sale. Please email toilet-sales101@gmail.com if you're interested. For additional information we ask that a non disclosure agreement be signed. Thank you very much. (P11)

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1997 Ford with Cosco 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)

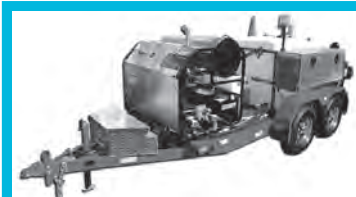
2000 International with Cosco High Dump 27", DOT Certified, 412 with vacuum pump, pressure offload as well. Cummins Power with low miles and hours. KLM Companies 617-909-9044. (PBM)

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## JETTERS - TRAILER



**2001 U.S. Jetting**, Model 4025, 25 GPM @ 4000psi, upgraded remote performed by U.S. Jetting, solid machine, everything works. **\$35,000, Scott 706-832-5224 I can send more pictures if he needed.** (P10)

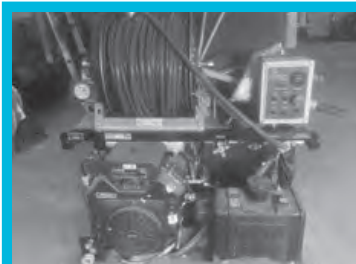


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2001 Harben DTH-300 jet trailer with a Harben radial piston diaphragm pump 16 GPM @ 4,000 PSI driven by a Hatz diesel engine. Stock #1386V [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648) (PBM)

1999 Harben 4016-300 Jet Trailer (Stock #200SC) (888)VAC-UNIT (822-8648) [www.vrentalsllc.com](http://www.vrentalsllc.com). (PBM)

## JETTERS - TRUCK



**Mongoose slide in van jetter** on skid. Only used twice. Please contact Rachel **508-429-9016. rachele@rodenhiser.biz** (P10)

2000 F650 Jetter Truck. Cat 190HP 215,000 miles non CDL. 1000 gal water tank. Myers pump 65 gpm / 2000 psi driven by Ford 240 series 6 cylinder. 400' of 1" hose included. Hydraulic reel holds up to 600'. Work ready. \$15,000 obo. Email [jmack884@gmail.com](mailto:jmack884@gmail.com) for more info (P10)

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**50 new portable restroom units** (1 ADA). 6 hand washing stations, 16-unit restroom hauler. 2-unit hauler. Multiple water tanks and gray water holding tank. Wide range of parts and supplies. Package deal for everything. **\$70,000 OBO. 719-666-2553. (P10)**

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)



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## PORTABLE RESTROOM TRUCKS



**2007 Ford F750** fully refurbished by Stephenson Specialty Trucks. New Cat C-7 engine with Blackwater warranty still valid - engine has less than 10,000 miles on it. Full paint job on the cab, frame and engine. Refurbished the grill, headlamps, seats and headliner. New: 4 outside aluminum wheels and 6 new tires. The tank is 1500 waste / 500 freshwater. Aluminum tank has been completely rewired, new valves, hatches and turnbuckles. Hose tray was refurbished. New Toilet Rack/Bumper assembly. New 12v wash-down pump and hose reel. Masport pump HXL4. **Priced to sell \$70,000. Call 785-564-2723 or email [catcansofmanhattan@gmail.com](mailto:catcansofmanhattan@gmail.com). Local pick up only in Parsons KS. (P10)**



**2009 Best Enterprises** Built Stainless Steel Tank with Skirting and Conde SDS series pump. Tank in brand new condition and ready to mount. 1050 total gallons, 750 waste and 300 water. This set up brand new costs \$36,000. **We have SIX of them for sale for \$19,900. Contact us at 1 800 634 2085 in New York. (P11)**



**2006 Ford, LCF, Porta Pot** truck, 4.5 liter Powerstroke, Allison Auto, 98k miles, AC, cruise, under cdl, Crescent 650 gal waste tank, 350 fresh water tank, 6 pot bed with lift gate, Masport vac pump, freshwater pump and reel. Very clean, great running truck. Financing and delivery available, **\$35,000.00. Hull's Truck Bodies, LLC 740-820-5338 (P10)**



**Combo restroom/septic pumper** 2007 Pete 335 240,000 miles 2014 aluminum tank 2000 waste 200 chemical 100 fresh water to hose reel. Two unit hauler on back. Call Derek. **785-477-2254 (P10)**



**2019 Ford 550 Gas V10** with Flowmark Aluminum Tank (900 Waste/400 Fresh). NVE 304 Vacuum pump and DC10 Wash Pump. Outside pump controls and 2 unit toilet hauler. 110,000 miles, still on daily routes, and works great. **Asking \$69,500. For more info and pictures email [info@dakotaportabletoilets.com](mailto:info@dakotaportabletoilets.com) (P10)**

2013 F550 4x4 diesel 600-300 176,xxx miles Red \$31,500 runs good pumps good No hoses call 507-210-1722. (P10)

Pre Owned 1993 Mack RD688S cab and chassis with a 3,200 U.S. Gallon, carbon steel, dump type, vacuum tank unit. Stock# 4296C **[www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)**

2017 Hino 195 with Crescent Tank750/350 with Lift Gate. Haul up to 8 Units. Automatic with 118,669 miles. Runs great. Bought new fleet in 2021/2022. \$55,000 Mike. 216-990-6658 (P10)

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**2015 Ford F750** portable restroom truck with Arthur custom built aluminum tank 1500 waste / 500 fresh. Tank was built by FlowMark in 2014. Truck has a Cummins engine 1SX15 with 146,105 miles on it. We have added a new unit hauler, hose reel, DC-10 wash down pump, new wiring and control box for the pto, lights and water. Vac pump is a Masport HXL4. 26000 gvw truck. Truck is local pick up only in Manhattan Kansas. **Priced to sell at \$70,000. Call 785-564-2723 or email [catcansofmanhattan@gmail.com](mailto:catcansofmanhattan@gmail.com) (P10)**

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](http://www.VacuumSalesInc.com) (888) VAC-UNIT (822-8648). (PBM)**

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2023 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)

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## SEPTIC TANKS

Pre-owned 1,500 U.S. gallon (500 water-1,000 waste) carbon steel, portable toilet service unit tank with rear toilet carrier. Stock# 1500V **[www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648). (PBM)**

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## SEPTIC TRUCKS



**2000 Pete, C12 Cat 425h.p.**, 231k, 8LL trans, Jake, AC, cruise, 46 rears, 18 front, 20k lift, Newer 5000 gal tank and Wittig vac pump, new paint and tires. Very nice clean truck. Financing and delivery available. **\$75,000.00. Hulls Truck Bodies LLC 740-820-5338 (P10)**



**2008 Mack 700 8 speed** standard Mack motor, 5200 gallon aluminum Progress tank, 498K miles, runs and drives great, company went out of business. \$38000. Located in NH. Contact info: **David Iverson 603-494-6381 DKIverson@metrocast.net (P10)**



**2012 freightliner Coronado ISX 15** Cummins motor complete rebuild with receipts. 429,731 miles good AC everything works 18 speed fuller transmission with new clutch 30k miles ago. Fruitland 500 LUF vacuum pump. Good vacuum. Have new rebuild kit, will come with purchase a truck. Cleaned the tank completely out. 5000 gallon Pike-rite tank **209-968-8095 Mike. Text me for additional photos. (P10)**



**International 4700 466dt** lots of new parts. Very good truck, runs great. **\$34,000 OBO Ryan 1-307-640-1593 2001. (P10)**



**2015 Peterbilt Model 348** 10 wheeler septic truck - 4000 gallon Transway tank with RFL 1200 vacuum pump - Aluminum Dura bright wheels with 75 percent rubber - 207,627 miles on original Paccar 350 horse engine - Immaculately taken care of by driver since new - 50 pictures can be emailed. **Contact Jim @ 610-716-4031 \$125,000. (P10)**



**2005 International, ISX Cummins** 435h.p, 371k miles, 10-spd, Jake, AC, cruise, New 3600 gal tank, stainless hose trays, Fruitland 500 vac pump, tires, alum wheels, paint. Extremely clean southern truck with all new equipment. Financing and delivery available, **\$85,000.00. Hull's Truck Bodies LLC 740-820-5338 (P10)**



**2013 International. 10 Speed** Eaton Fuller Transmission. 3000 Gallon Tank. Replaced full fuel rail and high pressure fuel pump less than 100 miles ago. Runs great, pumps great! Ready to go to work today! **Call Clay at 903-821-7752 for more details. \$75,000. (P10)**



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**2023 HV607 International SBA, L9** Cummins/3500 Allison Auto, 3600-4200 gallon steel or aluminum tank, NVE 4310 OR Masport 1000 blower. **Call RAY Today @ 501-388-9565 (P10)**



**99 Mack, 400 h.p Mack engine,** 265k, 8LL trans, Jake, AC, cruise, camelback suspension, Newer 3500 gal tank and Masport 400 vac pump, 100 gal wash-down tank and pump, very nice running clean truck, ready to work. Financing and delivery available, **\$35,000.00. Hulls Truck Bodies LLC 740-820-5338 (P10)**



**2001 Kenworth T800,** 4800 Gallon Tank, NVE 866 Vacuum Pump, C12 Cat Engine, Heated Valves, 20,000 Front Axle, Pusher Axle, Fresh DOT, Fresh Maintenance, Ready To Work! **\$52,000 612-816-8013 (P10)**

1994 Mack DMM 690 (6x6), 275 HP, 6 speed, 3600 gallon Lely-Steel Tank, Masport 400 Pump-Hydraulic Driven, Air Operated Dump Valve-Rear 6", A/B, P/S, 20000 Front, 44000 Rear, Floatation front tires, 12R x 22.5 Rear. \$29,500 Call Bob @ 352-796-4540 (P10)

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**2019 F 750 Vacuum truck,** 2500 gallon capacity, very low miles ( 30,000). 300ft of vacuum hose, dump hose, leader hose, 2 large jockey boxes. Power steering, power brakes, tilt wheel, cruise control, power mirror's, power door locks. Only driven by owner, truck is in pristine condition and original owner. Ready to go to work. **\$150,000.00 OBO. Call John 661-802-9656 (P10)**



**2002 International. Cummins turbo** 330 . Fuller 10 speed trans. NVE challenger defender pump 363 CFM (new in 2018) 3,600 gal tank, 315 k miles, truck is very reliable, ready to go to work. **\$39,500. OBO 740-819-6848 (P10)**



**TRACTOR 2019 Peterbilt 567** 125,000 miles Paccar MX13 Engine 515 HP High Fuel Efficiency Engine Eaton - Fuller 10 Speed Transmission New Turbo Just Installed DPF Filter Cleaned and Exhaust Sensors Replaced PM Performed 5,000 Miles Ago PM Performed Every 10,000 Miles Have All Receipts For Service Work CHASSIS Heavy Spec Factory Double Framed 20K Steer Axle W/ Front Disc Brakes 20K Steerable Tag Axle 44K Rear W/ Air Ride Rear Differential Full Locker on Both Drive Axels 22.5" Polished Aluminum Wheels 425 Series Full Floater Front Tires @ 40% 5 Brand New Rear Tires on Rear Drive Axels Brakes @ Steer Axle 100% Brakes @ Drive Axels @ 90% Brakes @ Tag Axels 70 % TANK Amthor 5,000 Gallon Polished Aluminum Tank 6" Dump Valve 4" Bottom & Top Loader Valve 4" Side Loader Valves Driver's & Passenger's Side Garnet See Level Annihilator Digital Gallon Meter NVE 4310 Blower and Gear Box Replaced August 2021 Asking Price: \$225,000 or Any Reasonable Offer Will Be Considered **Please Call, Text or Email James Mobile: 512-426-1288 Email: ajlwhlhc@gmail.com (P10)**

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**2006 International Cummins ISM** 370hp with 209k miles on overhaul with paperwork, 10 speed, new 3600 gal tank and new Juroop R260 vac pump, new paint, new tires and aluminum wheels. Very nice clean truck. Financing and delivery available, **\$75,000.00 Hulls Truck Bodies LLC 740-820-5338. (P10)**



**1997 Ford pump truck with jetter** 3500 gallon waste tank Cat 4 engine runs good. **Price \$29,000. 561-302-7195. (P11)**



**2011 Peterbilt C13 Cat, Allison Auto,** Jake, AC, cruise, 4200 gal Pik Rite tank and Masport 400 vac pump, very clean great running truck. Financing and delivery available, **\$79,000.00. Hull's Truck Bodies, LLC 740-820-5338 (P10)**



**Truck is a 2008 Hino 268,** tank size is 1500 gallons. It has 91k miles, The truck is in great condition. Has an Allison automatic transmission. **Mike Dovlatyan, 818-373-9282 is my phone number. (P10)**

1989 Mack "R" 690T, 2500 Gal "Lely" steel tank. Moro Pump, 300 HP 4 Valve Engine, 5 Spd Trans, P/S, A/B, S/A, A/C, Tinted glass, 12000 front, 21000 Rear, Tool boxes, Dual Fuel Tanks, Side Vacuum 4" left side, Air Operated Rear Pump Valve, \$24,500. Call Bob @ 352-796-4540 (P10)



**2012 Volvo VHD, D13 Engine 405 HP,** Eaton 8LL Trans., Full Locking Rears, 218k Miles, Heated Mirrors, Air Ride Seats and Cab, Hoist bed, 3,850 Gal Alu Tank, Rear Camera, Sea Level Gauge, 3" Load and 6" Dump Valve, Newer Tires, Wittig RFW150 Pump 500 CFM, 2 spare pumps, Mechanical maintained with an open checkbook. Indianapolis, Indiana **\$97,500 obo 317-539-7304 (P10)**



**2012 custom Peterbilt 386** deleted pacar 500+hp. 770k. Eaton 10 speed manual. Longhaul truck conversions are typically more well maintained. This one is 3 plus years since build and still rolling everyday. Masport 400HXL liquid cooled, 2, 3" intakes 1 heated 1 over baffles not. 1, 6" auto discharge stainless heated. Dual rear led work lights. 1 pump led side work light. Partial split locking dif. Rear air ride dump. All controls integrated into existing dash less pto. All tires are 90% and has super single fronts. Needs new steering box and tag brakes. Can work into price or replace prior to sale. New oil cooler. Truck serviced annually. Won't find another one like it. Imperial 4,600 gallon tank with new mounts, frame bolts and springs. New pump suction hoses and 240' tiger suction hoses. 40' sections. Crustbuster not included. 69 gallon fuel and toolbox. Much more. **\$100,000 obo. Ben 651-888-0559. (P10)**



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**2011 Ram 5500.** Aluminum tank 400 fresh/1,000 waste. Masport pump. Cummins engine. **720-436-3910. (PBM)**

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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)

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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)

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)**

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



**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)**

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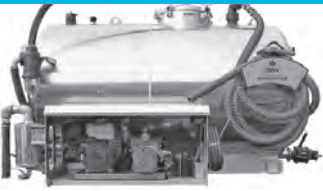
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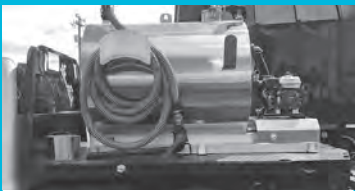
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## TRAILERS

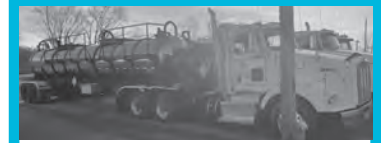


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**2008 Freightliner M2112** Laurie Juggler truck tri-axle. Mercedes-Benz MBE 4000 410hp 4067 MT7E. Asking \$100,000. Mileage-107733.7 and Hours-9821.1. 3,000 gallon aluminum front tank and a 1,200 gallon rear tank. NVE957 blower package. Functioning recycle system. You can search YouTube using keywords Down's Septic to see a video. **You can contact Jay by email at [jwilhelm@thewilsoncomp.com](mailto:jwilhelm@thewilsoncomp.com). (P10)**



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Pre Owned 1996 Kenworth T800 cab and chassis with a Super Products Supersucker, industrial vacuum loader. Stock# 2019C **[www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648) (PBM)**

Pre Owned 2005 Kenworth T800 cab and chassis with a Super Products Supersucker, industrial vacuum loader. Stock# 5064C **[www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648) (PBM)**

2022 Freightliner 114SD cab & chassis with a VACALL AV18 wet/dry Industrial, vacuum loader with 8" top load boom assembly. **[www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648) (PBM)**

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