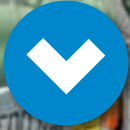


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Following a several-year break from the pumping industry, a couple returned to breathe new life into Oregon's La Pine Septic Service

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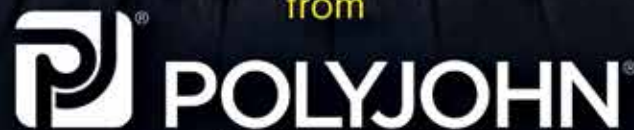


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ON THE COVER:



Mark and Chris Coelho jumped back into the pumping industry after a long hiatus. The owners of LaPine Septic Service in Oregon are shown with a Peterbilt 330 from FMI Truck Sales & Service and carrying a Masport pump. (Photo by Joe Kline)

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

Jim Kneiszel
Editor

Double Down on Customer Education for 2023

Folks in your area need to know more about septic system maintenance and you're the best person to spread the word

By Jim Kneiszel

It's time to recover from the New Year's Eve party hangover, put away the party favors, and get back to the serious business of pumping wastewater. But perhaps as you were sipping champagne before that big, glittery ball dropped in Times Square, gathered with friends and family, and commenced to make resolutions for a better 2023. You've heard all the common ones; I asked the Googleator to list the top New Year's resolutions from one year ago, and this is what the internet told me:

1. Lose weight
2. Eat healthier or change diet
3. Get fitter and take more exercise
4. Spend more time with family or friends
5. Be more aware and take care of mental health
6. Sort your finances and cut back spending
7. Travel more
8. Take up a new hobby, sport or other interest

To me, this list seems problematic for hardworking vacuum truck drivers or others I know in the wastewater industry. Dietary changes are a great goal but difficult when you're grabbing meals on the go between service calls and trips to the disposal site. Spending more time with family and friends is tough when you're working sunup to sundown or answering emergency calls on the weekends.

Travel more? Unfortunately, the closest thing many pumpers I know get to a vacation is when a customer digs up his own lid before an appointment. And hobbies for pumpers; that's when they stay late at the shop to fabricate a new tool or detail the wheels on their favorite rig.

Seriously, all of these top New Year's resolutions are worthy; and working to get yourself in better shape, have a healthy frame of mind and spending more time with your loved ones is no joke. We should be striving to do these things every day. Life is short and you have to balance the tremendous effort you put into building a pumping business with your responsibility to stay healthy and be a good mom or dad, son or daughter, and citizen of the world.

AN EASY ANSWER

What would you say if I shared a New Year's resolution you could easily

➤ Tell customers when you encounter baby wipes in their septic system, and drive home the point that wipes are not in fact flushable and should be disposed of in the garbage — if they are used at all.

follow through on while you work, one that would benefit your customers, your community and your industry at the same time? It's also a resolution that wouldn't cost any money or great personal sacrifice ... and it would certainly improve your mental health on a daily basis.

This is too good to be true, you say? It is true, and I'll be first in line to make the pledge:

For 2023, I resolve to be a better septic educator! There you have it, and here's how to make it happen:

Tell every customer how to keep their systems happy and healthy.

The St. Lawrence County Health Department in New York recently released guidelines for the best care of septic systems, and you could hang onto these tips as a tip sheet to hand out to your customers. These rules seem basic to a seasoned wastewater professional, but imagine how many of your customers are calling a pumper for the first time. Thousands upon thousands of homeowners move from carefree living with a municipal sewer to rural homes using decentralized wastewater systems. Keep that in mind and assume you are always talking to that uninitiated homeowner.

Here are the top 10 septic system rules:

1. Pump out the septic tank every 2-3 years (or at an interval recommended by the pumper)
2. Keep a record of pumping, inspections, maintenance and repairs
3. Map out the septic tank and components

4. Don't drive or park heavy equipment over the septic system
5. Don't build structures over the absorption field
6. Don't flush strong chemicals down the drains
7. Avoid septic tank additives (Some pumpers do recommend beneficial bacteria)
8. Avoid garbage disposals or grinders
9. Direct drainage away from the septic system
10. Plant grass or only shallow-rooted plants over the field

Look out for these signs of system failure:

1. Water and sewage are backing up into the home
2. Bathtubs, showers and sinks drain very slowly
3. You can hear gurgling sounds in the plumbing system
4. There is standing water in the drainfield
5. There are algal blooms in nearby ponds or lakes
6. There are high levels of nitrates and/or coliform bacteria in water wells

Wipe out the wipes!

So-called "flushable wipes" have become a clogging disaster not just across the U.S. and Canada, but worldwide, and as an industry we need to continually counter misinformation from manufacturers of the popular wet wipes. Bottom line, tell customers when you encounter baby wipes in their septic system, and drive home the point that wipes are not in fact flushable and should be disposed of in the garbage — if they are used at all.

The worldwide focus on wipes is no exaggeration. Recently, a new Sydney Water advertising campaign in Australia pointed out that 40% of the 500 tons of nonflushable items found in the city's wastewater stream were wipes. Blockages in sewage systems cost city residents \$14 million a year to clear up.

You should be sharing the same message as the city of Sydney, halfway around the world. That is to avoid common items that should never be flushed down the toilet, including wipes, tampons, condoms, etc. Sydney officials reported other flushed items, including plastic bags, toothbrushes, diapers, false teeth ... and the strangest item found, a disassembled prosthetic leg.

The rule is simple: Flush bodily waste and toilet paper, and nothing else.

Steer folks to the best toilet paper.

Speaking of toilet paper, you can make recommendations on the brands and types of toilet paper that break down the best in a septic tank, whether the advice comes from your own experience or from a list recently published by www.bobvila.com. According to the well-known home improvement expert, these are the top brands to roll with in the bathroom, based on user comfort as well as being septic-safe:

- Best overall: Cottonelle Ultra CleanCare
- Runner-up: Angel Soft
- Best bang for the buck: Scott 1000 Sheets Per Roll
- Best biodegradable: Scott Rapid-Dissolving
- Best recycled: Seventh Generation 100% Recycled Bath Tissue
- Best bamboo: Caboo Tree Free TP
- Best large roll: Presto! 308-sheet mega roll
- Best for RVs/boats: Thetford Aqua-Soft Toilet Tissue for RV and marine
- Best scented: Angel Soft with Fresh Lavender Scent

Further, the website said that tissue marketed as "ultra-plush" is often not the most septic-safe choice. It suggests users can test how well tissue dissolves by mixing a few sheets in a container of water and observing. Also avoid papers that are highly chemically treated as they may impact healthy bacterial action in the tank. Stick to one- and two-ply papers, recycled papers and less-plush papers in general for use in septic tanks.

Promote tank security to keep everyone's backyard safe.

The long litany of preventable deaths due to unsecured or deteriorating septic tanks continued in 2022, with one tragic case involving an 18-month-old Florida boy who fell into a septic tank opening covered by a deteriorated piece of plywood and drowned. It is important to stress to customers that they have their tanks inspected and repaired as needed to make sure they are safe. Mike Jones, of Duck Duck Rooter in Jacksonville, Florida, knew that. When this fatality occurred in his area, he spoke up in a First Coast News TV report.

"It's a tragedy and our prayers go out to the family. ... You don't never want to hear this kind of news," Jones said at the time. "A lot of times they cover them temporarily with a piece of plywood or a piece of steel, and then the saturation and corrosion from it will deteriorate. We've had adults fall in, people riding lawn mowers fall in."

Jones showed photos of makeshift septic tank covers he's seen over the years and shared serious advice with property owners to avoid such tragedies.

"We ask everyone who's on a septic system to be familiar with your septic system and take care of all the things that need to be. The cost of taking care of and fixing these things is better than losing a life," Jones concluded.

Our thanks go out to Jones for sharing this important message. Everyone in the pumping business can do the same in their hometowns, reaching out to media outlets to talk about septic system maintenance. And just as important, spread the word about tank safety to each of your customers, at the time of service, on your website or through mailers promoting your company.

WHAT SAY YOU?

I obviously couldn't cover every topic about customer education in one New Year's column. Do you have anything to add to the list? Drop me a line at editor@pumper.com and let me know how you spread the good word about septic system maintenance. I'll create a list of ideas to share with readers. **P**



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Your business, your loyalty, and your friendship, I want you to know I truly appreciate this + of all, I appreciate that of all the choices you have, you choose me. I look forward to many more years of working with you, and wish your company the success that it deserves.

Thank you for your continued support and loyalty throughout my 16 years at Walex. I'm very humbled and appreciate the relationships developed over the years. As always I'm here to help if there is anything you need.



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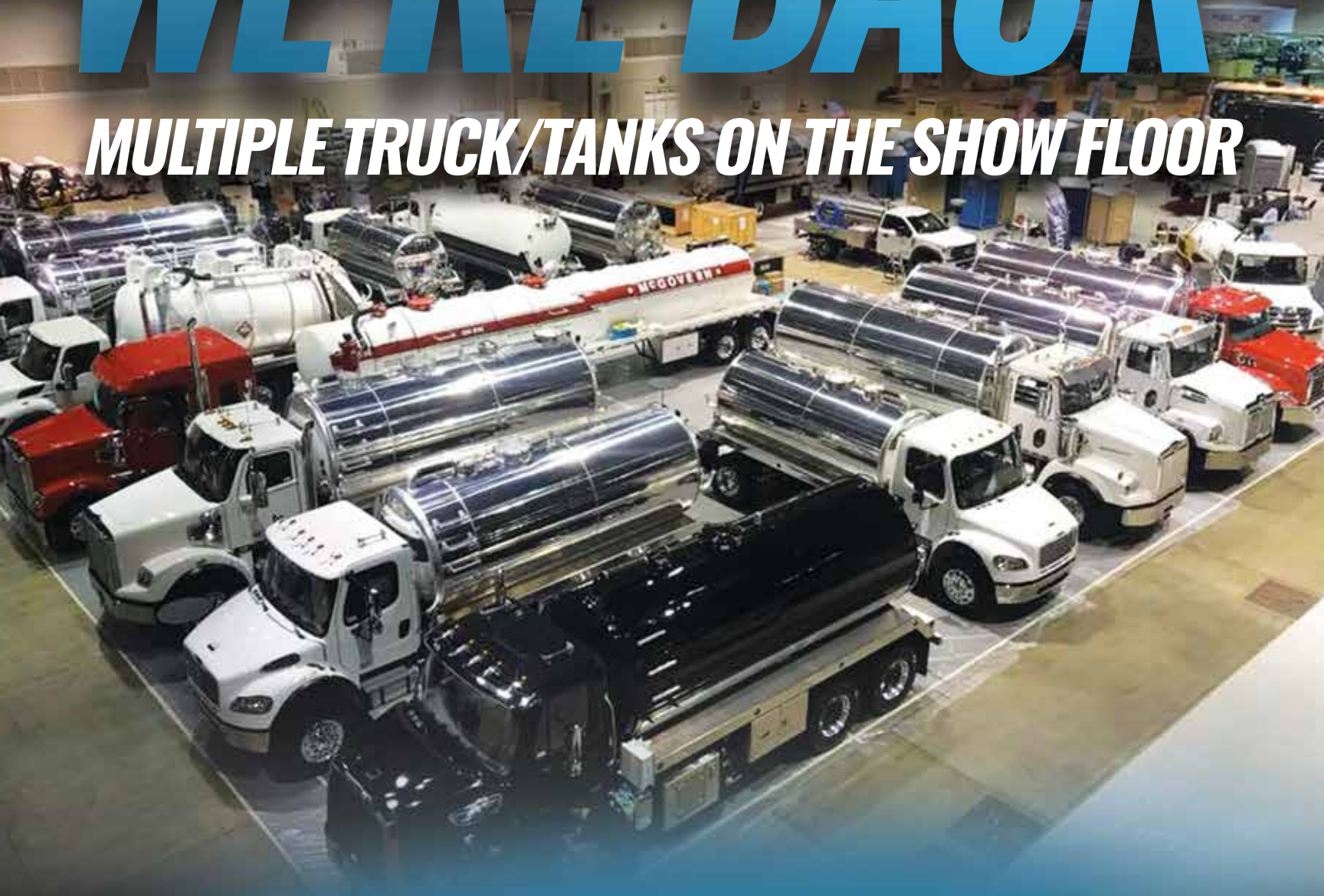
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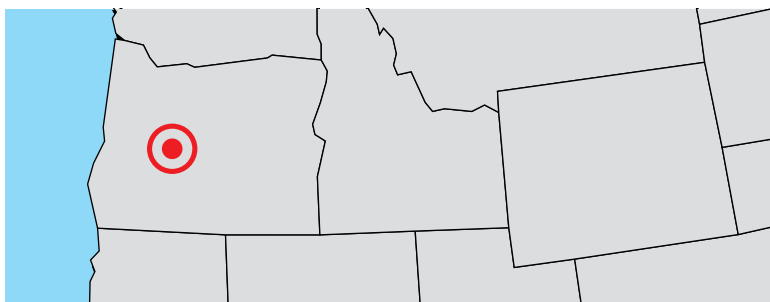
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Back in the SEPTIC GAME

Following a several-year break from the pumping industry, a couple returned to breathe new life into Oregon's La Pine Septic Service

By Kyle Rogers



La Pine Septic Service

La Pine, Oregon

OWNERS: Mark and Kris Coelho

FOUNDED: 2003

EMPLOYEES: 9

SERVICE AREA: Central Oregon

SERVICES: Septic service, onsite system maintenance, portable sanitation

WEBSITE: www.lapineseptic.com



Mark and Kris Coelho's return to the septic service business after a decade-long hiatus began in a Staples parking lot in Provo, Utah.


That's where they reviewed the books for La Pine Septic Service in La Pine, Oregon, after using the office supply store to receive and return a nondisclosure agreement for the business. The Coelhoes had been on a road trip to Durango, Colorado, checking out a different septic company when they decided to do a quick internet search for other West Coast companies for sale. They found La Pine Septic, and not long after, Mark was planning a trip to Oregon. Suddenly the Coelhoes were back in the septic game. Fast-forward another decade and the couple has turned La Pine Septic from a fledgling business into a much more prosperous one by adhering to many of the same principles they followed with their previous septic company. But they have also incorporated some new approaches this time around such as establishing their own disposal solution, which recently went into service.

"We decided we'd both hit the grindstone, work as hard as we could to build up the company and turn it into something that was big enough and



“ IF YOU DON’T CATCH EYES OR YOUR TRUCK LOOKS LIKE IT’S FALLING APART WHEN YOU’RE GOING DOWN THE ROAD, YOU’RE HURTING YOUR BUSINESS. ”

MARK COELHO

 The crew at La Pine Septic Service includes, from left, Claire Coelho, Kris Coelho, Mark Coelho, Daniel Cole, Frank Stoltz, John Metzger, Jason Cox, Summer Wollenberg and Andrew Brunk. (Photos by Joe Kline)

strong enough to where — when we got ready to sell it — we’d have our retirement,” Mark says. “We’re basically there. We’ve grown it exponentially to over three times what it was doing when we bought it.”

FROM CALIFORNIA TO OREGON

The Coelho’s septic industry experience goes back to 1991 when they started operating Big Jim’s Honey Buckets in central California. Within three years, they had increased the company’s gross revenue by 35%. They brought a second septic company into the fold and produced a similar growth trajectory.


But in 2001, a problem arose. The Coelho’s caught an employee embezzling.

“Kris went through the books, and she eventually got to a quarter of a million dollars. I said don’t go back any further. I don’t even want to know,” Mark recalls.

His attorney and CPA suggested filing for bankruptcy, but he decided against it.

“I told them I wasn’t going to do that,” he says. “I got letters in the mail regularly about companies doing that to us. I said all those ven-



 During a pumping service, Frank Stoltz opens the valve on a Peterbilt 330 from FMI Truck Sales & Service and carrying a Masport pump.



▲ Mark Coelho rinses out a funnel after adding lime to the mix tank.

◀ Coelho stirs hydrated lime into a mix tank to reach the correct pH level required before spreading septage onto fields at the 233-acre site.



dors are our friends, and we're going to pay our debts."

It required a couple years of hard work. Kris says no employee ever missed a paycheck, and Mark took on a second job to support his young family. Kris took the lead, and eventually the Coelhos got everything paid off upon the sale of the company.

"We ended up with not even 20% of what we sold the business for, but we paid all the debts back," Mark says.

After that, the couple and their family moved to Star Valley Ranch, Wyoming, where Mark started working at a phosphate mine.

"We were just kind of floundering," Mark says. "We were staying above water, but we were not really where we wanted to be for when we were ready to retire. We decided we should go back into the recession-proof septic business."

The couple looked at a business in Lewistown, Montana, and then Durango, Colorado, which is where they were returning from when they discovered the listing for La Pine Septic in Oregon. After closing on the company in June 2013, the Coelhos established a 10-year plan. Now that they're approaching the end of that plan, they're satisfied with what they've built.

A SOLID BUSINESS

Today, La Pine Septic runs four portable restroom trucks and three septic pumping trucks with nine employees, producing three times the gross revenue from a decade ago. On the restroom side, the focus is largely on construction with some special events work as it comes up. La Pine Septic also often rents toilets to people who own lots in the area and park an RV on them for the warm-weather months. For the septic pumping, a significant revenue boost came from becoming an official maintenance provider on alternative treatment technology systems.

"In Central Oregon, there is a problem with nitrate," Mark says. "They think it's getting into the water table, so they started requiring people to install nitrate-reducing systems instead of the old style leach lines. They started going into sand filters and these ATT boxes. We saw a big opportunity there for becoming a maintenance provider. You have to be certified by the DEQ and go through classes. I went through the classes and got certified. We have 150 accounts now on just the maintenance providing."

The septic pumping fleet includes a 2004 Peterbilt 330 from FMI Truck Sales & Service with a 3,600-gallon aluminum tank (3,400 waste, 200 fresh); a 2007 Peterbilt 330 from FMI Truck Sales & Service with a 2,500-gallon aluminum waste tank and a 100-gallon freshwater tank on the side of the truck; and a 2022 Peterbilt 330 from Tank World with a 3,900-gallon aluminum tank (3,700 waste, 200 fresh). All the trucks have Masport pumps.

For portable restrooms, La Pine has a 2011 Ford F-350 featuring a Conde (Westmoor Ltd.) pump and an aluminum 400-gallon waste/200-

(continued)

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John Metzger empties a Peterbilt 330 from Tank World with a 3,900-gallon aluminum tank and Masport pump. The load enters a screening tank, and is then mixed with lime before spreading.

gallon freshwater Progress tank; a 2012 Ford F-450 flatbed with no tank; a 2019 Ford F-450 from Best Enterprises with a 600-gallon waste/300-gallon freshwater stainless steel tank; a 2021 Ford F-450 from Best Enterprises with a 600-gallon waste/300-gallon freshwater stainless steel tank; and a 2022 Ford F-450 with a self-built 600-gallon waste/300-gallon freshwater stainless steel tank. The company has about 500 Satellite Industries restrooms and 20 hand-wash stations from Quadel Industries.

RESTORING THE REPUTATION

When the Coelhoos bought La Pine Septic, the company had been through a few different ownership cycles and wasn't in peak shape. Outside



Freezing temps were something new

When Mark and Kris Coelho bought La Pine Septic and returned to the septic service industry, there were challenges to think about in their new Oregon home, a primary one being the weather. That wasn't a factor when they owned a pumping company in California.

"The weather was definitely different," Mark says. "In California I didn't have to worry about freezing up. Here in Oregon we have 90 to 120 days of freezing weather every year."

Over time he has figured things out. He relies on salt brine to prevent portable restrooms from freezing.

"I learned a lot about salt brine, like how it is only good down to about

5 degrees and then it starts icing. I could run methanol, but I choose not to. It's kind of cost prohibitive and dangerous in its natural state — very flammable — so I decided to stay away from it."

If he does encounter a frozen unit, he simply trades it out for a fresh one then begins his salt brine regimen. He also doesn't run any of the freshwater pumps on the trucks during the winter.

"It's all bucket work with the salt brine," Mark says. "Central Oregon can get very cold, but it fluctuates so much. It can be very cold and then the temperature comes up again. It's kind of a roller coaster in the winter time."

of some operational efficiencies to improve upon, the company's reputation in general needed to be restored.

"That was a challenge," Mark says. "It took awhile for people to believe again in the service we were able to provide."

A simple combination of clean trucks and word-of-mouth went a long way.

"That is the best advertising I've ever found," Mark says.

"People expect septic equipment to be dirty and grungy, but our trucks shine," Kris says.

KEEPING UP APPEARANCES

All of the trucks get washed at least weekly, sometimes more. Mark has a good relationship with the owner of a truck wash in La Pine, Jerry Cehrs of Valley Pressure Washing.

"I barter with him and offer snow plowing services," Mark says.

The Coelhoos have 16 acres where they live and also have the La Pine Septic office/shop. So in addition to the regular washing, the fleet's customer-friendly appearance is maintained by always keeping the trucks parked in the 4,000-square-foot heated and insulated shop.

"If you don't catch eyes or your truck looks like it's falling apart when you're going down the road, you're hurting your business," Mark says.

Then there's the La Pine Septic employees.

"You can't be in a business like this without having good people, and we feel that we have a great crew," says Mark.

DISPOSAL SOLUTION

Counting on municipal facilities to offload waste can get expensive, not to mention the inconvenience of always having to adhere to their operating hours. That's why Mark was always interested in finding his own disposal solution, going back to his days operating in California, but he didn't make that goal a reality until just recently.

"When we got to Oregon, the city would shut down on the weekends, holidays, things like that. But people don't stop using the bathroom obviously, and we may still have to go out and pump a septic tank. That spurred us on more. It was the need. I didn't want to be at the mercy of the city, and we were also paying big bucks."

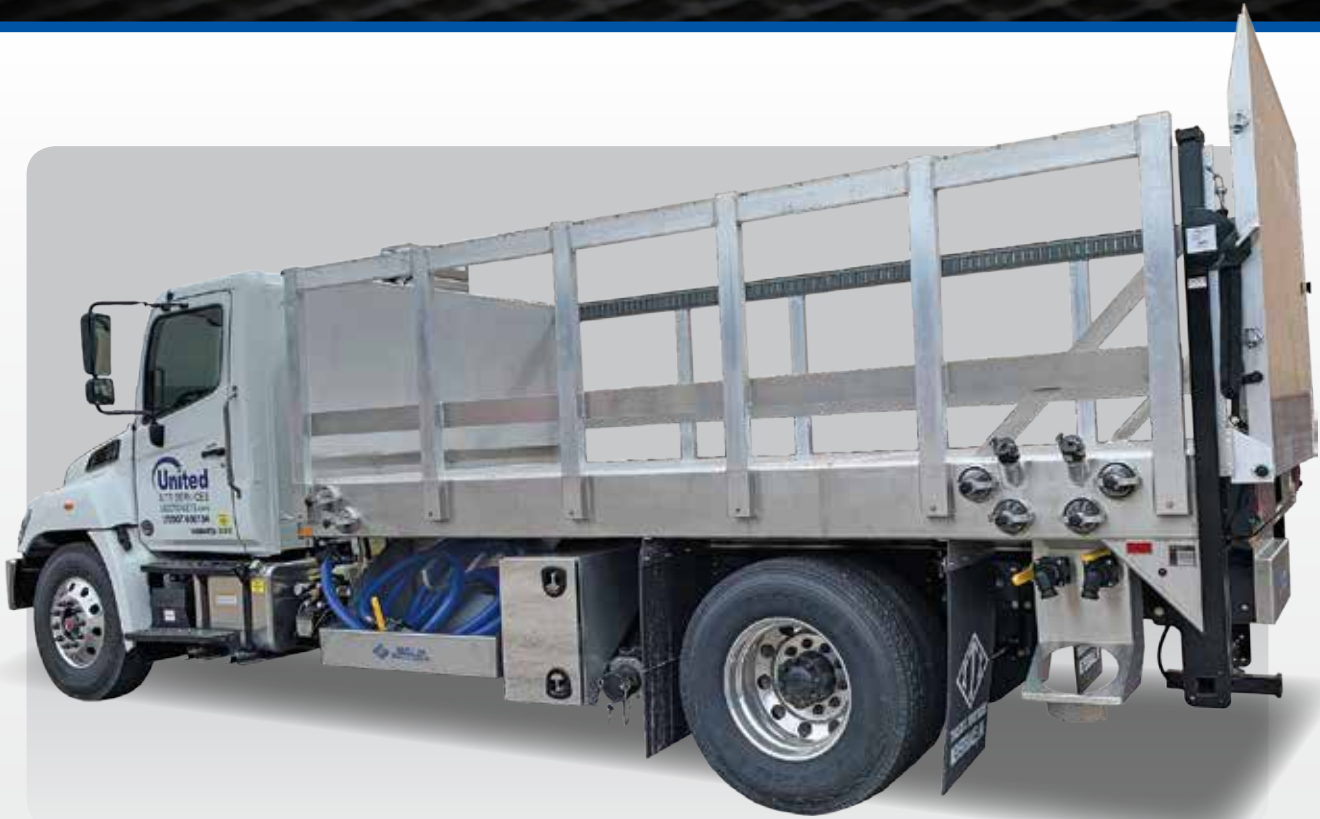
La Pine Septic handles on average 1.3 million gallons of wastewater annually. Depending on the municipality, Mark was paying as much as 13

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cents per gallon for disposal. His disposal costs are now about 4 cents per gallon with his land-spreading operation.

Mark spent three years doing his homework first, building the process equipment and studying the local requirements for land-spreading septage as well as what was being done in different states. He worked closely with the Oregon Department of Environmental Quality to understand exactly what he had to do to meet standards before submitting his application.

La Pine Septic's receiving plant officially went online in June 2022 at a 233-acre land application site. It starts with a 400-gallon stainless steel milk tank outfitted with a 5/16-inch bar screen. The screen lifts hydraulically and offloads into a hopper.

"That way you're not fighting the trash and natural waste that comes through a septic tank or a portable toilet. It's basically hands off as far as my technicians go," Mark says. "They dump into this screen and the screen dumps into a hopper. And then the screen returns back into the milk tank so that they can continue dumping."

THE RIGHT MIX

After that is a grit catch containment, and then a pipeline that travels to a mixing tank where a Patz 3333 pump agitates the waste and adds hydrated lime to balance pH to DEQ specifications. The pump also loads the stabilized waste into a 2004 Ag-Gator for land application.

"They say you have to mix for at least 20 minutes and rest the material for 30 minutes," Mark says. "And then you take a pH sample and once your pH gets 12.5 or above, you have to rest the material in the mixing tank for half an hour. If it stays 12.5 or above, you can go directly into the spreading rig and go to the land application."

The DEQ requirements call for three parts septic waste to one part portable toilet waste on what can be spread. Mark says he has yet to have any issues hitting the correct pH levels.

"I attribute a lot of the good results I'm getting to the pump itself because it does such a good job with the agitation," he says.

Mark also has a 21,000-gallon frac tank for storing waste that won't immediately go to the Ag-Gator.

"If the trucks are running hard and I don't have time to stabilize the material, then I send it to the frac tank," Mark says. "Then later I can go to the frac tank back into the mixing tank and do my stabilization and ground application."

A single pump handles the entire operation, but Mark has a vacuum truck on site that can be used as a backup for agitation if the primary pump fails.

"I will never be down as far as agitation and getting the waste properly mixed," he says.

A SUITABLE SITE

The application site is 4 miles away from the La Pine Septic shop and owned by a large company that wants the soil amendments from the septage.

"It's on 233 acres that I don't own, but the people that do, they want our stabilized material to build the soil," Mark says. "It's a large company that owns over a quarter of a million acres in central Oregon. We're just at the beginning stages with them."

That acreage is a big reason why Mark chose land application over other disposal solutions like dewatering.

"It all depends on your situation," Mark says. "I got lucky that I found a large land-owning company that loved the concept. When you get into dewatering,

it is a lot more expensive to get set up. We did it the most economical way that we could. We're able to do land application due to the acreage availability."

In time, Mark envisions taking on additional septage from other pumpers, but he's not at that stage yet.

"I have to know myself that it is improving the ground and is working properly before I consider taking anyone else's waste," he says.

For others interested in finding their own disposal solution, Mark advises not becoming discouraged by stringent requirements and red tape.

"You just have to do your due diligence," Mark says. "Study the requirements of the state you're in and be sure to follow the requirements of the regulatory agency. You have to go by the parameters that they set."

THE END GAME

Mark remembers his earliest days in the septic business in California. He initially couldn't get a loan from the bank to purchase Big Jim's Honey Buckets because he had no prior industry experience. But the owner trusted that Mark would be successful and set up a one-year lease for Mark to run the company and establish that experience.

It's been a circuitous journey since — success with that first business, leaving the industry for a decade, and finally returning to it to build up a struggling business. However winding that path has been, Mark says he and Kris have ultimately arrived to where they wanted to be.

"The main retirement planning we've had is building this company as strong as possible. We're trying to grow it large enough to where when we are ready to retire, we can." **P**



▼ Ryan Powers returns hoses to his truck after servicing portable restrooms in Bend, Oregon.

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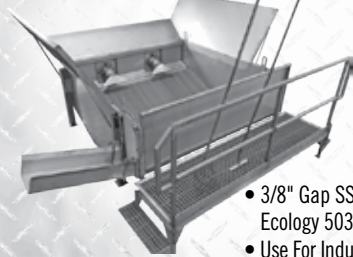
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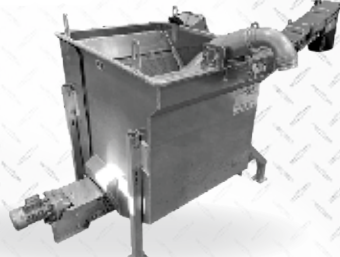


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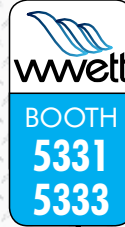
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Looking at a Startup? It Pays to Employ the Big 4.

Whether you're starting a pumping company from scratch or spinning off an associated wastewater business, it's time to call in these experts

By Joan Koehne

Got a big idea for a new wastewater business or a spinoff from your existing company? Well then, you need the Big 4: an accountant, insurance agent, attorney and banker. A successful business launch involves many details that require professional expertise. The Big 4 enable entrepreneurs to turn their business ideas into reality.

Before opening their doors, new companies need to lay a foundation for operations, which includes the legal documents to establish a business identity, organizational structure and taxation.

"Anytime we're creating a business entity, we're always thinking through how an entity is going to be formed and also the tax designation you want," says attorney Jim Ledvina of the law firm of Conway, Olejniczak & Jerry, S.C.

The structure of an organization depends on its activity, number of owners and their goals.

"There are lots of ways to structure the entity, depending upon what folks are trying to accomplish," Ledvina says.

KEEP IT FLEXIBLE

New businesses typically fall into two categories, a limited liability company or domestic corporation. For Ledvina's clients, LLCs are the most popular business classification by far.

"The reason is that LLC is significantly more flexible in terms of the management and control. The administrative requirements are not nearly as demanding as a corporation," he says. Corporations are required to appoint officers and hold annual shareholder meetings and annual board of director meetings.

"That's all very rigid in corporate law, versus an LLC, in which you can create any type of management structure you want," he says.

The second aspect to consider when launching a business is its tax classification. An LLC with a single owner falls under the disregarded entity status. Basically, the LLC is not taxed as a separate entity by the Internal Revenue Service, so the business owner doesn't file a separate business tax return. All income and expenses flow to Schedule C of the owner's 1040 form.

"It's all very simple," Ledvina says. An LLC with a single owner is one of the simplest business structures that exist. When a business has two or more owners, it defaults to partnership tax status. However, the members of the LLC can elect to have their LLC treated as an S corporation or C corporation for tax purposes.

“The reason is that LLC is significantly more flexible in terms of the management and control. The administrative requirements are not nearly as demanding as a corporation.”
— Jim Ledvina

TAX DIFFERENCES

An S corp has a "flow-through" tax designation. Thus, the business entity files an informational return, and income and loss "flow through" to a business owner's 1040 via a K-1 IRS form. The percentage of ownership determines the share of the income or loss attributed to each owner. For an S corp, business owners pay tax at the individual level and not the entity level.

From a tax standpoint, it's rare to have a C corp because of what's known as the "double tax." With a C corp, the entity pays tax. However, if the owners want to make distributions as a dividend, the owners would be taxed on the dividend. Although tax legislation enacted in 2017 addressed the double tax, Ledvina says there's still more benefits being an S corp than C corp.

S corp owners can avoid some payroll taxes when making distributions. In addition, S corps offer other tax benefits, depending on the activities of the entity. It's wise to consult an attorney and an accountant for advice.

Both LLCs and corporations require a set of legal documents before the businesses open. A corporation files Articles of Incorporation, whereas an LLC files Articles of Organization. A corporation drafts bylaws and a shareholder agreement, while an LLC drafts an operating agreement.

While the articles and bylaws are fairly standard and straightforward, the shareholder agreements and operating agreements differ significantly based on the entity. These agreements cover the management and control of the business. For example, an operating agreement outlines how decisions are made, who's in control, who represents the business and how an owner can sell his or her ownership interest in the entity.

“It’s not one size fits all. You might have silent partners, active partners or individuals who want to be bought out,” Ledvina says. “You want to make sure you’re covering all the bases with documents that work appropriately for the business.”

EIN IS EASY

Another legal document needed to open a business is an Employer Identification Number. Entrepreneurs will hit a roadblock at the bank if they don’t have an EIN. Banks require a business to obtain an EIN before opening a business banking account. Anyone can apply for an EIN at the IRS website at no cost. Obtaining an EIN is probably the simplest part of opening a new business.

In addition to filing for an EIN online, entrepreneurs can find sample legal documents on the internet. Entrepreneurs can do their own paperwork, but Ledvina advises against this, based on his experience. In one instance, a client brought Ledvina an operating agreement with language associated with real estate when the entity didn’t own any real estate.

“The language associated with valuing the real estate entity is going to be totally different than an operating entity,” he says. “There’s a big difference in how we draft the two.” Because opening a business involves complex legal details, an attorney plays an important role. Ledvina recommends working with an attorney who specializes in business law.

“You want somebody with a little bit of experience. They know what to look out for, and they know the issues and where the pain points may be,” he says. “If you have something complex, like multiple owners or unique situations, you might want to interview a couple of attorneys. Ask them about their experience and about the pros and cons of different types of entities.”

CONTROL THE PROCESS

Once you select your legal adviser, he or she will be able to recommend other members of the Big 4.

A local financial institution can provide a startup loan and a line of credit to support ongoing operations. Banks also provide financial services needed to pay employees, pay bills, receive payments, etc. A local insurance agent helps business owners mitigate risk with commercial general liability insurance and worker’s comp insurance. An accountant can set up sales tax, use tax and employee tax withholding. Plus, accountants file taxes and ensure their clients comply with tax laws.

“If you make a mistake, especially on sales tax or payroll taxes, that’s almost always a death blow to an entity because the penalties and interest associated with those taxes are incredibly onerous,” Ledvina says.

Opening a business is a complex process, especially when it comes to paperwork. Consulting with an attorney, accountant, insurance agent and banker can help you determine the best trajectory for your new business. These professionals’ knowledge about tax implications and the federal and state requirements for startups is invaluable. A Big 4 will help you set up your business to succeed. **P**

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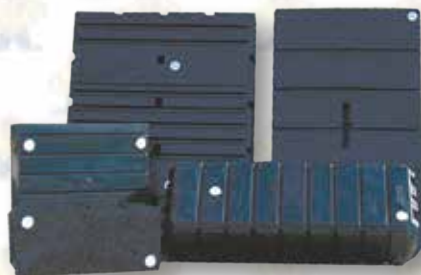
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Contributor

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.

Creepy Crawlers a Cause of Constant Consternation

Watch your step and look out for fire ants, scorpions, wasps and snakes as you inspect septic systems

By Jim Anderson, Ph.D.

As a service provider, I am sure you always get interesting — if not amusing — questions from homeowners or clients. One such question I was made aware of recently came from a concerned homeowner: “Small, black ants are nesting on my septic bed. There are several nests. Could their tunneling pose a danger to the overlying sand, leading to a collapse? If so, what’s the best way to get rid of them?”

Here in the upper Midwest, small black or red ant nests do not pose a threat to the operation of an onsite treatment system, much less the collapse of the system. The problems associated with multiple ant nests would be a minor nuisance. They could destroy the vegetation (grasses) established over the drainfield that prevents erosion from rainfall and helps hold snow in place insulating the system in the winter. Or if the number of ants is large enough, they could create ant problems in the house or impact kids playing in the yard.

I remember an uncomfortable experience in my youth with ants at my grandmother’s house. I accidentally dug into a red ant colony while in the yard, which led to many ants crawling up my legs biting me and causing me to run to the house stripping off my clothes to get rid of them. One experience like that is enough to make anyone steer clear of ant hills!

The bottom line here is that to avoid the nuisance problems, it is probably best to get rid of ants around the system. A visit to your local hardware store will provide options for control and elimination. To prevent colonization of most ant species, keep vegetation well established and maintained. Another good reason to keep the vegetation mowed or clipped in the area of the system.

FIRE IN THE HOLE

In southern states an imported fire ant can be a little more problematic. Left undisturbed the mounds and colonies can become quite large, reaching several feet across and tall as well as extending 2-3 feet deep into the soil. In addition, there are some potential medical problems that can be the result of interaction with the ants.

Fire ants are aggressive when disturbed and will defensively attack anything that disturbs their mounds or food sources. As a service provider, you should be aware fire ants can sting repeatedly. Symptoms of a fire ant sting include burning and itching. Although the stings are not usually life-threatening, they are easily infected and may leave permanent scars.

➤ Be cautious opening electric boxes, drop boxes, distribution boxes or riser covers. Lots of other insects and animals like to reside in dark places and can cause injuries and discomfort.

Some people become sensitive to fire ant stings and should seek the advice of an allergist. If a sting leads to chest pains, nausea, severe sweating, loss of breath, serious swelling or slurred speech, the person should be immediately taken to an emergency medical facility. Some people may lapse into a coma from even one sting. Relatively few deaths from fire ant stings have been documented, compared to deaths from bee and wasp stings.

When on a service call, be cautious opening electric boxes, drop boxes, distribution boxes or riser covers. Lots of other insects and animals like to reside in dark places and can cause injuries and discomfort when encountered. It is one reason to wear long-sleeve shirts and always use gloves as a part of personal protection. Being stung multiple times by bees or wasps that have taken up residence in the parts of the system you need access to can cause discomfort and in extreme cases the need for medical attention.

Some wasps build their nests in the ground, so it is sometimes not enough to be careful when opening system components but also when walking over any part of the system or area. Always be aware of your surroundings and be on the lookout for potential problems. As with ants, one of the best control measures is to have well-established vegetation in the area and to keep it maintained.

CRITTER CONCERNS

Other kinds of pests to be wary of when accessing system components include a variety of spiders that can bite and cause some amount of discomfort. A colleague of mine was bitten by a brown recluse spider in his lower leg. The bite area became infected, requiring multiple surgeries and months of recovery. So while spider bites are most often not fatal, complications arising from the bites can cause major problems.



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In the southwest, scorpions and rattlesnakes may decide to take up residence in those dark crevices. Scorpion stings, while not fatal, can be very painful with effects lasting for several days and can lead to infections that may cause other problems. Snakes are something none of us want to encounter. Septic tanks or distribution boxes that are not in continuous use are prime areas to be used as denning areas.

Wearing the proper protective equipment can help you avoid problems caused by insects or animals while working on or inspecting systems. At a minimum service providers should wear steel-toed boots, gloves, protective pants and shirts, and proper headgear (hard hats). Avoidance and protection are the best ways to reduce the risk of personal injury or discomfort while in the field. **P**



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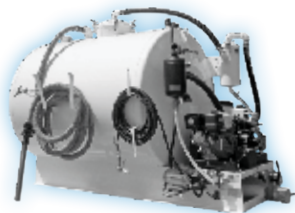
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Michigan legislator tries again for statewide onsite rule

By David Steinkraus

It's been almost four years since the Michigan Legislature attempted to pass a statewide sanitary code. That bill, defeated in December 2018, drew widespread opposition from local health departments and local governments who complained that it was crafted behind closed doors with minimal input from local officials.

Now state Rep. Jeff Yaroch, R-Richmond, is trying again for a statewide rule, but with a more narrowly focused idea. This one, reports *Bridge Michigan*, would require onsite systems to be inspected when a home is sold or transferred to another owner. Yaroch said this would allow buyers to negotiate repair costs. His bill had its first hearing before the Natural Resources and Outdoor Recreation Committee in the House.

Among the people speaking or registering in support of HB 6101 were representatives of the Michigan Environmental Council, District Health Department No. 10, Tip of the Mitt Watershed Council, and the Michigan League of Conservation Voters. Registering in opposition were people from Michigan Realtors, Michigan Association for Local Public Health, and Michigan Association of Local Environmental Administrators.

Michigan is the only state in the country without a statewide sanitary code.

Massachusetts

Barnstable County, which covers Cape Cod, is beginning the process of setting up a registered management entity to provide various services for decentralized wastewater systems.

A press release from the county says the RME program will provide advice to homeowners on the best technologies to use when an onsite system needs replacement, and will provide assurance about design, installation and maintenance. The RME would also collect performance data and keep municipalities informed about the effectiveness of systems.

Funding for the program consists of a \$1.15 million grant from the Southeastern New England Program of the U.S. Environmental Protection Agency and \$100,000 from The Nature Conservancy.

The county posted a job opening for an employee to develop the program. It will be implemented over five years.

North Carolina

The North Carolina Coastal Resources Commission will consider rule changes that include setback and permit requirements for septic tanks.

Under the changes, the owner of an oceanfront property would have to acquire a permit to put a septic tank back in its original location after it has been displaced by a storm. Tanks would be prohibited seaward of the first line of vegetation.

Last fall, Hurricane Earl was 830 miles from Rodanthe, North Carolina, on the Outer Banks barrier islands, yet waves broke open a newly installed septic system, spilling untreated wastewater onto a beach.

"This is not an uncommon event, and it does not take a significant storm to cause these problems," said Dave Hallac, superintendent of the Cape Hatteras National Seashore, according to www.coastalreview.org. "This is a problem that is likely to become more significant. We are dealing with significant issues from sea level rise."

Idaho

Last fall, Kootenai County commissioners adopted a rule restricting septic tank use to one tank per 5 acres of land over the Rathdrum Prairie Aquifer. The aquifer covers about 250 square miles in northern Idaho around the city of Coeur d'Alene and Lake Pend Oreille. The 5-acre rule was adopted by the Panhandle Health District in 1977 and was scheduled to expire at the end of the current legislative session, reported the *Coeur d'Alene/Post Falls Press*. The aquifer is the only source of drinking water for most of the county.

Rhode Island

Eligible residents in Smithfield will be able to sign up for low-interest loans of up to \$20,000 to repair or replace failing onsite systems. The Smithfield Town Council approved a program last fall that will make the town a co-signer on loans from the Rhode Island Infrastructure Bank. The council capped its backing at \$200,000.

If borrowers default on the loan, the town can file a lien against the property or seek a tax sale to recover its money, said Kevin Cleary, the town engineer, according to the *Valley Breeze & Observer* of Lincoln, Rhode Island. To begin the process, a state-certified system inspector must declare an existing system either failed or substandard.

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Hawaii

A former Maui County official and a businessman pleaded guilty in federal court in connection with a scheme to steer more than \$19 million in wastewater contracts to a single company.

Stewart Olani Stant, 55, former director of the Maui County Department of Environmental Management, pleaded guilty to conspiracy to deprive the public of their right to honest services. Milton J. Choy, owner and manager of H2O Processes LLC and Central Pacific Controls LLC, pleaded guilty to bribery of a federally funded program, according to news reports.

From October 2012 to December 2018, Choy paid Stant \$2 million in cash, trips and other compensation to send sole-source contracts to Choy's company, according to a plea agreement. Choy reportedly paid \$424,987 in travel expenses for Stant, who traveled and gambled with Choy over the course of their 30-year friendship. Court records say Stant cashed \$183,000 in Las Vegas casino chips that he did not purchase.

Stant faces up to 20 years in prison. Choy faces a prison term of up to 10 years.

Last summer, J. Kalani English, 55, former majority leader of the state Senate, was scheduled to start a 40-month prison term because of his ties to Choy. Federal prosecutors said English accepted \$18,305 in cash from Choy in exchange for managing legislation so Choy's company would benefit from the state's cesspool replacement program.

Also involved is former state Rep. Ty Cullen, who is scheduled to be sentenced. Cullen pleaded guilty to failing to report alleged bribes on his legislative disclosure report. Choy allegedly gave him more than \$22,000 in casino chips and access to the high-rollers' room at a New Orleans casino. Choy also allegedly paid Cullen \$23,000 in cash over several months.

After the bribery case broke open, a number of public officials returned political contributions from Choy. **P**



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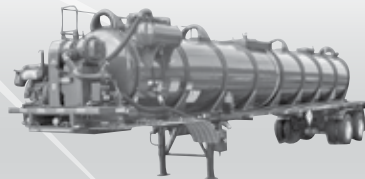
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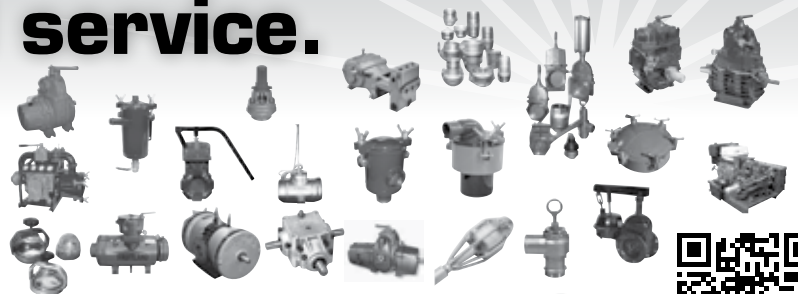
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Kate Zabriskie
Contributor

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The Top 4 Strategies to Train Your New Driver or Service Technician

To develop a happy pumping professional, simplify your approach to onboarding and follow lessons with hands-on learning in the field

By Kate Zabriskie

“I learned so much during orientation. It’s too bad I won’t use most of it for six months. I took some notes, but I’m sure I won’t remember half of what they told me to do.”

“I’m overwhelmed. I learned a new piece of equipment today. The person showing me what to do knew everything. The problem I had was the deep dives. He spent so much time on troubleshooting techniques. It was just too much for my first day.”

“I can follow the steps, but I have no idea why I’m doing what I’m doing. I sort of feel like a trained monkey. I hope nothing goes wrong because I will have no clue how to fix it if something does.”

Despite the best efforts of septic service companies, it’s not as easy as it looks to get the training equation right. You train too early, train too much, or make a host of other errors. While some of us learn from our mistakes, many practice a cycle of rinse and repeat, making the same blunders year after year. The good news is it doesn’t have to be this way. With some careful planning and follow through, you can avoid new-employee training issues people will encounter again and again.

Strategy 1: Keep training relevant and immediately applicable

Countless onboarding programs attempt to teach everything a person would ever want to know or need to know about a job in the first few hours, days or weeks. The information is important, but it has no immediate value. Subsequently, learners become overwhelmed, and then they don’t have opportunities to apply or reinforce what they’ve learned for months or even years.

Good training designers know the value of careful pacing, and they practice just-in-time training when they can. Ask yourself, what does my learner need to be successful in the first day, the first week and the first month? Teach to those needs as much as possible, and save the more in-depth information for a more appropriate time. What do you need to prioritize?

Strategy 2: Connect to why again and again

When people don’t know why they are doing something, they don’t understand the big picture. While they get the process at a surface level, their limited understanding potentially keeps them from following procedures later.

For example, say someone is learning how to use a print/copier/scanner/

➤ Ask yourself, what does my learner need to be successful in the first day, the first week, and the first month? Teach to those needs as much as possible, and save the more in-depth information for a more appropriate time.

fax machine and part of the process is putting the guard up on the paper tray with jobs over 100 sheets. Without explaining why that’s important to do, that learner might take it upon himself to skip that step back on the job. Only when papers are scattered all over the floor and have to be re-collated does the learning know the importance of raising the guard.

Great trainers make connections. They repeatedly explain why they’re doing what they’re doing, why procedures are written as they are, and so forth. Are you connecting the dots as well as you should, or could you do a better job?

Strategy 3: Use multiple channels to cement learning

I showed her how to do it, she did it, and now she’s trained. Maybe that’s true for the simple stuff, but for the complex processes and procedures, multi-channel encoding reigns supreme.

For example, show learners in real time how to complete a process. Then do it again, while at the same time providing a narration track as the learner takes notes. Next, have the learner read aloud the notes she’s taken. Finally, have the learner demonstrate the procedure.

The multi-channel approach allows learners to see, to hear, to write, to speak and to do whatever process they are learning. Depending on the learner, some senses may be more powerful than others. And in rare cases where there is no preference, repetition wins the day. What can you do differently to engage more senses?

Strategy 4: Teach with reference tools

It’s one thing to conquer a task during class or one-on-one job coaching, but it’s entirely another to reproduce those results on the job.

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People who have mastered the training function know to develop and teach reference tools in addition to processes themselves.

Ask yourself what kinds of support you need to develop. Decide where you need to incorporate them in your training plans. Those who learn how to solve problems themselves are worth their weight in gold. In addition to strong productivity, these people are also usually happier and more motivated than those who don't have the tools to stand on their own feet.

HIT THE CLASSROOM

Four strategies and none hard: Make training relevant, connecting to why, repeating information using different channels and incorporating the tools learners should use to solve problems back on the job. If done deliberately and with routine, you will almost certainly get a good result when the technician and driver start the daily septic service route. **P**



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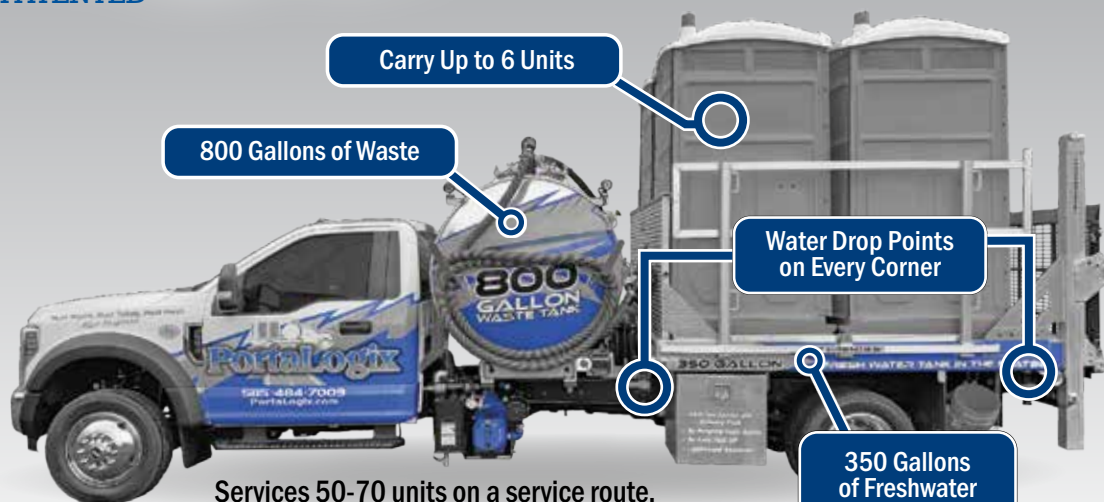
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In Snapshot, we talk to a member of a state, provincial or national trade association in the decentralized wastewater industry. **This time we visit a member of the Kansas Small Flows Association.**

Name and title or job description: Clint McCammon, owner-operator

Business name and location: Solid Ground Excavating LLC, La Cygne, Kansas

Services we offer: I'm a licensed installer in four counties in Kansas and I'm an advanced system installer in Missouri. Most of the soils in the area don't allow for conventional systems so most are alternative systems. We also do repairs and maintenance.

Age: 45. I sometimes work with contractors who are in their 80s. It's amazing.

Years in the industry: 24. I worked for Johnson County Wastewater for about nine years on the treatment side of things, where I became a Class 2 operator. I had worked for the construction company that built the plant and they liked the way I worked so they hired me. Then I was approached by Honey-Wagon Septic Service to run their truck and help operate their



Clint McCammon and his son Bryson McCammon.

business, which I did for eight years. There were a lot of fun projects — the Kansas City Zoo, the Nelson-Atkins Art Museum. Then God opened the door for me to start this business in 2015 and we're able to support a mission in Guatemala where our pastor works for Rocsana's Hope which helps orphan girls transition from the orphanage to the real world.

Association involvement: I've been a member of the Kansas Small Flows Association since 2015 and I've been a board member for three years.

Benefits of belonging to the association: The value is the network of people, the knowledge you get just from meeting people, and the training. A lot of people miss out on that. We all continue to learn. No matter if we're that 80-year-old person who's still installing systems, we should still be learning something.

Biggest issue facing your association right now: Getting people together has been challenging because we get so busy. I also have a cow-calf operation and do farming. So it's hard to keep up sometimes on the association. But we've implemented some online training that's beneficial for the installers.

Our crew includes: My son Bryson operates equipment and does installs. My wife Kendra deals with the office duties, permitting, and making sure everything runs like a well-oiled machine.

Typical day on the job: When I'm not installing tanks, I do bidding and estimating, meet with customers and set up projects with our supply



Clint and Bryson McCammon installing an Allied Concrete Products tank.



▲ A Roth North America plastic septic tank is installed with a Kubota KX121-3 mini excavator.

houses to make sure we have the parts we need not just for today but for projects in the near future. It's been challenging getting supplies and making sure you're ahead of your feet far enough so you have enough material to keep working.

The job I'll never forget: We were doing a tank replacement in Springfield and my employee at the time had a seizure. I called the ambulance. It was a scary thing for him and for me. I later found out he had seizures regularly and had run out of his medication. We had just set the septic tank and he was walking back to the truck to get a drink. At least he didn't fall in the tank hole.

My favorite piece of equipment: We have a rake attachment with "Dave's Dirt Plane" written on it. I haven't been able to contact him but the story is that he was a paralyzed man who lived in Liberty, Missouri, and he welded this attachment. It works wonderfully for backfilling, leveling dirt, and doing finish grade stuff. It speeds that process up tremendously. We also build lagoon systems and have a post driver called "The Hammer" (Danuser Machine Company). I can drive 8-inch wooden posts straight into the ground three feet. Very handy piece of equipment.

Most challenging site I've worked on: We've had a few projects at a property in Shawnee, Kansas, called Black Swan Estates. It has horrible terrain, horrible rocks, very narrow roads, extreme drop-offs. Getting material in and out is very hard.

Oops, I wish I could take this one back: I'm usually a "dot your I's and cross your T's" kind of guy but there was one project Bryson and another operator worked on for a tank replacement at a horse ranch. They missed an extra discharge line coming out of the house. We were able to go back and re-run the sewer line. But I don't like going back and fixing things, so I try to do things right the first time. Lesson learned — make sure you flush everything after you install the tank.

The craziest question I've been asked by a customer: I think every question is important. But we recently had a call from someone who needed a septic tank "down the slope from the house." We went out to bid the job and the "slope" was about a 40-foot drop-off. It was more like a cliff. It was full of trees and the rocks were the size of Volkswagen Beetles. But we're going to try to move forward with these customers and give them something.

If I could change one industry regulation, it would be: In some of these rural communities, each county differs on codes and requirements for installers and inspectors. Some don't have any — which

is scary for our environment. That's probably the main reason I'm on the KSFA board, wanting to move in that direction. So I'm in favor of a statewide code for Kansas and training for all installers. We've been trying for years to get that changed. People get scared of that because they don't want to be told what to do but, unfortunately, I think the time has come where things need to change.

Best piece of small business advice I've heard: I had a very wise businessman tell me years ago that the most important part of the business is customers, so building relationships with them is probably more important than what we're doing, whether you're a septic guy, a baker or whatever. I do value our customers and what they're dealing with.


If I wasn't working in the wastewater industry, I would: I'm a rancher, like my grandfather and my father, and now my son, so I would focus on that and our family.

Crystal ball time — This is my outlook for the wastewater industry: I see the industry going to more alternative systems. And there's going to come a time for those statewide regulations and training we're trying to achieve. There will be a lot of other options other than conventional systems — better systems to get cleaner water. That's the outcome behind why you want to put in a septic system — so we're protecting our environment. I think regulations are going to get harder, and not just for highly-populated areas — and they need to as the population increases. **P**

- Compiled by Betty Dageforde



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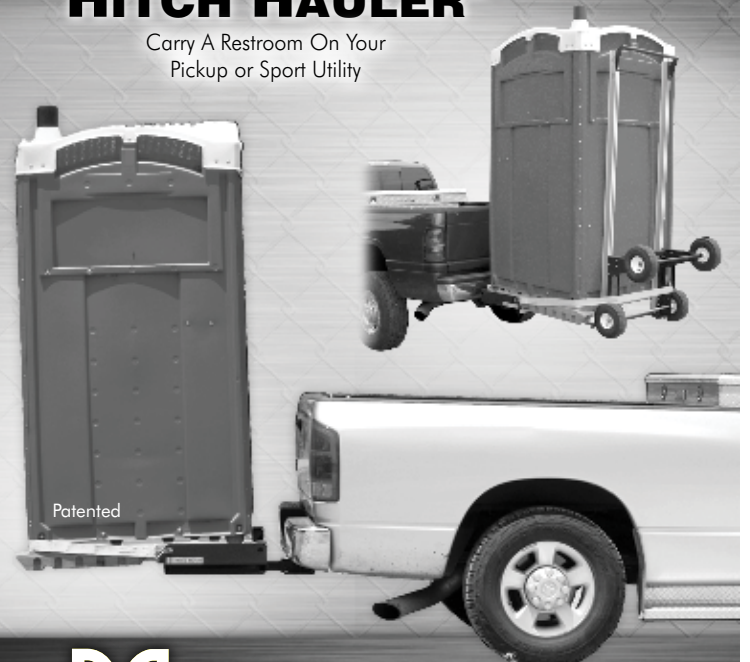
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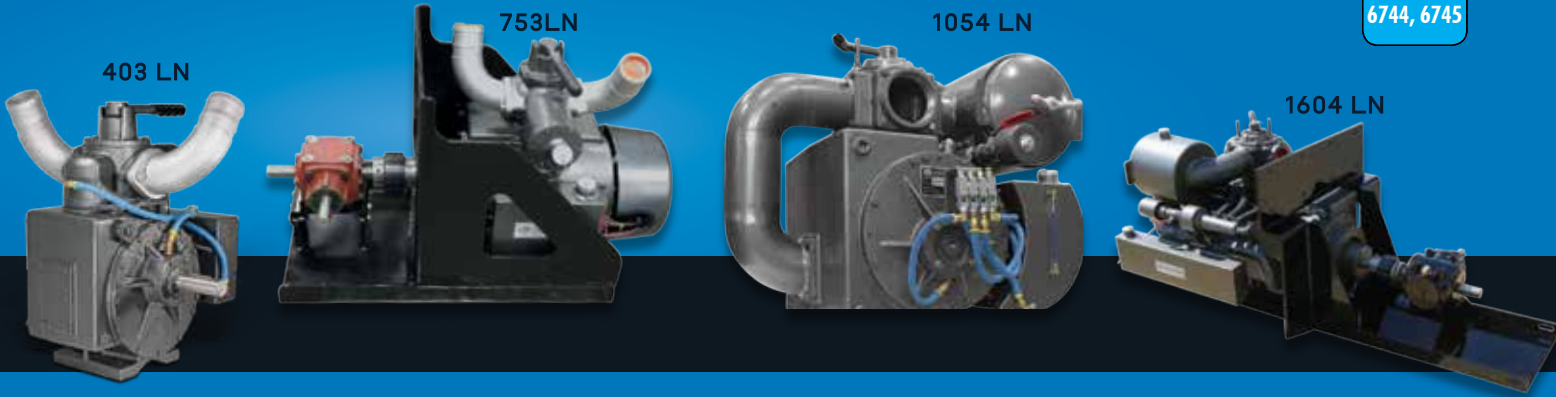
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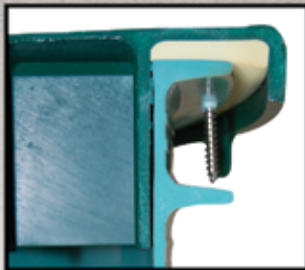
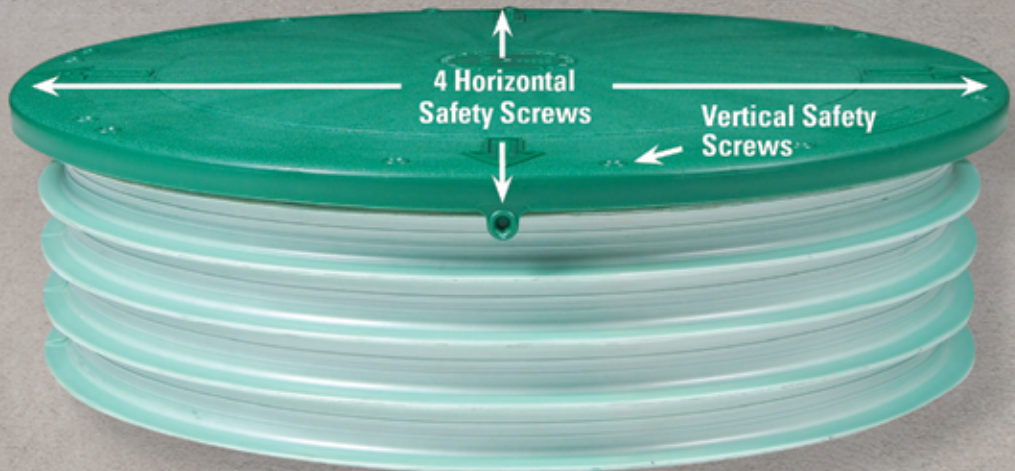
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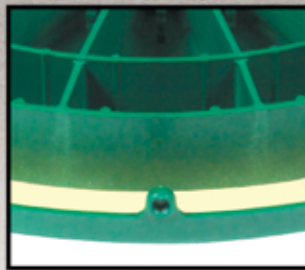
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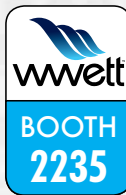
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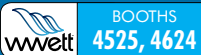
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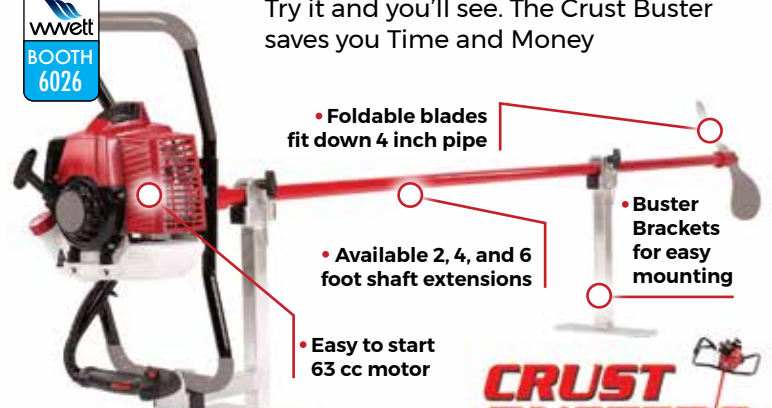
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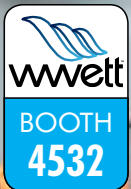
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Kuriyama of America Piranha

Piranha sewer and jetting/lateral line hoses from **Kuriyama of America** are constructed with a yellow polyolefin tube, high tensile synthetic braid reinforcement to reach the desired pressure rating, and then covered with a high abrasion-resistant polyether-urethane cover. The hoses are constructed to provide rugged and reliable service under the most severe and demanding conditions, according to the maker. Applications include commercial, industrial and residential high-pressure cleaning. The yellow color tube assures the use of a WASTEC designated hose product. The Polyolefin or seamless thermoplastic tube provides maximum resistance to hydrolysis. The high tensile, one or two synthetic fiber braid reinforcement contributes to low volumetric expansion and eliminates loss of strength from moisture absorption. A Polyether polyurethane cover provides cut, abrasion and fungus resistance. The optional Slither cover is ultra-slippery, allowing hose to maneuver around and through difficult sewer pipe bends. **847-755-0360; www.kuriyama.com**



HOT WATER BOILER

Dynablast HV590FLS-12VRED

The **HV590FLS-12VRED** hydrovac water heater from **Dynablast** produces 590,000 Btus with an output temperature of 175 degrees F at 7 gpm. An optional electronic 12-volt thermostat can hold more precise water temperature. The unit is suitable for colder climates and improves

digging in clay-filled areas. It enables fuel savings of 3/4 gph and weight reduction of 250 pounds over the current 690,000 Btu model. It comes with ETL certification for safety, which also includes certification on the coil for higher efficiency and heat transfer, stainless steel target plate for increased coil life and serviceability with momentary override control. **905-867-4642; www.dynablast.ca**

HYDROEXCAVATION EQUIPMENT

Hydra-Flex Machete

The **Machete** hydroexcavating nozzle from **Hydra-Flex** channels water in an oscillating motion, creating a small spray angle and a direct stream with a forceful impact for faster digging and more precise trenching capabilities. Its durable, replaceable cover allows for quick changes, while increasing the nozzle's life span. It is available in three sizes, with operating pressure ranges from 1,000 to 3,200 psi and a heat rating of 180 degrees F. It will last in excess of 500 hours, according to the maker. **952-808-3640; www.hydrflexinc.com**



Imperial Industries Hydro 3600 Hybrid Excavator

The **Hydro 3600 Hybrid Excavator** from **Imperial Industries** is short and compact for maneuverability in tight spaces. It is designed to be user-friendly, efficient and can be operated easily by a single person. It includes a 3,600-gallon hauling capacity (customizable sizes available), optional water capacity, code and noncode availability, a three-stage lift hoist with built-in vibrator and full opening rear door for easy dumping, 20 gpm jetter up to 4,000 psi (adjustable), a National Vacuum Equipment 1600 blower and a moisture trap and grit ridder. Options include a 16-function remote control for easy operation of the boom, jetter, blower and vacuum. **800-558-2945; www.imperialind.com**

Rival Hydrovac T7 Tandem

The **T7 Tandem** from **Rival Hydrovac** was designed primarily to be loaded with debris and drive within legislated road limits with most types of debris on board. Standard is a scale that reads real-time weights both in the cab and on the wireless remote to confirm weights prior to travel. The operating system is engaged through one PTO switch. The remainder of the operation occurs from the rear panel or the wireless remote. The truck uses high-performance components and will dig at levels competitive to large units, according to the maker. **403-550-7997; www.rivalhydrovac.com**



Pumper

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(continued)



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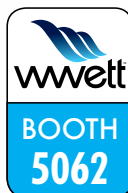
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Soil Surgeon hydroexcavating tool

The **Soil Surgeon** hydroexcavating tool fits any sewer combination truck equipped with a telescoping 6- or 8-inch boom. The tool has a 1-inch water connection. The operator controls water pressure and power through truck controls. It has a 6-foot Tuff-Tube with handles to guide the unit down for potholing or side to side for trenching. Six jets boring inward cut the soil while six boring outward bring the tube down. **949-363-1401; www.soilsurgeoninc.com**

Super Products Mud Dog 700

Mud Dog 700 vacuum excavators from **Super Products** are designed for operator convenience and consistent performance to meet the challenges of compact, urban projects to large-scale excavation.



Regardless of the task, the vacuum excavators offer versatility as well as safety and productivity on the jobsite, according to the maker. They offer a compact footprint for excavation in urban environments while maximizing payload and designed to maintain the power and precision of larger units. The unit features a 7-yard debris body and 600-gallon water tank. This model comes standard as a dump body with an electric vibrator offering a 50-degree dump angle with the capability of dumping into a 48-inch container. It is equipped with a rear-mounted, extendable, 8-inch-diameter boom that reaches 18 feet, has 270-degree rotation and pivots 10 degrees downward to minimize job site restoration and traffic congestion near roads. **800-837-9711; www.superproducts.com**



Tornado Global Hydrovacs F3 ECO-LITE

Tornado Global Hydrovacs engineered the **F3 ECO-LITE** to have big functionality in a mid-sized platform. It was made specifically to legally haul large payloads in urban environments 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 for easy monitoring of volume. It comes 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. **877-340-8141; www.tornadotrucks.com**

Transway Systems Terra-Vex HV65

The **Transway Systems Terra-Vex HV65** is a single-operator unit capable of performing all functions from a single remote control. The blower, water tank, boiler, jetter system



and wands are housed in an insulated, sound-dampening enclosure with thermostat-controlled heater. It includes large, winter-friendly roll-up doors with ample storage. An onboard air compressor is available. **800-263-4508; www.transwaysystems.com**



Vacall AllExcavate2

Vacall AllExcavate2 machines offer high-pressure water and air jetting and standard intelligent controls, plus easy startup and operation, according to the maker.

Water pumps generate 24.5 to 120 gpm and pressures to 3,000 psi with optional air excavation at 185 cfm and dual psi of 110 and 150. The water system, wand, control panel, tools and worker apparel are protected in a heated compartment. A standard AllSmartFlow CANbus intelligent control system allows for precise boom and reel adjustments, with a programmable LCD display that monitors engine, water- and air-flow and vacuum performance. Aluminum water tanks carry 1,000 to 1,300 gallons. Galvanized debris tanks are available with 10- and 13-cubic-yard capacities. They use one engine to power the chassis and excavation functions. **800-382-8302; www.vacall.com**

Vac-Con Mudslinger MS800

The **Mudslinger MS800** trailer-mounted hydrovac from **Vac-Con** is designed to provide the same power, suction and capacity of a truck hydroexcavator on a portable, pull-behind trailer. It



includes the choice of Tier 4 diesel or gas engine options providing up to 1,190 cfm and 16 inches Hg with a PD blower and 325 gallons of water. It has an 845-gallon debris tank and a 9-foot boom with 24 inches of hydraulic extension provides a full range of motion. It is designed to be a stand-alone unit, but can also provide support to construction, HDD and public utility fleets. A variety of applications includes daylighting, potholing, culvert and manhole cleaning and utility locating. **904-284-4200; www.vac-con.com**

JET/VAC COMBO UNITS



Aquatech B-Series

The **Aquatech B-Series** goes from sewer cleaner to hydroexcavator with no loss in performance. A rear-mounted hose reel allows operation from the safest area regardless of manhole location, and provides an unobstructed view for the driver. The

rear-mounted reel also allows 180-degree hydraulic articulation. It comes with a durable horizontal transfer case that delivers quiet, consistent power, according to the maker. A 27-inch Hg blower means faster, more productive vacuum loading. The one-piece vacuum hose is designed without multiple 90-degree angles to eliminate clogs. A 360-degree, top-mounted boom design allows greater payload capacity. The unit operates at 84 dBA, well within OSHA's 90 dBA/8-hour time-weighted exposure limit. **740-374-2306; www.aquatechinc.com**

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Aryan Pumps combination machines

Combination sewer cleaning trucks from **Aryan Pumps** include a hose cassette apparatus with a combined arm to simplify hose storage. It holds continuous lengths of 65 feet of suction hose, so there is no need to couple hose extensions for deep suction. It

includes easy in-and-out functionality and comfortable handling of the hose through the telescopic design of the arm. It includes a roller track for smooth operation, and the wide reach of the telescopic extension helps operators with vehicle parking flexibility. The unit offers single-person suction and jetting operation from the rear side of the vehicle. www.aryanpumps.com

Bucher Municipal North America FlexLine

The **FlexLine C120** and **C60** from **Bucher Municipal North America** are now available. The combination sewer cleaners are used for preventive cleaning, emergency cleaning of mains, septic, collection tanks and hydroexcavation. They offer 8- and 15-cubic-yard capacities, 7.2 and 14.5 psi, a jetting hose reel with more than 492 feet of capacity, a 5-inch suction hose with 7-foot extension, a hydraulic end cover that opens upwards, minimizing obstructions on roads and sidewalks, two control panels placed for easy operation, and a 5,100 psi at 5 gpm hydroexcavation pump. [704-658-1333; www.buchermunicipal.com/us/en](http://www.buchermunicipal.com/us/en)



GapVax VHX Series

The **GapVax VHX Series** hydrovac is designed to deliver optimum weight distribution, improved safety features and increased performance. The debris body is 7.5 cubic yard, offering a 15,000-pound

payload. The low-profile (12 feet 2 inches) makes it suitable for all-around hydroexcavation projects. The vacuum system with single mode wet/dry filtration is quiet, reliable and simple, according to the maker. It includes a 4,000 cfm positive displacement blower, 600 hp transfer case with air-shift engagement and ultra-quiet air injection and discharge silencers. This filtration design includes a top-loading debris tank, 14-inch stainless steel float-ball shut-off, efficient centrifugal cyclone separators and long-lasting filter bags. It is equipped with a 12 gpm, 3,000-psi water system with optional 200 cfm air compressor system. A full-tilting debris body, over 45-degree dump angle and full-opening tailgate allow for fast unloading and easy cleanout. The 8-inch telescoping VHX boom offers a 22-foot reach with 15-degree downward pivot. [888-442-7829; www.gapvax.com](http://www.gapvax.com)



Vactor iMPACT Combination Sewer Cleaner

The **iMPACT Combination Sewer Cleaner** from **Vactor** is designed to be safe, versatile and efficient. With on-demand system drives, operational interlocks, nondestructive e-stops and a boom out-of-position message and

alarm, it can help crews complete jobs safely. The compact package is suitable for tight spots like alleyways or in emergency applications. A multiflow system lowers rpm for better fuel economy. A low center of gravity and front-mounted hose reel also contribute to enhanced safety. IntuiTouch one-touch in-cab ergonomic controls and 7-inch dashboard screen with touchscreen and glove-friendly buttons deliver at-a-glance data for maximum efficiency. Quieter engine design, high ground clearance, lower water fill point and other features help improve the operator experience. 815-672-3171; www.vactor.com



VACUUM PUMPS

Fruitland 870 Series

Fruitland's 870 Series pump allows vacuum levels of 28.5 inches Hg and continuous vacuum of 27 inches Hg. It is capable of providing 30 psi pressure for offloading. Oil consumption is 1 gallon for 18 hours of operation to reduce consumption and environmental impact. Locally sourced, nonproprietary oil may be used. The



pump delivers 510 cfm (free air) through 4-inch porting. 905-662-6552; www.fruitlandmanufacturing.com

Gorman-Rupp ReliaSource Pressure Booster

Gorman-Rupp ReliaSource Pressure Booster pump packages in a variety of configurations are designed for long-lasting, trouble-free operation. Simplicity, precision balancing and accurate machining ensure reliable, long-lasting equipment. Each station is equipped with control technology and logic that provides operators with flexibility to adapt to a variety of operating conditions. According to the manufacturer, packages use high quality, name-brand components and custom programming for pumps, motors and controls. 419-755-1011; www.grpumps.com



Moro USA PM3000

The **Moro USA PM3000** vacuum pump operates at 1,001 cfm, 29 psi with a vacuum of 28 inches Hg. One of five pumps in the Storm Series, it offers the combination of high air flow and deep vacuum of a rotary lobe blower and the durability of a rotary vane pump, without all the noise. It utilizes a cooling circuit and comes standard with a water recirculation pump for continuous heat



exchange. It rotates at only 1,200 rpm, resulting in less fuel consumption and lower temperatures for longer pump life. It is constructed with a rugged cast-iron casing, Kevlar vanes and industrial-grade Viton oil seals. It includes an integrated check-valve, changeover manifold, and oil-fed bearings. Engine-driven packages and other drive configurations are available. 866-383-6304; www.morousa.com

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VACUUM TECHNOLOGY



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Wallenstein Vacuum 753 Series

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

Westmoor Conde PowerPaks

Westmoor Conde PowerPaks are preassembled gasoline or diesel-powered vacuum pump units. They are easy to install, according to the maker, and include a heavy-duty steel base with aluminum diamond plate trim and belt guard. Rigid assembly is designed to ensure minimum vibration and maximum power. They are available with either vacuum-only or vacuum/pressure pumps. A wide range of cfm options ensure the PowerPak is matched to the tank size and application. Units are powered with optional Honda GX Commercial Series gasoline engines or Hatz industrial air-cooled diesel engines. Units can be easily transferred to another tank system when needed. **800-367-0972; www.westmoorltd.co**



VACUUM TRUCK/TRAILER



Satellite Vacuum Trucks Cabover Line

The **Satellite Vacuum Trucks Cabover Line** comes on Isuzu chassis that have a tight turning radius, making the trucks suitable for maneuvering in tight spots like urban areas, and for quickly positioning trailers. Available in gas and diesel, the chassis can be upfitted in several configurations, making it operator and route friendly. With increased workspace in the hose tray area, the vacuum and washdown systems are a custom fit for specific service functions. The tank comes in lightweight aluminum, steel, or stainless steel. Multiple configurations are available. **800-883-1123; www.satellitetruckxpress.com**

WATER PUMP

Cat Pumps Models 2560 and 2565

Cat Pumps Models 2560 (16 gpm at 3,000 psi) and 2565 (20 gpm at 2,500 psi) hydroexcavating pumps are constructed for continuous-duty applications. BH versions have a machined-bearing cover to mate with Cat Pumps'



76SAEC.25FR hydraulic bell housing, allowing the 2560BH and 2565BH to be directly driven by an SAE C hydraulic motor. The compact direct drive allows for a space-saving footprint, and is simple to install and maintain, according to the maker. **763-780-5440; www.catpumps.com**

WATERBLASTING EQUIPMENT



Pressure Lift HydraBore

The **HydraBore** from **Pressure Lift** can blast down and physically remove built up tallow, soap residue and tank waste. Best used with a jetter, it will only add roughly 16 gallons of high-pressure water in a 10 minute period. Total time on a job, with a unit pumping approximately 2,000 gallons of waste, is less than 20 minutes at depths of 5 to 500 feet. Units are available in 3- and 4-inch sizes, with special orders of 6- and 8-inch units. The unit offers one-person operation, faster loading times and it keeps pumps cooler, decreasing pump wear and tear, according to the maker. It also reduces back injuries from full hoses. It works with industrial-size pressure washers and jetters, resuspending materials while pumping. **866-504-6596; www.pressurelift.com P**

CASE STUDY



University puts vacuum excavator to work

Problem: Maintenance professionals like David Willis, plumbing supervisor at Elon University in North Carolina, often faced having to outsource maintenance tasks around their facilities. Willis sought a solution to keep those tasks in-house.

Solution: The university purchased a **Vermeer LP373SGT** vacuum excavator, which Willis said his department uses frequently. "We use it for everything, from potholing to find utilities for new construction to running it like a shop vac to pull water out of flooded buildings," he says. "We also have used it to dig holes for new trees, signs, footings — we use it a lot." According to Willis, the vacuum excavator came with everything he needed. "Recently, we had a pipe burst, flooding out a building," he says. "Water was running everywhere, so we backed up the machine and ran the hose through a window. We were able to use the vac to suck the water up out of the floor and straight into the tank — very similar to how restoration professionals use this type of equipment to suck the water out of the buildings."

Result: Estimating that their Vermeer vac is used about 70% of the time in plumbing applications, Willis said that the rest of the time it's supporting other campus services. **352-728-2222; www.vermeer.com**



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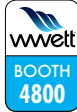
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PRODUCT NEWS



in the
SPOTLIGHT

By Tim Dobbins

CUSTOMIZABLE VACUUM TRAILERS FIT MULTIPLE APPLICATIONS

Each Liquidvac trailer from Presvac is unique, custom-built for the customer, but one thing that stays constant is heavy-duty construction for use on or off the highway.

Every build comes down to the customer's use, requests and local regulations. "Customers have a choice of pretty much everything as long as we can make it comply with the weight and axle regulations in the jurisdiction they are working in," says David Siphema, vice president of operations at Presvac. "We research the vehicle regulations in the state or province the customer is working in, and build from there."

Presvac relies heavily on those using the trailers every day when designing and manufacturing Liquidvac trailers. "We really just respond to our customers. They have the experience using the equipment and know what they require," Siphema says. "Every trailer we build is unique for that customer, and because every build is unique, it is all about making sure we are creating what the customer envisions."

Customers can choose carbon steel, aluminum or various grades of stainless steel tank material, depending on what they will mostly be transporting. Trailers can include a dump or nondump tank, vacuum system, transfer system, pressure wash system, custom paint colors and lighting among other additional features. Popular options include water pump, transfer pump, heated valves, custom hose trays and toolboxes.

Of course, Presvac is there to help guide customers to the right trailer if they have questions about what to get for their specific application. "If they are transporting product, then we want to maximize the tank size," Siphema says. "Or if the trailer is being used as part of a bigger process, then the vacuum and transfer systems become more important."

Each dump trailer features a full-opening door and large tipping angle to make cleanout easy and efficient. Tank sizes are available from 500 to 8,000 gallons and vacuum ratings range from 200-800 cfm. Rotary vane pump drive options include Presvac, Fruitland, CVS or another brand if preferred by the customer.

"We have received positive feedback from customers on the trailers we build," he says. "Pumpers know we have the experience to make their concept a reality." **800-387-7763; www.presvac.com P**



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Infiltrator expands Advanced Molding Facility

Infiltrator Water Technologies announced the expansion of its advanced molding facility in Winchester, Kentucky. Total investment in the Winchester Industrial Park facility is now more than \$140 million. Infiltrator has manufactured products at the plant since the 1990s. The expanded facility features 150,000 square feet of manufacturing space plus 14,000 square feet of office space. This site also includes 400,000 square feet of outdoor distribution and storage space.

EnviroZyme to acquire certain assets of Novozymes

EnviroZyme has entered into a binding agreement to acquire certain wastewater business assets from Novozymes. Novozymes is a provider of enzyme and microbial technologies to improve industrial performance while preserving Earth's resources. Subject to closing conditions and adjustments, the acquisition will be fully funded at the targeted close date during the first quarter of 2023.

Masport welcomes Wes Tuttle as VP of marketing

Masport announced that Wes Tuttle has joined the company as vice president of sales and marketing. Tuttle, a Masport customer for 30 years, has worked within the OEM side of the vacuum truck industry and brings a depth of customer, product and industry experience to the role. Over his career, Tuttle has worn many hats, usually gravitating toward sales and marketing roles but also finding himself involved in shop operations and general management. "My role now is about supporting and growing our ambitious team, helping bring new products to market, taking care of our existing customers and bringing that exceptional customer service experience to new customers," Tuttle says in a release. **P**



Wes Tuttle



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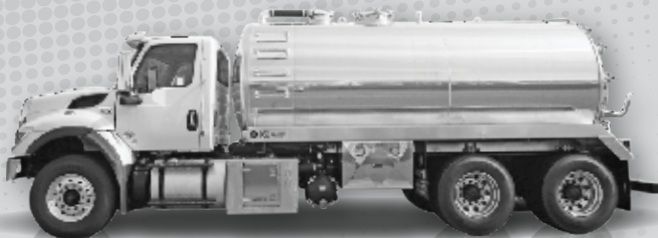
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**NAWT Design Course
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Register: www.cpow.net

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Location: Virtual Online Course

Contact: Aaron Tevik: atevik@arizona.edu

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January 30-31, 2023

Location: Maricopa, AZ

Contact: Aaron Tevik: atevik@arizona.edu

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**Operation and
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NAWT O&M 1 by CPOW

March 8-9, 2023

Location: Virtual Course

Contact: Lisa Nicoll

cpow@cpow.net

NAWT O&M 2 by CPOW

April 5-6, 2023

Location: Virtual Online Course

Contact: Lisa Nicoll

cpow@cpow.net

Soils Workshop

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

March 22-24, 2023

Location: Maricopa, AZ

Contact: Aaron Tevik: atevik@arizona.edu

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BUSINESSES

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Septic install, maintenance, pumping and plumbing business for sale in East Texas. For more than three decades this company has earned the respect and confidence of communities across a 100 mile radius, with over 1500 aerobic systems installed and hundreds of active maintenance contracts to show for it. The company has potential to grow with the right new owner. On day 1 it comes with a crew of trained employees, 4 service trucks, 1 vacuum truck, 2 goose-neck trailers, 3 lowboy trailers, 2 CASE backhoes, 3 Spartan sewer machines and 1 sewer camera. Owner plans to retire but is willing to stay on part-time to help train the new owner. \$450,000.00 Call 409-289-9326 (P01)

Septic & Excavating Company for sale. Septic pumping and repairs, also sewer & water line repairs/installations. Very good customer base. Very good cash flow. Has great potential for growth. Business has been operating since 1954. Owner retiring after 45 years. Asking \$900,000 w/property. Email dutchb1992@gmail.com (P01)

For Sale: Well established septic pumping -- in business for 20 years near Ft Worth Texas. Excellent reputation. Sale includes 2 trucks, all hoses, tools, and Quick Books customer list. Both trucks are dependable, well maintained, and pump jobs every day. 1-1994 Mack CH613 E7 w/3000 gal 3/8 steel tank, 9 spd trans Battoni pump, and 1-2001 Mack CX613 E7 10 spd w/drop axle & 3300 gal steel tank w/ NVE 367 challenger pump. Owner retiring but will help train for short term period. Phone number included Call Perry 817-994-8210 \$135000 obo. American Waste Water (P01)

Portable Restroom Business For Sale in Eastern KY. Established business of 20 years. Includes multiple trailers (8,16 and 20 haulers) and Bumper Tailgate Carrier. Trucks with Stainless Tanks include: (2021 Freightliner 1300/400, 2016 Dodge 300/110 and 2010 International 1100/400). Stainless Slide In Unit 700/300. Total of 307 Portable Restrooms with all units in new condition (10 ADA Units, 13 Handwashing Stations and 2 Holding Tanks). Currently 209 Portable Restrooms Rented at 120.00 per month. Reason for selling is Semi-Retiring. Price \$550,000. Will not sell separately. For more information call 606-793-1915. (P02)

For Sale. Septic pumping business in Phoenix and surrounding areas. Well established and very reputable family owned and operated for nearly 70 years Large customer base with 5 star approval rating. Includes fully stocked 3400 gallon vacuum truck, mini excavator with trailer, and miscellaneous equipment and supplies. Owner retiring. Reply to aaaawestwood@hotmail.com (P01)

Septic Tank Cleaning Company For Sale in Northeast New Jersey. This two truck operation was established in 1971. There is one 1986 Autocar with a 5,000 gallon stainless steel vacuum tank and one 2007 Kenworth T 300 with a 4,000 gallon vacuum tank. Both tanks are newer than the trucks. Two stainless steel storage tanks are included. The trailers are good for yard use only. Since we have been in business since 1971 we have a large customer base and we have a great reputation with same name and logo. Trucks include hoses and tools. Included are electric eel snakes and tank locating equipment. Selling trade name, phone numbers and equipment. Will sell without equipment. This is a tremendous opportunity for the right buyer. All customers are in Bergen County New Jersey. Contact : madblue@optonline.net (P02)

Selling after 23 years due to health reasons. Profitable business which includes: 2019 Dodge 5500; Approx 500 toilets in good condition and 100 that need touch up; 15 double hand sinks; 15 300-gallon holding tanks; Portable toilet trailer; Chemicals and paper included. Location available. Asking \$780,000. Call Mary 618-681-1580 or Steve 618-922-2338 for more information. (P01)

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HAZARDOUS WASTE UNITS

2000 Kenworth/Cusco Stainless Mastervac Wet/Dry High Dump 3,800 27' CFM Blower with Demag offloading pump with rear mounted boom. DOT 412 Haz Cert. Cat 3406 425 HP with Fuller 8 spd 44k rears 20 K pusher on alum budds. Recent engine rebuild and rebuilt blower \$240k KLM Companies 617-909-9044 (PBM)

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

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

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

JETTERS - TRAILER



2008 US Jet for sale. 4000 psi. 1,740 hours. Runs great! 250 gallon water tank. **Asking \$20,000. Please contact Ned for any questions @845-252-3000.** (P01)



2011 American Jetter (See Pictures). 1999 Pace Trailer, 16x8x8 (See Pictures). Perma Liner Equipment, see all pictures. Jetter \$6,000.00. Trailer \$6,500.00. Liner equipment \$6,000.00. or package deal take all for \$15,000.00. **Contact Total Plumbing & Heating at 203-410-1900. Additional pictures online at Pumper.com (P01)**

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

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

JET VACS

Pre-owned Vactor 2100 combination jet/vac unit with PD blower And 10 cubic yard debris tank. Mounted on a 2002 International 7400 cab & chassis. Stock # 1138C **(888)VAC-UNIT (822-8648) www.vrentalsllc.com. (PBM)**



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PIPELINE REHABILITATION

16ft Cues TV/Cutting tandem axle trailer. Also have Cues TV/Cutter truck with 18 ft box. Vanair undercarriage compressor. Also selling lots of miscellaneous equipment. Safety equipment, Cherne plugs, 42" to 60" specialty down the hole tools, Cementitious man hole lining trailer, TV Trucks, Jetters and lots of parts pneumatic piercing tools & accessories 14' tandem axle TV/Trailer (Envirosight) minus equipment. Too much equipment to list. For photos or more information Call Kelly (608)835-7767. (PBM)

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100 various makes and colored units for Sale. All units in good rentable condition. Located in Utah **\$250.00 each. 435-272-7457 (P01)**



We have (100) five peak special event grade units for sale. Unit price: \$350/each + tax. These unit have been meticulously maintained, and ready for your next event. 2012 F550, complete truck. \$46,000. **Call 608-835-3459 with any questions. (P02)**

Used Five peaks and Poly Portable Restrooms for Sale. All serviceable units. Need to make room for new units. 615-867-1512 (P01)



150 Satellite Hi Tech toilets Orange & Grey, All in Rentable Condition. We sold 500 of these in the last few months to many happy customers all over the US. Purchaser is responsible for shipping from New York. Aggressive price of \$250.00 per unit. **These units will sell fast. Call 1-800-634-2085 (P02)**

PORTABLE RESTROOM TRAILERS

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

PORTABLE RESTROOM TRUCKS



2005 GMC C5500 6.6 duramax diesel Allison automatic. 240,000 miles we are the original owners of the truck with all service records. Trucks runs and drives great still being used on a daily route. 750 waste 350 fresh water Keith Huber body. Masport vacuum pump and burks dc10 water pump. **\$35,000 call 435-272-7457 (P01)**

2007 Chevy Silverado, 3500 / 2 will drive, 365,000 miles runs good needs some transmission work. 270/130 Slidein with new Honda and condo combination. \$10,500. Call Mike 208-739-7151 or mike@portapros.com (P02)

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 #14073. **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**

2017 F550 XL 4wd 6.7 Diesel 146000 Miles 7584 Engine Hours. Imperial Aluminum Inside Coated tank 900waste/400fresh Dual Service. New Water Pump and hose reel in 2021, Masport HXL4, Drop down gate hauls 2 toilets. \$55,000 Email for Pics or information, Motivated Seller. Daily Driver until new unit arrives no2septic@gmail.com 715-682-2222 (P01)

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, (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)

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

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

SEPTIC TRUCKS



2023 Peterbilt 537, PX9 Engine, 3000 Allison, 33k GVWR, stainless/carbon steel/polished aluminum tanks available. NVE/JUROP/Masport/Fruitland pumps available. **Hayden Evans: 501-388-9464 (P01)**



2008 Freightliner Day cab with rarely used PTO powered vacuum pump. Extremely well-maintained tractor with zero issues or leaks. Like new 4,200-gallon tanker trailer inside and out. Only ever used for non-potable water. New rubber all around, huge bonus in itself! **DOT Certified. \$63,500. 719-666-2553. (P02)**



2001 Peterbilt Pump Truck 4000 gallon waste tank with jetter. **Keith Huber 561-302-7195 Andrew \$34,950 (P02)**

2003 Sterling AT9513 Tri Axle with steerable tag with a 4800 Gal Imperial Steel Tank for sale. C-12 CAT with less than 100 miles on FULL inframe including cam, complete valve job, liners, pistons, rings, bearings, etc. with documentation. New water pump and air compressor last spring. 487450mi/28913hrs showing. New Factory dash 3 years ago. 8LL trans. Drives are 90%. Floats 70% on all aluminum. Liquid cooled Masport pump. Seelevel. 2-4" inlet and 1-6" discharge all heated valves. 1-3" inlet on front of tank. 50 Gal freshwater tank. 2 Jobboxes. Radiator new 3 years ago. Pics upon request. Asking \$77,500.00 Call 715-282-3553 Ask for Greg (P01)



2022 114SD Freightliner with LMT ST-3500 Debris body. 1/4 A36 carbon steel Body. NVE 4310 900 CFM PD Vacuum pump. Full opening rear door. 3-Stage Hydraulic Dump cylinder Pkg. LED lighting Pkg. Access ladder. 6 inch discharge port. 4 inch inlet port. can run with 3 inch. body vibrator. Mileage:2964. **Price \$260,000.00 Contact David Bruder at Brown Equipment 1-260-433-0893 call or text (P01)**

2005 Keith Huber Dominator, 4,000 U.S. gallon, dump type unit, with a Wittig RFL100 hydraulic driven vacuum pump. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

Pre Owned 1997 Peterbilt cab and chassis with 2008 PikRite 4,000 U.S. Gallon, carbon steel, vacuum tank with Presvac PV750 pump package. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

2006 Freightliner M2 Business Class: 215k miles, 300 H.P. Allison automatic. Brakes, drums, rims and tires were all installed 10k miles ago. Truck had a new 2500 gallon tank installed 2yrs. ago. Along with a jurup LC420 and heated valves. Truck was completely gone through at that time. Selling to buy a tandem truck. \$68,500.00 call or text 734-777-0390 for more information. Delivery available. (P01)



1993 INTERNATIONAL 4900 SEPTIC TRUCK. It has a 2300 gallon Erickson tank with Masport pump installed and mounted by Ericksons. In July of 2022 it had a new head, oil cooler, inter cooler, Radiator installed by local mechanic shop with receipts. All new valves and rear manway on the back, with two brand new 25 foot, 3 inch hoses. The truck runs good with 402,198 miles. **\$35,000 obo. Email at blake@columbianas sanitation.com for more information. (P01)**



2009 International, Cummins w/ Automatic. In great condition, 515k miles, dump bed, LC 420 Jurup vacuum pump, comes with gas jetter ready to go to work 80% rubber, 200 gallons fresh water with 4000 gal waste tank. **Best to text 713-992-0916 - 95k OBO. Selling due to buying new truck. (P01)**

Pre Owned 2006 Peterbilt 335 cab and chassis with a 4,000 U.S. Gallon aluminum vacuum tank. Complete with a Masport HXL400WV vacuum pump package. Stock# 1111V **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**



FOR SALE! 2010 Freightliner Business Class M2 Cummins ISB Engine Automatic Transmission 212k Miles 2100 Gallon tank - Installed new in 2019 Jurup pump - Installed new in 2019 **\$61,500 Truck runs and operates great! Message me for any details 270-860-2107 (P01)**



2014 KW T800, Cummins ISX 550 h.p, 71k miles, 5620 hours, 18spd Eaton, Jake, 84,000 gvw, tri drive rears, Camex 4100 gal tank with hoist and full open rear door, Hibon 1661 cfm blower, extremely nice rig. Finance and delivery available, **\$119,000.00 Hull's Truck Bodies LLC 740-820-5338 (P01)**



2015 Hino 268 porta pot truck, J08 Diesel, 149k miles, auto trans, AC, cruise, 25,900 gvw, under cdl, 1800 gal alum Amthor tank, 1300/500, Masport HXL15 vac pump, 2 pot rack. Very good running and driving truck. Financing and delivery available, **\$55,000.00 Hull's Truck Bodies LLC 740-820-5338 (P01)**



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, power mirrors, power door locks, tilt wheel. Only driven by the owner and truck is in pristine condition. Original owner. Ready to go to work. **\$125,000.00. Call John 661-802-9656. (P01)**



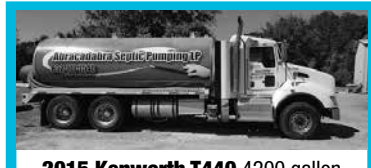
Selling our 2005, (No emissions), sterling vacuum truck, 3300 gallon aluminum tank, Masport 400 c.f.m. water cooled vac pump, pusher axel, 224,900 miles, Eaton fuller manual trans, diesel 350 h.p., very good rubber, no winters, rust free in excellent condition. Can have shipped or drove for a fee. The price is **\$62,000, call 608-558-0870 ask for Don. We've been in business since 1957. (P01)**



2006 Freightliner. Rebuilt motor 70,000 miles Fruitland 500 vacuum pump 2000 gallons **\$55,500. 614-264-9457 Mark. (P01)**



2002 Freightliner Business Class M2 Septic Truck \$15,999 obo. Does the job. Rusty but still thirsty. **Call Paul 715-559-7558 (P01)**



2015 Kenworth T440 4200 gallon aluminum tank with 866 NVE vac pump 275,000 miles approx. Jetter, **\$95,000 Call 832-777-7540 (P01)**



1999 International Guzzler Truck 2674, 53k miles, 1.1k pump hrs. More pictures and videos upon request. **\$67,000.TNT Motorlot- Brian@ 801-920-2421 (P02)**



Buy it today...use it tomorrow!!

2007 Freightliner M2106, CAT C7 engine with 335,XXX miles. Eaton Fuller 9 Speed Manual Transmission Tank Size - 3200 gallons (steel) This is a very reliable unit that is currently in use. It has newer tires (less than a year), new carrier bearing, PTO drive shaft and has the Jurop 420LC, which was rebuilt last year. She's a worker and is overall a solid 7 out of 10. Two 4 inches heated valves with a heated 6 inch discharge. We're selling it to reinvest for another unit's upgrade. Contact: josh@rapidflush.com or call 616-368-1894 Overall condition: GOOD If it was mint condition it could easily go for upwards of \$75,000. **Was asking \$45,000 but now ...\$36,000!!! (P01)**



1994 White GMC, 3306 Cat, Eaton 8LL trans, Jake, 4000 gal Presvac tank with hoist and full open rear door, Presvac vac pump, only hauled grease, tank in excellent shape. Ready to work, financing and delivery available. **\$29,000.00. Hulls Truck Bodies LLC 740-820-5338 (P01)**



2013 International 4300 truck. Brand new 1650 gallon steel tank. Brand new JuropN84 vacuum pump **\$75,000 obo Email info@discount-plumbing24hr.com or call 209-239-3550 ask for Devon (P01)**

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



FOR SALE! 2016 Mack GU713 Granite, 395HPMack Engine, 10 Speed Mack Transmission, 3.79 Rear Ratio, Dual Frame, Spring Suspension, LOW LOW 94,500 Miles, Dragon Products 4000 Gallon Vac Tank, 2 Steerable Lift Axles, Honda Jetter, Moro Kaiser Turbo PM80 Pump, this truck as seen is in very good condition. **\$115,000.00 Call today to put your name on it! mart.fowler@tsource.com 336.971.1736 for more info. (P01)**



2000 International 4900 Dt466 Manual transmission Tank imploded roughly 3 years ago, replaced the tank side skirts electric, lighting and replaced the pump. Installed new NVE vein pump. Strong running and clean truck. 3500 gallon tank 110,822 miles **\$45,000 Located long island New York please email us info@certifiedcesspool.com or call 631-449-1572. (P01)**



For sale: 2012 Freightliner M2. Iron vac built. New 2500 gallon tank and NVE 607 Challenger MaxPack vac pump in July of 2020. Heated collars, toolbox, receiver hitch and trailer wiring. 6 speed manual transmission. Cummins engine, Truck had not been used very much since new tank and pump. Nice clean truck. 132,700 miles. **Asking \$79,500. Text 920*323*2511 maritimeliquidwaste@gmail.com (P01)**

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 (P01)



2001 Peterbilt, 3126 Cat, 48k miles, 9spd trans, AC, cruise, New: 2500 gal tank, stainless hose trays, Jurop R260 vac pump, tires, alum wheels and paint. Financing and delivery available, **\$53,000.00 Hull's Truck Bodies LLC 740-820-5338 (P01)**

2012 3250 gal.Eagle Tank mounted on a 1989 International 4900 DT 466,13 speed RoadRanger, 52,000 GWW,155,000 original miles.Always kept indoors,this truck is registered and making money for original owner. \$12,000 call 203-623-0444 leave message (P01)

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 (P01)

New 4,000 U.S. gallon, aluminum, vacuum-pressure tank mounted on a 2023 Peterbilt 548 cab & chassis with NVE Challenger 887 fan cooled vacuum pump Stock #14056 **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**



Buy it today and use it tomorrow!!! It's in great condition. 2012 Freightliner Cascade with 395,XXX and Galyean 5,460 gallon tanker with a fruitland pump. 18 speed manual transmission. See pictures for details. Asking \$87,134.49 or best offer. **Call Josh at 616-368-1894 or email josh@rapidflush.com (P01)**



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



2008 Peterbilt truck, Cummings 335, 10 Speed Transmission, 3600 Gallon Tank, Masport pump, Non Compliant in California. Truck works well. **Asking \$70,000 or best offer. Please call 530-934-7883 (P01)**

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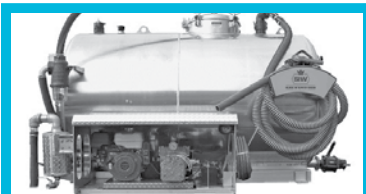


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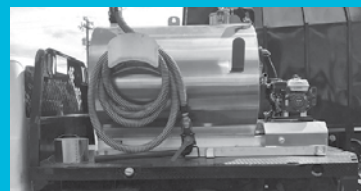
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