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Jerry Jakubowicz poured 40 years of pumping know-how into the design and specifications of the 2022 Classy Truck of the Year

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The lure of working together and growth potential of the wastewater industry keeps the Lappin family pulling on their work boots every day

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ON THE COVER:



2020 Peterbilt 567, the 2022 Classy Truck of the Year. (Photo by Casey Koepf)

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

Jim Kneiszel
Editor

Make the Most of Your WWETT Show Education Experience

The biggest show in wastewater allows attendees to learn from the best and brightest industry experts

By Jim Kneiszel

The WWETT Show is Feb. 20-23 at the Indiana Convention Center in Indianapolis and I know many of you are planning to be there. And still other *Pumper* readers are contemplating making the trip. It's always been a great experience, and the value goes beyond seeing all the latest tools of your trade.

I can't tell you how many education seminars I've attended at the WWETT Show over the past 20 years. With all of those Education Day tracks of classes, it's got to be well into the hundreds.

And whether I poked my head in the door for a few minutes or stayed for the whole session, I can say I took away an important lesson from each one. It may have been a single nugget of technical information about septic inspections or several pages of notes of tips and tricks from wastewater professionals.

In sum total, those classes provided me with a broad base of knowledge that has helped me better serve the pumping community as editor of this magazine. And in these seminars, sitting shoulder to shoulder with pumpers from across North America, I often heard the same response. They came to see the shiny new trucks — and found the learning opportunities were the icing on top of the WWETT Show cake!

That's why I take the time to promote the 100-plus education seminars at the wastewater industry's biggest event. I am always looking to reach the attendees who spend all their time in the exhibit hall and never make it to classes, as well as the pumpers who never travel to the WWETT Show. You need to know what you are missing in the presentations from the best and brightest in the industry.

This year is no exception. I've gone through all the classes and have some suggestions for pumpers. Perhaps a few of these will touch on important topics for your business in 2023:

How to Work With Regulatory Agencies to Promote OWTS Inspections

Time-of-sale onsite inspection requirements are becoming more and more common. A panel of industry experts will discuss pitfalls and lessons learned when introducing the real estate transfer inspections to local regulators. Also taking questions from participants, the panel will include Frank Parker, president of Parker Wastewater Consulting; Jeff Rachlin, owner/partner of OnSite Management Inc.; John Ferdetta, president of Quest 4 Corp. and

➤ The septic trucks, the innovations in tools for the industry; it's all a principal reason for pumpers to head to Indy. But I have also spent many worthwhile hours in classrooms enhancing my knowledge of the industry.

Advanced Septic Pros; and Kim Seipp, NAWT education coordinator and owner of High Plains Sanitation Service.

Beyond the Raked Bar Screen: A Summary of Septage Screening Methods

Raked bar screens have been employed to remove trash from septage and portable restroom waste for many years. This seminar will review a variety of types of screens available and discuss automating a process that has typically been a manual operation. The presenter is Tim Matheis, business developer at Hydro-Dyne Engineering.

Confined-Space Entry Training

Inadequate safety in confined-space entry has sadly caused deaths in the septic service industry through exposure to toxic gases found in tanks. This training course will help your technicians learn to work safely in these dangerous situations. Topics covered include air monitoring alarm points, exposure to low and high oxygen, toxic gases, sampling with monitoring equipment, ventilation, necessary personal protective equipment and confined-space permits. The presenter will be Ed Fitzgerald, DTI trainer and technical support for Jack Doheny Company.

Leveraging Your Pump Truck by Collecting Yellow and Brown Grease

Yellow and brown grease are high-demand commodities as biodiesel and regenerative diesel technologies continue to grow in usage. This session with



speaker Matthew Harrison, manager at Oregon's Scout Septic, will explain how pumpers can break into grease service. Topics include identifying and defining opportunities in biofuel, marketing to food service businesses, determining the value of grease and reviewing logistics challenges.

Starting an Apprenticeship Program for Your Installing Business

We're all aware of the shortage of qualified workers in the septic service industry. So finding ways to encourage training programs for young people is a huge topic. Presenter Matthew Harrison will review how his company built an apprenticeship program and share the lessons he learned along the way. Topics will include systemizing the training program, creating recruitment and incentive benchmarks, and embracing regulators, manufacturers and distributors as part of the program.

Portable Sanitation: Preparing for Extremes

Portable restroom route drivers sometimes work in extreme conditions. Bitter cold, intense heat, high winds. How do you prepare for handling these extremes to provide the best possible service? Presenter Joe Payne, a Portable Sanitation Association International trainer and operations manager for Terry's Pumpin' and Potties in Nevada, will share key considerations in planning for restroom service in a variety of difficult situations. He will also address best practices for disaster relief work.

Why You're Losing Your Best People — How to Avoid the Great Resignation

It's a huge and timely question in this challenging work environment: How do I retain employees? In 2021, companies experienced an employee turnover rate ranging from 30% to 100%, and presenter Lauren Schieffer of 365 Leadership aims to help you avoid a continuation of these unprecedented numbers. Learning objectives include analyzing the cause of worker turnover, the four key things employees seek from their work environment, how good communication practices can help retain workers, and building a plan to meet needs of a post-pandemic workforce.

The Employment Audit: Ensuring Your Organization Is 2023 Compliant From A to Z

We hear it all the time — regulations are becoming burdensome for small businesses. As in other industries, pumpers may be out of compliance with some of the wide array of government rules and regulations. Melanie Griffin, an attorney and founder of Spread Your Sunshine, aims to help your company follow rules concerning employment law to avoid any issues in the future. Topics covered will be creating a self-audit of your organization in common areas of non-compliance, identifying and addressing areas of concern, and highlighting recent changes in employment law.

Fostering Diversity and Inclusion in the Workplace

Speaker Christopher Salem, CEO and business adviser at RS Group Holdings, will help your company create an inclusive work environment where all employees feel their voices are welcomed, heard and respected. Among the topics he will cover are explaining active listening techniques to communicate with a diverse workforce, ways to build and enhance a diverse, multigenerational team, and proactive conflict resolution.

PSAI Basic Service Technician Training Series and Certification Exam

The Portable Sanitation Association International offers its Basic Service Technician Training and Certification program in Indianapolis. The day-long course will be conducted by PSAI trainers Joe Payne and Tony Watson, and covers these five topics: transportation and logistics, servicing portable sanitation equipment, safety and hazard management, recordkeeping and professional demeanor and conduct. New restroom route drivers can be tested and certified at the WWETT Show.

NAWT Shootout

The national trade association for pumpers is outfitting a truck for a pre-trip inspection competition to highlight updated federal regulations. Drivers will receive a pre-trip checklist before taking a crack at the inspection. Participants who correctly identify the most problems with the truck will win prizes. The aim is to help experienced CDL holders practice their inspection skills and educate new CDL holders.

WILL YOU BE THERE?

Just like many of you, upon arrival at the WWETT Show I have been immediately drawn to the show floor to see what 500 exhibitors have to offer. The septic trucks, the innovations in tools for the industry; it's all a principal reason for pumpers to head to Indy. But I have also spent many worthwhile hours in classrooms enhancing my knowledge of the industry and networking with so many pumpers from across the country and beyond.

I guess my message to readers is to take advantage of both sides of this important trade show, see those products and visit with your longtime vendors. But also bring along a notebook and be prepared to take part in these many helpful seminars. **P**



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OSHA AUDITS

how to prepare

OSHA audits can happen at any time, and sometimes with little or no advance warning. Because you never know for sure when an inspector will show up at your place of business, it's imperative to be ready at all times. This online article teaches you how you can prepare yourself for an OSHA inspection.

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CONTROLLING EROSION

take requirements seriously

Authors Jim Anderson and Dave Gustafson had the opportunity to observe a site being prepared for installation of an onsite system in a wooded area on a lakeshore. What they saw was disappointing for several reasons. In this article, they examine why it's important to control erosion and runoff properly.

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“ When you think about the idea of women embracing bold leadership in this industry, it's really about embracing our female nature in a different way. ”

– Industry Women Offer Advice for Success
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SAFETY GUIDELINES

how to avoid injury

On-the-job safety hazards put pumpers' and plumbers' health at risk every time they step onto a job site, with some of the most frequently reported injuries coming from routinely used tools and equipment. There are a few basic guidelines you can follow that go a long way in helping you avoid common injuries.

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STATE ONSITE ASSOCIATIONS

12 reasons to Join

There are numerous benefits to joining a state onsite/wastewater association. Membership keeps you connected to a community of professionals and serves as a forum for information exchange among private industry professionals, government policymakers and regulators. This article offers 12 comments from members about how they benefit from associations.

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Big, **RED** and Reliable



Jerry Jakubowicz poured 40 years of pumping know-how into the design and specifications of the 2022 Classy Truck of the Year

By Jim Kneiszel

The pumping industry has come a long way in the 40 years Jerry and Chris Jakubowicz have been running mom-and-pop outfit Rural Septic Service. When they started out, Jerry was driving a 1964 Ford carrying a 1,500-gallon boiler tank and pumpouts were \$20 for holding tanks and \$25 for septic tanks.

Back in those days, Jerry couldn't have envisioned ordering a \$285,000 custom-built Peterbilt rig that could handle an average of 10 tanks he pumps per day around his home base in tiny Boyd, Wisconsin, population 603. But that's exactly what he did, traveling a little more than an hour east to the Imperial Industries factory in 2020 to pick up the bright red beauty that was just named the 2022 *Pumper* Classy Truck of the Year.

"I was shocked. I didn't think I'd ever win. There's a lot of nice trucks out there," an excited Jerry responded when asked about his first reaction to his truck taking home the coveted prize. About the truck, one of 12 beautiful service vehicles featured last year in *Pumper*, he said, "What can I say (about the truck) other than I love it? Imperial did a hell of a job building it."

The winning truck is a 2020 Peterbilt 567 powered by a Cummins X15 100th Anniversary edition 450 hp engine pushing a 5,000-gallon steel tank with a National Vacuum Equipment blower and tied to an Allison automatic transmission. Imperial added a 50-gallon freshwater tank with a Hannay hose reel, Garnet in-cab SeeLevel tank gauge, dual 4-inch inlets and a 6-inch dump valve. Jan Ruffedt at Brushworks of Bloomer provided graphics.

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CUSTOM-BUILT

Rural Septic was started in 1966 and Jerry and Chris bought the solo-pumper business in 1984 three years after Jerry graduated from high school. It has remained a single-driver operation ever since, and it took Jerry's 10th truck for him to enter the Classy Truck competition — and he won the annual contest the first time out.

Beginner's luck? Hardly. Over the years, Jerry refined all the features he liked in a vacuum truck and wasn't bashful about his demands for the truckbuilders. After that first Ford, he's custom-ordered every truck, the last three being Peterbilts from Imperial. He said the folks at Imperial know he's "fussy" about the final product. All that attention to detail and hands-on pumping experience led up to this month's cover shot.

Here are some of the specifications Jerry's found most valuable in this truck:

Lower the hose hangers: "I lowered the hose hooks two more inches so it's easy to pull the hoses on and off. I've seen some hangers halfway up the tank. No way I'm picking it up over my head."

Internal wiring and piping: "It's better to clean. I don't like washing around a lot of stuff. Everything is hidden."

All stainless fasteners: "Every nut and bolt is stainless steel so I don't have to worry about rust or streaks." The rear bumper, visor and toolbox doors are all stainless for easier cleaning.

More toolboxes: For this build, the freshwater hose reel was enclosed in a toolbox and two more boxes are built into the passenger side for added storage.

Strobe lighting front and back: "The way people drive today, they have no respect for big trucks. I run the strobes whenever I'm pulling in and out of driveways."

Shorter hose runs: "I carry three lengths of 38-foot hose (Black Kanaflex 220 RS from Milwaukee Rubber Products). I'm getting too old or lazy and I don't like dragging hose anymore. If we get septic way in the back of the house, I'm going to wait for the ground to dry and back out on the grass. (Customers) understand." He said the Kanaflex is durable and flexible in cold weather.

Smooth hose trays: "I don't like the diamond plate. I don't like the looks and it's way too hard to keep clean. This stainless is so smooth and easy to clean."

Easy truck wash: "I don't wax trucks anymore. There's a clearcoat paint, the rest is stainless."

Front load valve: "I went with a front loading valve starting with a 1984 International. It pushes material to the back and I never, ever have to clean sand out of that tank. There's no manway on top (for cleaning access); I don't need it."

Gotta go auto: This is his third truck running an Allison RDS 4500 auto transmission. "If I had to shift a truck again, I wouldn't drive it. I just got spoiled. Because I do so much stop-and-go and turning all the time and backing up, it's too easy just to push a button."

Blowers preferred: "It makes it faster and easier to pump a tank. That's part of the reason I went with a blower. It's double the cfm of my last pump and that makes a big difference."

Always red: "All of my trucks have been red. It's a color I picked years ago and stuck with it. The same paint code, L2141."

Basic interior comfort: "It's not top-of-the-line, I'm too cheap to buy



Chris, left, and Jakubowicz with their 2020 Peterbilt 567, the 2022 Classy Truck of the Year.

“ AS TIME GOES ON BUILDING TRUCKS AND TANKS AS I WANT THEM, THEY’VE GOTTEN BETTER. THIS IS BY FAR THE MOST USER-FRIENDLY TRUCK I’VE EVER OWNED. ”

JERRY JAKUBOWICZ

the fancy model. It's one step under that. It has leather seats, all the bells and whistles including Bluetooth, upgraded stereo, extra sound insulation and navigation."

Double heated valves: For this truck he asked for heated jackets and heated valves, which he

admits might be overkill. "It can be -30 degrees and they open every time. I can take the cap off the valve and there's steam coming out of it."

DuraBrite Wheels: The Alcoa aluminum wheels cost more, but are guaranteed to shine for five years.

CONSTANT IMPROVEMENT

"Every time I've built a tank I make some changes. As time goes on building trucks and tanks as I want them, they've gotten better," Jerry said. "This is by far the most user-friendly truck I've ever owned."

To keep it in tip-top shape, Jerry parks the Pete inside a heated shop and washes it regularly in the shop, most of the time hand-scrubbing it, a routine that takes more than an hour. The tank with internal piping makes it easier as does his simple use of hot water and dish soap.

"I'm a firm believer in Dawn dishwashing soap," he explained. "I buy it in bulk and run it through the pressure washer when I'm too lazy to scrub it. I've tried many other cleaners and dish soap is by far the best."

Jerry describes his truck as his "office on wheels" and it's important to keep it tidy — for himself and for customers who appreciate and marvel at seeing a clean septic service truck. He also believes in regular truck replacement as he has never held on to a truck for more than 10 years, and it's usually a shorter time period. He thinks running newer trucks is just good business.

"Years ago I couldn't afford a new truck; it was just fix, fix, fix. Then I (compared) what I would pay in interest on a new truck and the money I stuck into repairs on the old truck, and it was cheaper to buy and have a new truck," he said.

LOOKING FORWARD

Turning 61 next month, Jerry plans to pump until he's 70. While he's behind the wheel every day, he credits his wife, Chris, for handling all the office duties. Their family includes daughter Jennifer, son Justin and granddaughters Kendall and Keslyn. No one in the family is interested in taking over, so Jerry hopes to find someone to train and take over one day — but not too soon.

"Before I croak, I want to say I've pumped tanks for 50 years. I might not work every day all day, but I need to stay busy and I love what I do," he said. "Different scenery and talking to the people, that's what I'll miss someday. And I'm still learning stuff. I don't know everything. No two systems are the same." **P**

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Tributes: COLE Publishing Lost Key Contributors in 2022

By Bob Kendall

The past year, 2022, was a sad year for me personally, and for the COLE Publishing family. To begin the year, we found out that Julie Gensler, the love of my life, had cancer. Many of you will remember Julie from her work on the Pumper & Cleaner Environmental Expo International, now the WWETT Show. She was instrumental in the success of the trade show, arranging and managing the educational program each year.



Julie Gensler with daughter, Holly.

Julie and her daughter, Holly, worked to get continuing education credits from as many states as possible, organized the times, rooms and speakers to provide the best possible experience for everyone. Julie managed the room blocks at each hotel, personally getting involved to resolve any issue that might arise. The annual appreciation party was always an event to remember because of Julie's efforts from booking the entertainment, coordinating the refreshments,

managing room set-up and any detail necessary to truly show COLE's appreciation for the industry.

Julie was just 57 when she passed away March 7. Julie taught me a lot about life, a lot about love. The sadness of her loss is something we deal with every day and something I doubt I will ever really get beyond.



Bob Kendall with Julie Gensler.



Pete Lawonn, far left, with Bob Kendall, far right, at the 1981 Liquid Waste Haulers Tradeshow.

In 1979 we started a publication for septic tank pumpers because Pete, who owned a septic business, wanted to sell a vacuum tank and install a larger one he had built for his truck.

The thought was, if he listed it in the local paper and someone bought it, he would be starting his own competition. Instead, he wanted to sell it to someone already in the business that needed a tank for a second truck. The more we discussed the idea, the more we realized there was no communication between people doing the same type of work. From that first issue of *Pumper*, we developed a camaraderie between manufacturers of equipment and end users, which were the seeds to becoming an industry.

I remember those early days fondly as Pete and I struggled without equipment to get the publications out, and somehow we always did, never missing a deadline. One day we received a letter telling us how great *Pumper* was, while suggesting we had a winter gathering so people could come together and share ideas. There was no hesitation as we started figuring out how to host a trade show.



Pete Lawonn with wife, Debbie.

Dec. 30 marked the passing of another key figure in COLE Publishing's history. Pete Lawonn, co-founder of the company and inspiration for *Pumper*, *Cleaner* and the trade shows.

Pete and I were friends since I was 16 years old and I can honestly say I never met anyone who didn't like Pete.

Much of what we did with the publications and the trade show was different from other publications or events. Everything Pete ever did was based on a sense of fairness, not on what someone else had done before.

As with many partnerships, our goals for the future differed and Pete decided we should end our partnership. Typical Pete — he had an easy and equitable solution. He made me an offer, and if I wanted to take it he would buy me out, but if I didn't want to take it, I could buy him out for the same offer. Simple and equitable.

Pete taught me a lot about business, a lot about life.

I hope many of you reading this will remember Pete and Julie, two wonderful people who shared their lives with me. For that I am eternally grateful, and will always consider myself so lucky, but will likewise never quite be whole without them. **P**

Bob Kendall is owner and co-founder of COLE Publishing.

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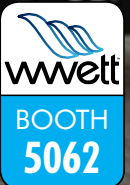
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✓ The Lappin Septic Service crew includes, from left Mackenzie Stephenson, Ben Lappin, Phill Lappin, Jessica Lappin and Bryan Wagner. (Photos by Kate Tillman)



Family of **PUMPERS**

The lure of working together and growth potential of the wastewater industry keeps members of the Lappin family pulling on their work boots every day

By Dee Goerge

One of the things customers can count on when they call Lappin Septic Service in Lakeville, Indiana, is help from someone who is part of — or very close to — the Lappin family. And, that whoever it is, the service will be friendly and helpful. It's what the business has built its reputation on since 1987, when Phill Lappin took over, and it continues now with his son, Benjamin Lappin, and daughter, Jessica Lappin.

The Lappin family prides itself on listening to the concerns of customers and giving honest appraisals and advice about the care and maintenance of their septic systems.

FAMILY TRADITION

Phill had always been an entrepreneur, first cutting trees and selling firewood. In 1987, when a septic pumping business owner wanted to retire, Phill's wife, Denise, convinced him to try it. With just a truck and a phone number, Phill, a natural jack of all trades, figured out how to pump and run the business (originally called Lakeville Septic Service). With help from his family, the business took off.

Ben Lappin admits that while growing up he had no desire to carry on his father's septic pumping business. Instead, he went to technical college for motorcycle repair with an associate business degree for his dream job to own a motorcycle shop. But, after working for others for a few years, he realized the seasonal limitations of Midwest motorcycling.

When his father started talking about retiring in 2015, Ben was ready for a change.

"Dad offered significantly better pay and I came back to give it a shot," Ben says. "I would call it an apprenticeship for five years."

The training was similar to what he had done at age 12, dragging hoses and performing odd jobs. Soon he was pumping, cleaning out distribution boxes and leachfields and getting his commercial driver's license in 2016 so he could drive and pump on his own. In March 2021, Benjamin, now 32, purchased the business from Phill.

The business brought his sister, Jessica, back home too. She worked for big businesses and managed offices, including a commercial real estate company where she handled repair calls, preventive maintenance, etc., for 5 million square feet of real estate. She was working for a tree service when COVID hit in 2020.

"Ben instituted customer service systems online and sent notifications. He brought the business into the 21st century," Jessica says. "Ben and Dad asked me to please work for them. I started small, taking phone calls and paying bills. As time went on, I built a website and added social media."

Like Ben, she rode and worked with her dad when she was a youngster, so Jessica, 47, understands the business. Between that and the management skills she gained working for other companies she is well qualified as business manager for Lappin Septic Service.

"It's nice working with my brother; we work very well together," Jessica says.

UPDATING EQUIPMENT

Besides updating the accounting and marketing, Ben recognized the need to upgrade equipment. The main truck is a 1996 International 8100 with a Cummins engine showing 750,000 miles. The truck has a Du-Mar Welding 4,000-gallon stainless steel tank, manways and hose trays, and a Battioni Pagani MEC11000 vacuum pump. The truck has a 9-speed Fuller Transmission (Eaton Vehicle Group) manual transmission.



Lappin Septic Service Inc.

Lakeville, Indiana

OWNER: Ben Lappin

FOUNDED: 1987

EMPLOYEES: 4

SERVICE AREA: 6 counties in northern Indiana

SERVICES: Septic pumping, grease trap service, repairs, inspections

WEBSITE: www.lappinseptic.com

“ I’VE BEEN IN CUSTOMER SERVICE SINCE I WAS 15. I REMEMBER ALMOST EVERYBODY AND I ADD PRIVATE NOTES ABOUT WHAT TO DO AND WHAT NOT TO DO. ”

JESSICA LAPPIN



Mackenzie Stephenson hooks up hoses for a residential pumping job.



▶ From left, Ben Lappin, Mackenzie Stephenson and Jessica Lappin work with a RIDGID jetter at a residential septic maintenance job.

▶ Stephenson connected suction hoses before pumping a residential septic tank.

“It ... has its quirks to get it to pump,” Ben says. He adds that finding a reputable mechanic (Mike Norris of MD Technicians) has been essential to keep up with regular maintenance and to deal with minor issues before bigger problems come up.

Its large tank makes it efficient to pump up to four septic tanks in rural areas before unloading at a wastewater facility.

But the truck’s size didn’t always work as well in-town settings that account for about half of Lappin’s business.

“The city of Granger has one of the highest populations of houses per square mile that are on septic instead of sewer,” Ben explains. Though it’s about 30 miles from Lakeville, he convinced his dad to invest in a more modern and smaller truck to service that area.

“The challenge is the houses are close, there are short driveways and people don’t want us parking on the driveway so half the time we park on the road,” he says. While Ben is very adept at driving the big truck in tight places, the second truck is easier for others to drive.

The smaller rig is a 2014 Freightliner with a 270 hp Cummins engine, 5-speed Allison automatic transmission, Du-Mar Welding 2,500-gallon stainless steel tank and stainless steel manways and hose trays with a Battioni Pagani MEC11000 vacuum pump.

“I bought the (low mileage) truck as a flatbed and added tool trays, and side trays and replicated the old truck that we had modified,” Ben says, so that both are set up similarly. “The small truck is automatic transition and very user-friendly.”

A 2007 Ford E250, capable of towing machinery, serves as the work van for the repair/maintenance side of the business and is stocked



with hand tools and DeWALT 20V Max Tools.

“Our bigger, more expensive equipment we use regularly include a RIDGID KJ2200 water jetter, RIDGID K400 and K750 drum machines, a Ferret Pro inspection camera (and Ferret stick) and a Prante sewer line inspection camera,” Ben says.

In the office, Jessica uses QuickBooks for accounting and payroll and Housecall Pro for scheduling and billing. Because of her past jobs she is very familiar with the area and plans the routing herself. With the GPS mapping system on phones, she can see exactly where drivers are at any time.

(continued)

5

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▲ Mackenzie Stephenson operates the Bobcat excavator, which was pulled to the work site with a Freightliner vacuum truck carrying a Du-Mar Welding tank and Battioni Pagani pump, and a PJ Trailers transport trailer.

ADDING SERVICES AND WORKERS

With the new truck, it didn't take long for Ben's girlfriend, Mackenzie Stephenson, to start driving for the Lappins.

"She'd been helping the company about four or five years before she got her Class A CDL and started driving. She can also do repairs if needed," Jessica says.

Phill did repair work and maintenance on systems until recently. With strict regulations in their state, there is plenty of local demand. As Phill moved into retirement, Jessica's fiancé Bryan Wagner started working as a repair tech and state certified inspector.

"Before this I was in retail and one of the things I learned early on with Phill and Ben is that we offer a service and to treat it like it is something that is extremely important. This is a major deal," Wagner says about the importance of properly working septic systems.

He handles everything from installing risers and safety devices to meet code in one of the counties they serve; to drainline cleaning, cleaning, repairing and replacing filters and baffles; hydrojetting and replacing main sewer lines.

Seasonally, things can get pretty hectic with work seven days a week. This spring with all the rain, Lappin Septic Service was booked out three weeks for drain cleaning. It kept Bryan and Ben busy with maintenance jobs.

They did much of the work by hand-digging until recently when biweekly chiropractic visits and increased demand convinced Ben to invest in a compact Bobcat 418 excavator and a single-axle, heavy-duty trailer with a tilting bed from PJ Trailers.

MARKETING SAVVY

The business' best marketing begins with Jessica answering the phone, 24/7.

"After servicing customers we've gotten countless remarks about how nice Jessica is on the phone," Ben says.

"I've been in customer service since I was 15," Jessica notes, adding that her parents were always friendly and went out of their way to help people. "I remember almost everybody and I add private notes about what to do and what not to do."

Beyond the personal service, she focuses on modern and tried-and-true forms of marketing. The business has a website that clearly describes the services they offer. Jessica regularly posts on Facebook, Instagram and Twitter, runs ads on Google and checks in on Yelp, Nextdoor and HomeAdvisor. In 2021 she applied for and got Better Business Bureau accreditation for the business. In 2022, she advertised Lappin Septic on a billboard on a major highway. The pumping business also gets exposure by supporting local sports teams

(continued)

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Stephenson dug up this tank access and then pumped the tank.

and by offering discounts to churches and retired people on fixed incomes. As a Homes for Heroes affiliate, they offer discounts to current and former firefighters, paramedics, EMTs, law enforcement and other first responders as well as military, health care workers and educational staff.

FAMILY AND FUTURE

Over the years many family members have worked part time for Lappin Septic Service.

“It works pretty good,” Ben says. “The first person to work with me was my niece Faith. It became her yearly summer job to ride along, drag hoses and even pump septic tanks.”

Since then, he’s hired nephews and pays them well with flexible scheduling.

With many lake properties having holding tanks that require frequent pumping, plus state parks, campgrounds and seasonal pumping along with regular customers, having two trucks and drivers help prevent too many long hours and burnout.

With demand for inspections and repairs increasing, a nephew, Cayden Heckman, on break from college worked with Bryan during the summer.

“Part of our marketing is that we can get you in a day or two and that we offer friendly service and are fair priced,” Jessica says. “I’ve gotten so many compliments from customers (about Bryan). He talks a lot to home-

owners about why something needs to be done.”

In his inspection work he often suggests fixes instead of just fails, which save customers money and help them pass inspection.

It’s that kind of service that keeps customers coming back and ensures continued success for the Lappin family business. **P**

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BBB approval and networking

As business manager for Lappin Septic Service in Lakeville, Indiana, Jessica Lappin decided Better Business Bureau accreditation would be useful for marketing, especially for repair and inspection services the Lappins offer.

helps with inspections for sure. We get a lot of work for second opinion inspections,” she notes.

There is an annual membership fee for the BBB listing, but with access to a consultant and a website, Lappin says the cost is well worth it.

The BBB reached out to the Lappins and the process took about a month in 2021 to take care of all the documentation. That included answering questions about how the Lappins handle fixing problems with customers.

That is also true regarding the local Business Networking International group she joined. As the only septic business in the group, she gets regular referrals from other business owners, especially through the Realtor member in the group who recommends Lappin Septic Service to other real estate agents. During the busy times of the year, it’s challenging to attend the weekly meetings, but it’s well worth it, Lappin says.

“I interviewed with them a few times. They go through your records, your customer list. They looked at social media and any online presence like Google and Yelp. Then it goes to a committee. They accepted us and gave us an A+ rating,” Lappin says.

“We have so many pumper companies in the area and you have to do something. It’s just another way to make us stand out. It’s good to have so many people giving us good word-of-mouth publicity,” she says.

The BBB approval is included on the wrap on the work van that Bryan Wagner uses for making repairs and doing inspections.

“People look up our ratings online. Many callers mention it and Better Business Bureau accreditation

She considers membership fees in the BBB and BNI to be good investments that pay for themselves quickly.

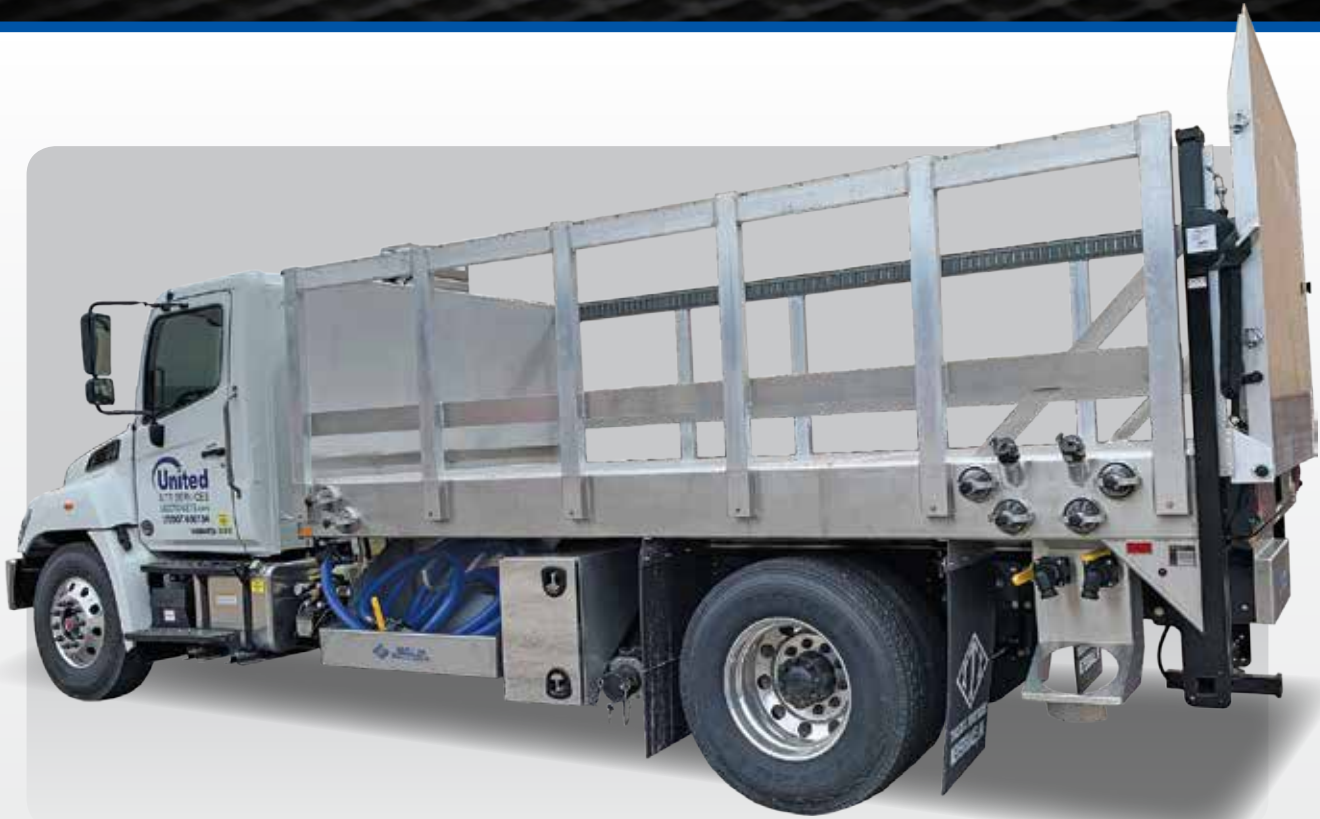


Stephenson, left, and Bryan Wagner use a RIDGID jetter to clean out a distribution box at a job site.



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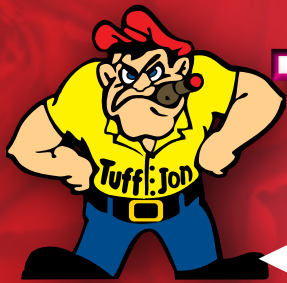
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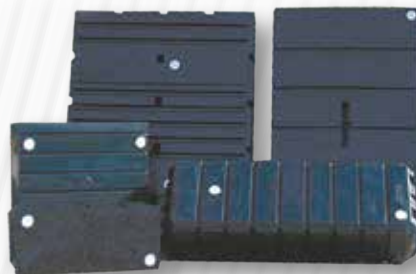
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Jim Anderson, Ph.D.
Contributor

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

How Clean Does Sand Need to Be for Mound Installation?

The standards have changed for the percentage of allowable fines. Just remember to limit the clay- and silt-size particles

By Jim Anderson, Ph.D.

How clean does sand need to be for installation of a mound system? This question comes up very often and the answer has changed over the years since the first of what I would call the modern mounds were installed.

When I began designing mounds many years ago, the answer was the mound could have no more than 10% material finer than sand-sized particles — defined in the USDA Soil Classification System as particles between 0.05 and 2.0 millimeters. Anything finer than 0.05 millimeters would be clay- or silt-size particles and would be viewed as unacceptable if they exceeded 10% as determined by a sieve analysis.

In Minnesota, we installed thousands of mounds using the 10% fine criteria. A large number of them have functioned without problems traced to the sand for 30-plus years. A common corresponding question at the time was whether pit-run sand meets the criteria. The answer for the most part was it does not meet criteria because, in general, pit run implies more fines than 10%.

Our contractors at the time said they never knew whether it met these criteria when the material arrived on site despite sieve analysis presented where they obtained the sand. At this time, we developed a quick field test to determine if the sand is suitable. We actually took the idea from a Portland Cement Guide on mortar sand.

THE JAR TEST

Put 2 inches of the material to be tested in the bottom of a quart jar, fill the jar with water, shake the jar and then let it sit. After 30 minutes, if the water above the sand is clear and the material that settled on top of the sand is less than 1/4 inch in depth, the sand is OK. This test has since been modified to less than 1/8 inch because the amount of allowable fine material has changed.

The change in allowable fines occurred after research showed mounds performed better with fewer failures if the sand was coarser and cleaner. Allowable fine material was reduced to 5% with some suggesting it be reduced even further. The 5% allowable fines are now considered the maximum amount. This makes sense since our current mounds are really similar to single-pass sand filters where having a coarser sand reduces the amount of maintenance due to sand-plugging and biomat formation.

➤ The change in allowable fines occurred after research showed mounds performed better with fewer failures if the sand was coarser and cleaner.

Recently a question has come up regarding recommended sieve sizes to define sand and subsequently the finer silt and clay fractions. This is where the criteria run into the differences between soil classification for engineering purposes (Unified or the American Association of State Highway and Transportation Officials) and the USDA System. For our purposes, we use the USDA system because the system better relates particle size and soil texture to water movement in the soil.

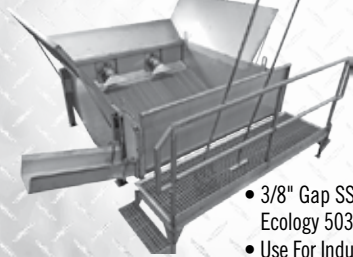
While many of the breaks are similar, they are not a perfect match. This can create confusion when looking at sieve analyses from your local quarry or sand pit.

SIEVE STATS

In the USDA system, the No. 10 sieve is looked at as the upper range of sand particles, so any material from a sample collected on the surface would be considered gravel and could be used as a modifier of the textural classification. Below are the sieves used in a USDA sieve analysis.

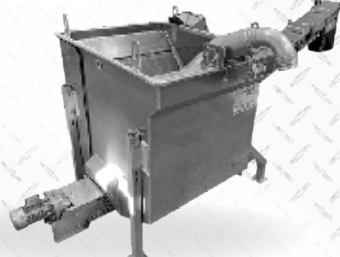
Sieve Number	Size (mm)	Range (mm)	Classification
10	2	≥2	Gravel
18	1	1 to 2	Very coarse sand
35	0.5	0.5 to 1	Coarse sand
60	0.25	0.25 to 0.5	Medium sand
140	0.1	0.1 to 0.25	Fine sand
300	0.047	0.047 to 0.1	Very fine sand

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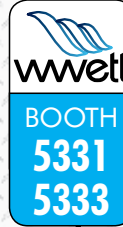
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The Kellogg Soil Survey Laboratory (Lincoln, Nebraska) uses a No. 300 sieve (0.047-mm opening) for the USDA sand/silt measurement. A No. 270 sieve (0.053-mm opening) is more readily available and widely used.

If more than 5% of the sample passes the size 300 sieve or alternatively the No. 270 sieve, the sand would not be considered suitable. Also, remember it is desirable for the sand used to have a variety of sizes in its distribution; so you would ideally see a range in sizes from fine to medium to coarse sand.

Given this array of sizes and the fact that most sand pits and quarries are used to supply an American Society of Testing Materials C-33 coarse aggregate for engineering purposes, this has been suggested as an acceptable, readily available material. The last sieve size used to determine this material is a 100 sieve, so between the 60 and 140 sizes in the USDA system with a percent

passing the 100 sieve of 10% allowed. This is probably a practical solution for the quarry or pit to supply for mound installation.

As a final note, if you look through the literature or write-ups on sand analysis, you will see a lot of other sieve numbers and sizes, so it can be very confusing. The bottom line is to keep the silt- and clay-sized particles out of sand used for mound installation. **P**

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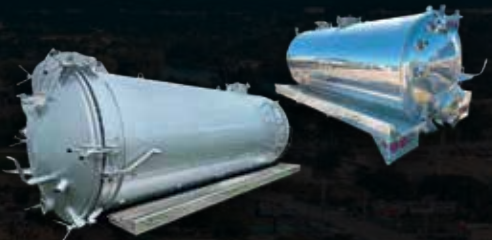
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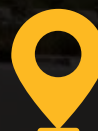
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**Carter Harkins,
Taylor Hill**
Contributors

Carter Harkins and Taylor Hill are authors of *Blue Collar Proud: 10 Principles for Building a Kickass Business You Love* and owners of Spark Marketer. Visit www.sparkmarketer.com.

The Top 3 Marketing Mistakes That Can Take Your Company Down

Make it as easy as possible for potential customers to hire you when their septic tanks need pumping

By Carter Harkins and Taylor Hill

Always looking forward in your pumping business, you're thinking about what you need to change and how you can improve your business in the coming months. Maybe you're looking at your systems and processes. Maybe you're looking at your team. Maybe you're looking at your marketing and advertising. Maybe you're looking at all of these.

There's always more to do, but the easiest way to make improvements is to start with one focus. In this article, we're going to draw from our experience running a marketing business to focus on how you market your pumping business.

Specifically, there are three mistakes we see business owners make time and time again that can turn away leads and render marketing far less effective than it can and should be. Are you making any of these same mistakes?

Marketing Mistake No. 1: Being unclear about what you do, how you do it and where you do it

Have you ever visited a business's website and had to scroll, and scroll, and scroll in attempts to find out if they provide the service you need, solve the problems you have or serve the area where you are located? We have, and it's frustrating.

A lot of businesses make this mistake in their marketing. They assume that potential clients will read every sentence and every page on their website to find the information they need. Or that they'll go out of their way to connect the dots. But the reality is that most of us won't.

Most of us want to skim through a website or flyer, and if we don't immediately and clearly understand what the company offers, who it helps, why we should choose that company over another and how we can easily reach a representative, we move on.

Life is work enough. Don't make your potential clients work to understand who you are, why they should care and how you can help them. Make clarity a priority in your marketing:

- Prominently display your phone number on your website and other marketing collateral.
- Draw a map including your service area and display it front and center on your website and other marketing collateral.
- List your services somewhere where they can be quickly found on your website and other marketing collateral.
- Offer multiple ways to contact you.

➤ Life is work enough. Don't make your potential clients work to understand who you are, why they should care, and how you can help them. Make clarity a priority in your marketing.

Marketing Mistake No. 2: Not marketing your authority, reputation and trust factors

All wastewater businesses carry a certain amount of risk. That is why your potential clients want to know:

- What will my experience be like if I hire this company?
- Will I get my money's worth?
- Will they do a good job?
- Will I regret my decision to hire them?

The more uncertainty and risk you can remove, the more confidence your potential customers will have that you're a good, safe choice. And the easiest way to remove uncertainty and risk is to feature trust factors on your website and marketing materials.

Trust factors are signals that show your authority, your experience and training, your reputation and the quality service you provide:

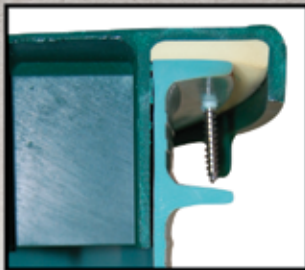
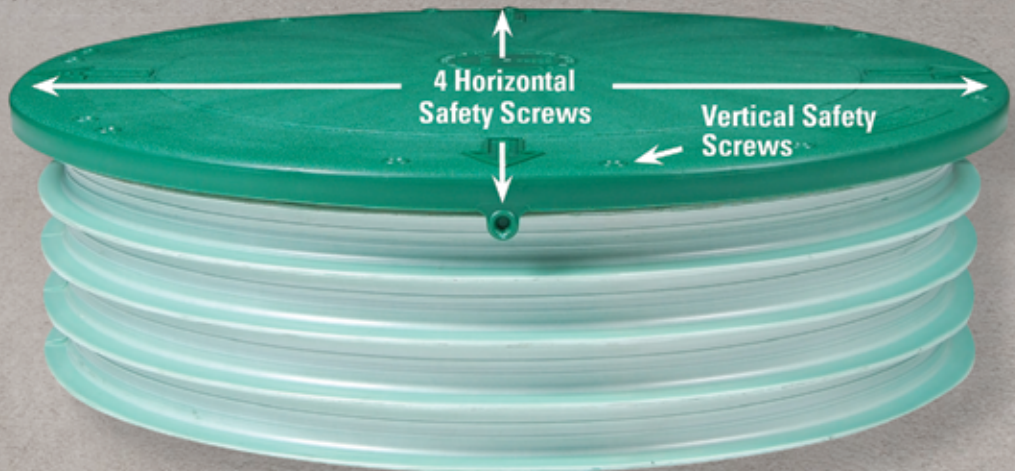
- Licenses and certifications
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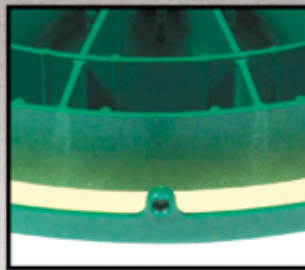
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We recommend putting trust factors on your trucks and anywhere else they can help reassure folks who might be considering working with you. At the very least, these should be easily found on your website.

One reminder: Google is one of the top places people search for local service businesses. The latest BrightLocal Local Consumer Review shows that more potential customers use Google to evaluate local businesses than ever before. In 2021, 98% of consumers read online reviews for local businesses.

So no matter how many reviews you have, don't let up. Continuously work to deliver service that earns reviews on Google, Yelp and other platforms where your clients and potential customers are when evaluating businesses like yours.

Marketing Mistake No. 3: Making it hard, confusing or frustrating to work with you

Your pumping business exists to make the lives of your customers easier and less frustrating. But have you considered all the ways you may be making it difficult to work with you?

Many businesses have unnecessary friction in their booking processes, invoicing/payment processes and other points of the customer experience. And friction is not what customers — or you — want.

Adding unnecessary work for customers increases the likelihood that clients will stop trying to work with you. They'll move onto another company that makes it easy to schedule — a company with fewer friction points in the customer experience.

When you don't spell out what the experience will be like and what customers can expect, what harm does that do? Remember when we talked about removing uncertainty? You might know every step involved in serving a client, but your clients don't — especially if it's their first time hiring you for septic service. It may seem counterintuitive, but many people will choose

to work with another company simply because they know what to expect — whether the service provided will be better or worse than another company's.

Remove hesitation and uncertainty by setting clear expectations. As a bonus, setting clear expectations can also help prevent the disappointments and misunderstandings that lead to negative reviews.

THE BOTTOM LINE

What's the verdict? Are you making any of these mistakes? If so, don't beat yourself up — just work to make things better.

We know, running a business is about more than just getting your marketing right, but so many aspects of your business really are marketing. If you're making any of these marketing mistakes, spend some time each month working on improving — for your business and for your clients. **P**

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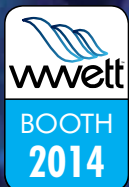


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Fresh Faces is an occasional feature profiling someone new to the pumping industry. We welcome your suggestions for companies to feature in future Fresh Faces stories. Send your ideas to editor@pumper.com

◀ Gavin Earl with his wife, Lindsay, and sons Meyer, 8, and Calvin, 3.

My Name Is **EARL**

Laid off during the pandemic, an industrious Georgia man learned the pumping industry, bought a vacuum truck and got to work in a successful new career

By Betty Dageforde

As a water sports enthusiast, Gavin Earl had an ideal job running water activities — fishing and boat charters, kayaking trips, sailing classes — for a luxury resort on the coast of Georgia. But the resort took a hit during COVID and he was temporarily laid off. He eventually resumed his position but in the meantime, he started a business.

“I needed something to do,” he says. “One day I needed my septic tank pumped so I called for a service. The guy was actually busy so I ran the truck with him for a couple days. My intention was to see if I was interested in buying his company.”

The gentleman ended up selling to someone else, but Earl was sold on the idea. He bought a truck, got his certifications and by late 2021 Coastal Georgia Septic was open for business in Brunswick, a city of about 16,000 people. His wife Lindsay handles office work from their home, and his equipment is stored in a gated area at a friend’s car dealership, but Earl says he basically runs the business from his cellphone. He works within a 35-mile radius.

Earl pumps tanks seven days a week while continuing to work full time at the resort. He says it’s been smooth sailing so far.

GETTING HELP

Before starting his business, Earl researched septic systems, the industry and equipment. He spoke to an accountant to make sure all the paper-

work was in order and that he knew how to do the taxes. The Georgia Department of Public Health provided information and answered questions. And Earl says the salesman at Phoenix Truck Center in Atlanta was helpful, delivering his purchased vacuum truck to his home.

Earl also talked to other pumpers. “I just called them up,” he says. “I asked a lot of questions. One guy in particular was really helpful. He said there’s plenty of work to go around. The companies are all supportive of each other, which is great.” He continues to use these contractors as a resource to refer work to when he comes across a job beyond his scope.

Earl’s father, Larry Earl, works with him as needed, and his 19-year-old nephew, Porter Mobley, also helps out when home from the Air Force Academy.

SERVICES AND EQUIPMENT

Services include pumping, real estate inspections, drainfield hydrojetting with a DeWalt 4400 pressure washer, and minor repairs. The company’s vacuum truck is a 2013 Freightliner M2 with a 2,500-gallon steel tank and a National Vacuum Equipment Challenger pump. Waste is taken to the Brunswick Wastewater Treatment Plant. About 70% of his community is on septic, Earl says. He pumps three or four tanks a day. His resort schedule is flexible, allowing him to break away during the day, but he also works weekends, early mornings, after work and occasionally nights for emergencies.

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▲ Gavin Earl's truck is a Freightliner with a 2,500-gallon tank and a National Vacuum Equipment pump.

He says he has no problem finding tanks. "It's pretty easy because they're only buried about six to eight inches. It's all sandy soil so it's really easy to dig up and probe. And typically the tanks are around 10 feet from the house, so they're easy to find. I don't even use a spade shovel, I just use a flat shovel." The main site difficulty is bamboo. "People love it here but when it's around septic systems, you're dealing with digging out root ball after root ball."

GETTING THE WORD OUT

Lindsay, mother of Meyer (8) and Calvin (3), also handles the company's bookkeeping and online presence. She set up their website, Facebook and Instagram accounts several months before they opened, getting the word out in advance, and she continues to maintain them, posting content and photos from job sites.

The website provides company information but also has a heavy emphasis on customer education — how systems work, when and why tanks need to be pumped. The Earls pulled from various sources for the content, including the Georgia Department of Public Health.

In addition to online marketing, Earl mails out cards and visits local businesses. "A lot of my marketing is going to rental offices and just letting them know I'm out here," he says. "There are some that manage maybe 300 houses and trailers. They call me a couple times a week. Some have it on their schedule for every five years, some every three." And, thinking ahead, Earl is saving everyone's contact information and will send reminder cards every three years to his growing customer base.

“ TAKE YOUR TIME AND DO YOUR RESEARCH. I THINK THE BIGGEST MISTAKE SOME PEOPLE MAKE IS TO RUSH INTO SOMETHING AND THEN GET THEMSELVES TRAPPED IN A CORNER FINANCIALLY. ”

GAVIN EARL

MEETING THE CHALLENGES

Earl says his first challenge was getting all the certifications. It wasn't hard but took a while and involved taking five tests. Then he had to figure out what equipment to get.

"It was just a learning process," he says. "Just making sure I had everything dialed in right. Like, I had to make sure I had enough hoses not to drive across someone's lawn."

Since opening, he's faced rising diesel costs. The upside is it encouraged him to plan efficient routing and adjust prices for longer distances. He also continues to learn ways to use his time more efficiently.

"I try to keep the time spent pumping down to a minimal," he says. "I did buy a Crust Buster (tank agitator). It pulls everything up off the bottom of the tank and breaks up the solids on top to help reduce the time spent on the job."

Dealing with customer misuse of systems is an ongoing challenge, Earl says. "Wipes are always an issue. And putting food product inside a garbage disposal is not really good for the system either."

PLANS, ADVICE, BENEFITS

Plans. Although Earl has no immediate plans to quit his resort job, he wants to grow his septic business. First, he'd like to buy another truck and expand north up the coast, then eventually add installations after he has a little more revenue. He'll buy an excavator and flatbed trailer and rely on other companies to haul soil and rock, as needed. He may hire employees in the future but for now says he just enjoys hanging out with his dad.

Advice. "Take your time and do your research. I think the biggest mistake some people make is to rush into something and then get themselves trapped in a corner financially."

Benefits. "I just enjoy the heck out of it," Earl says. "It's peaceful to be on your own. And I'm out on the road. It's beautiful countryside. Where septic are, it's rural, not a lot of cars. You're surrounded by nature." **P**





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Even the Smallest Pumping Business Needs a Safety Program

No matter the size of your septic service company, be sure to provide adequate training so your crew comes home safely at the end of every shift

By Tim Dobbins

There is no picture-perfect template for managing a safety program. Everything that makes your company unique provides a reason to develop a safety strategy to fit your team. There is one thing that's true of every company: Someone needs to take charge.

Having a dedicated safety supervisor or manager is an option, but it's not the only one. The responsibility of keeping up to date on safety protocols, training and monitoring safety practices can fall on multiple people already in place.

Jason Lohoff opened Master Rooter in 2019 and has been safely serving the Mesa, Arizona, area. Master Rooter currently employs around 45 people and, in Lohoff's opinion, doesn't require a full-time position handling the safety side of the business. He says that comes down to a couple people on his team.

"We sort of take a two-pronged approach to safety without having a designated person in a safety manager position," Lohoff says. "We split the safety management position between two roles, really."

For Master Rooter, the general manager handles a lot of the broad oversight and, beyond that position, the company has a field supervisor. The pair of employees put together a safety plan and disseminate the information to the crews as needed.

HOW TO PROCEED

There are specific traits to look for within your staff when choosing the right people to oversee job site safety. Knowledge of Occupational Safety and Health Administration requirements and general safety laws are an obvious must, but also seek people who are comfortable and get along with your staff — but not afraid to call out co-workers for wrongdoing.

Lohoff looks for particular traits and skills in a safety supervisor. "I am looking for people who are extremely detail-oriented. I want them to inspect every little thing. To go along with someone detail-oriented, I want someone that is process-driven because it should be part of their daily process when doing a job, big or small."

Expecting your crew to know how to handle every situation and operate

equipment safely without training is unrealistic. Have those in charge of safety schedule routine meetings and provide recurring training protocols.

"We have regularly scheduled technician meetings, typically once a week, and we handle different safety topics as part of that meeting," Lohoff says. Topics can be chosen by focusing on jobs lined up for that week. Go through the job, what it's going to entail and discuss the safety implications for that situation.

NEVER STOP TRAINING

Lack of or improper training on new or existing equipment is almost asking for an accident. Lohoff also relies on the aptitude of his employees and management team to ensure everyone operating equipment and machinery has been appropriately taught.

"We certify them to our standards in-house before they are able to operate that machinery on their own. When we get a new piece of equipment, we have someone who is a designated expert on that equipment. They have either received manufacturer training or have previous experience," Lohoff says. "From there, that individual will certify others in the company to make sure that they are operating the machinery in a proper manner."

Safety meeting topics aren't limited to equipment operation, but should include anything and everything workers may encounter on the job site. Don't forget the easy topics that may be unique to your company, depending on its location. "We've got different challenges than maybe some other companies because of the region we serve," Lohoff says. "For us it can be as simple as saying, 'Hey everyone, make sure you're bringing water to the job because energy drinks and Coke isn't going to cut it

when it's 125 degrees in the sun."

When the timing is right, it doesn't hurt to remind employees how much an accident can hurt the company as a whole. "Sometimes we will break it down into the cost analysis side and we'll explain that it costs so much more

“ We have someone who is a designated expert on that equipment. They have either received manufacturer training or have previous experience. From there, that individual will certify others in the company. ”
— Jason Lohoff



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for someone to have an injury than when they're being productive," Lohoff says. "You need to balance when to share the business side of safety with your team and when to share just your complete empathetic side and express that you just really don't want any of them hurt."

The key is making safety routine and engrained in their everyday thoughts as tasks are being completed.

ALWAYS FOLLOW UP

Talking about safety is one thing, but consistent execution is another. Whether you have a safety coordinator, multiple team members in charge of safety or it falls to you, it's critical to ensure what's taught in trainings is utilized on the job.

"Our field supervisor checks on every big project, every day, and we are able to field-verify that the strategies we have in place are truly being practiced and not just preached," Lohoff says.

And though it's not pleasant to think about, having a plan for if an incident occurs is crucial. "Handling situations is always a case-by-case basis," Lohoff says. "It could as be simple as a retrain, or it could be as grave as a termination."

Whatever the case may be, use it as a training opportunity to show employees what went wrong and how it could have been avoided. "Make safety part of your daily culture," Lohoff says. "Don't make it overcomplicated and don't make it a big scary monster. Sometimes it's just a reminder to use common sense." **P**

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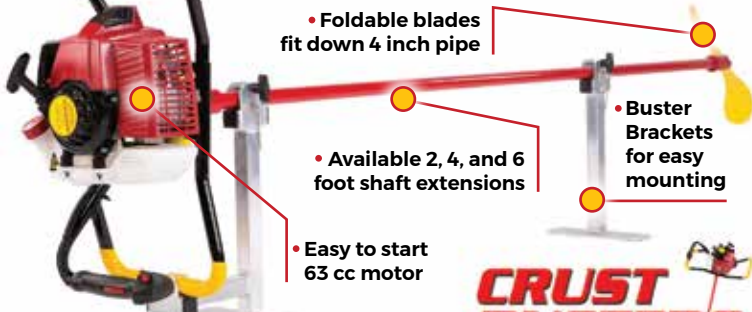
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North Dakota Expects a Long-Overdue Septic Code Rewrite

Wastewater professionals organized a trade association a few years ago, hoping to update onsite rules and protect the environment



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 North Dakota Onsite Wastewater Recycling Association.**

Name and title or job description: Bruce Ellingson, owner

Business name and location: Ellingson Construction, Park River, North Dakota

Services we offer: We do septic installations — a few mound systems but with our soils we can get by with conventional systems. We also do inspections and repairs.

Age: 63

Years in the industry: 46

Association involvement: I was one of the founding members of the North Dakota Onsite Wastewater Recycling Association in 2019. I was appointed by the governor to serve as vice president. One of the reasons we formed was to help rewrite the septic code, which we're going through now and trying to update. It hasn't been updated since the 1990s. We want a uniform set of rules because the different health departments in the state all have different rules.

Benefits of belonging to the association: Education and networking are the big ones, connecting with other contractors who have had similar problems as yours and hearing how they solved them.

Biggest issue facing your association right now: Getting young contractors involved in the industry and the association has been a huge problem. We also need to educate the public and our customers about how our industry is changing and how regulations dictate what we can and cannot do. This used to be a wide-open state as far as rules and regulations, but there has been so much change in what I've seen happen, from all rock-and-pipe drainfields to chambers. And I was one of the hardest guys to get to change because none of us likes change. But the chambers are really a benefit to us all because you have no cleanup.

Our crew includes: I am a self-employed sole operator. But I do hire a couple of part-time workers during the busy season. I used to have 24 men working with me when we did earth-moving. I'm not retired by any means, but I have scaled back. And it's been hard to get help.



▲ Bruce Ellingson and Red, his red heeler, shown with a Hitachi EX200 excavator. (Photo by Kristi Parrish)

Typical day on the job: My day starts around 6 a.m. and I'm usually done around 8:30 at night. I probably spend 20 to 30 hours a week on bidding and paperwork, and then 40 to 50 hours in the field during the work season. Winters are brutal here so the season is short. It's nothing to put in 80, 90 hours because come winter, I'll be sitting in a rocking chair. I also do inspections if somebody has a problem with their system. I analyze it and let them know what I suspect is the problem. The biggest problem with inspections is the system is underground and you really can't tell until you open it up — and then you might be opening up a can of worms.

The job I'll never forget: I worked on a nearby [American Indian] reservation for a summer doing installations. I learned how different the soils can be over just a few miles' distance. An installation on one site would not work on another site. I learned that no two sites are the same and you always have to be ready to change and adapt.

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My favorite piece of equipment: I like my excavators and the small dozer. I have a Bobcat E50 mini and a Hitachi EX200 for bigger jobs, and a John Deere 650 dozer. The excavators are great because of the reach and the lifting capacity if you have the room to open it up. I like the dozer more than a skid-steer — probably because I’m used to it, and it can float better.

Most challenging site I’ve worked on: I was working on a project in a farmyard. I dug three or four test holes and none of them worked. I took one last test in a spot where I said it would never work — and it worked perfectly. Just goes to show, you never know what’s under the topsoil.

Oops, I wish I could take this one back: On one of my first jobs, I listened to the customer who wanted it done their way. I knew it wasn’t going to work and should have stuck to my guns but “the customer is always right.” Well, he wasn’t right so it froze up. It was too shallow, he didn’t want to use enough overfill, it was too late in the day, too late in the year, he wouldn’t let me put straw in the drainfield. It was a disaster waiting to happen. In January, he called and said, “Your system didn’t work. Come out and fix it.” So I went back and fixed it in -10 degree weather. We used to do all drainages eight or nine feet deep to stay out of the frost, but you were down there in the water so that wasn’t working. On repairs, I found some people used straw as the drain material, and in one case I found a car. So, regulation is needed.

The craziest question I’ve been asked by a customer: “Do I really need a drainfield when there are those trees right over there?”

If I could change one industry regulation, it would be: I believe the water usage rate is set too high, so the sizing factor and footprint is too large. They’ve got it here at 150 gallons per day per bedroom and that is way too much. Sometimes when you go back and inspect a system after two or three years, some of the chambers are dry — never had fluid in them. It’s a waste of money, a waste of footprint. I think the theory on doing it that way is they’re thinking of weddings or graduations when you have 40 people at your house. But I think it’s wrong.

If I wasn’t working in the wastewater industry, I would: I’d love to be working on a beach somewhere as an old lifeguard. But I’ve been in this industry all my life. It’s been very good to me. I wish young people would be more interested in getting into it. It’s hard work and long hours but it is rewarding and it’s so needed. But, meanwhile, I got into something that’s really kooky — goats. I’ve got about 40 of them. They’re a lot of fun. I take them out to the woods where they can browse on the trees and it makes it look like a park when they’re done. I raise them for meat and a lady milks them and makes cheese and soap.

Crystal ball time – This is my outlook for the wastewater industry: As all of us get educated, we’ll see how very important this industry is. There are a lot of people in North Dakota on septic systems but we get very little funding, education or government support. But I see that changing — partly by keeping our association alive. **P**

- Compiled by Betty Dageforde



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Lawsuit Seeks to Suspend Onsite Permits in Florida to Save Manatees

By David Steinkraus

An environmental group is suing the state of Florida to stop it from issuing onsite permits. Nitrogen pollution from septic tanks is killing the seagrass that feeds manatees in the Indian River Lagoon, said the lawsuit filed in the Middle District of Florida.

The lawsuit was filed by Bear Warriors United Inc., which usually advocates for black bear protection. It accuses the state Department of Environmental Protection of failing to enforce water pollution laws, news reports said.

"They walk back on laws all the time," Lesley Blackner, the attorney for Bear Warriors, told *Florida Today*. "Most environmental laws are not enforced."

The lawsuit asks for a permanent injunction on permits to discharge nitrogen from septic tanks and wastewater plants into the northern part of the lagoon. The lagoon is formed by the mainland and barrier islands that stretch for about 115 miles along Florida's eastern shore. Bear Warriors also wants a declaration that the department violated the Endangered Species Act. Manatees are listed as a threatened species under the act.

Bear Warriors asked the court to order medical monitoring, veterinary care and proper food for manatees in the northern part of the lagoon until there is enough seagrass to sustain them. Last winter, wildlife workers fed lettuce to manatees in an attempt to keep them from starving.

Also known as sea cows, manatees are slow-moving mammals that can grow to 13 feet long and weigh up to 3,650 pounds.

Colorado

The Colorado Water Quality Control Commission has tentatively approved a rule opening the path to direct potable reuse of wastewater. Ohio, South Carolina and New Mexico also have regulations in place for reuse, and California and Florida are working on the idea, reported *Fresh Water News*.

"This is going to be a need in Colorado, and we want to be prepared," said Ron Falco, safe drinking water program manager for the Colorado Department of Public Health and Environment.

Under the regulation, water providers would have to show they have the resources, both technical and financial, needed to recycle wastewater. Communities would have to collect wastewater samples for a year to demonstrate treatment effectiveness.

A *Denver Post* opinion column supporting the rule noted that water has been recycled through the environment for almost 4 billion years. Colorado and

other Western states have historically depended on winter snows for their water supply, the column says, but a warming climate is changing that. Snowpacks have decreased by 20% to 60% at monitoring sites in the Rocky Mountains.

Michigan

A Michigan lawmaker's attempt to create a statewide inspection rule for onsite systems appears doomed. State Rep. Jeff Yaroach, R-Richmond, sponsored HB 6101, which would require an onsite inspection when a property is transferred from one owner to another, reported the news site mlive.com.

The Michigan Realtors association said it strongly opposes the idea because its members don't want inspections tied to property sales, said Brad Ward, the group's vice president of public policy and legal affairs. Members want not just uniform definitions and rules but uniform inspections at regular intervals, he said.

"If the ideal thing is clean water in our rivers, lakes and streams, it makes sense that we should probably be testing everyone in a regular interval, rather than just when homes sell," he said. Houses not sold for decades would not be inspected, he said, whereas those sold often would be inspected many times in the course of a few years.

Yaroach called the opposition self-serving. "Fundamentally, what this is about is Realtors don't want to have this on their plate as part of the sale process, even though this is the most pragmatic time to do it," he said.

There has been one hearing on Yaroach's bill. Officials in the House of Representatives said no others are planned. Michigan remains the only state without a statewide code governing onsite systems.

California

The Santa Cruz County board of supervisors approved time-of-sale inspection rules for onsite systems.

The rules say property sellers must have their onsite systems professionally pumped and inspected before a sale. Sellers must provide buyers with a standard disclosure form containing information about the system, and must also provide buyers with copies of any annual service agreement, reported the *Santa Cruz Sentinel*.

Dozens of county residents at a public hearing on the rules said they were concerned that inspections could slow the sale process and push up its cost. Staff

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from the county's environmental health division said an advisory committee would consider comments and may recommend adjustments before the rules take effect in July.

Virginia

Faced with increased flooding from sea level rise and with more intense rains linked to climate change, the state of Virginia is looking at rewriting its onsite rules. Also factoring into the decision is the availability of more alternative treatment technologies, Lance Gregory, director of the state Division of Onsite Water and Wastewater Services, told *The Virginia Mercury*.

"It's been 20 years since we've revised the regulations, so we're opening them wide open," Gregory said. Virginia has about 1.1 million onsite systems, and the majority are conventional septic systems.

New Hampshire

A judge sentenced Brian Jeffrey Strouth for violating the state's Consumer Protection Act for an onsite system installation that never happened.

Strouth, 51, of Pittsfield, New Hampshire, was sentenced to a 12-month suspended jail term, said a press release from the state attorney general. As a condition of the three-year suspension, the judge prohibited Strouth, or any business owned or operated by him, from performing any work requiring a professional license unless he first obtains such a license and obtains court approval. He is also prohibited from accepting prepayment for work. Strouth was fined \$1,000 and ordered to complete 40 hours of community service. When he was sentenced, Strouth paid \$4,000 in restitution.

In August 2019, Strouth convinced a customer to pay \$4,000 for installation of a septic system, said the press release. Strouth was not licensed to install onsite systems, made excuses for not doing the work, then forged a permit application and falsely told the customer it had been filed with the state. **P**

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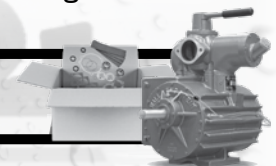
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in the **SPOTLIGHT** By Tim Dobbins



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Pete Lawonn, *Pumper* and COLE Publishing Co-founder, Passes Away

It's with heavy hearts that we at COLE Publishing and *Pumper* magazine announce that company co-founder Pete Lawonn passed away Dec. 30. He was 70.

Lawonn had a profound impact on the pumping industry that will be felt for many years to come. He was instrumental in co-founding *Pumper* 43 years ago, and he was a key player in building the International Liquid Waste Haulers Equipment & Trade Show (later the *Pumper* & Cleaner Environmental Expo International, now called the WWETT Show).

"This company would literally not exist without him," says COLE Publishing President Jeff Bruss. "Pete will be sorely missed by everyone who knew him, and that list is lengthy. He was extremely kind, always put others before himself, and never spoke poorly or negatively of anyone. A broad smile and squeaky hello was his typical greeting. He had a dry sense of humor that made everyone laugh when he let it loose, and was a genuinely outstanding person."

Lawonn's pivotal contributions to the company started during a chance conversation in northern Wisconsin back in 1979 when he and his business partner Bob Kendall, a budding entrepreneur, were looking for a way to sell Lawonn's spare vacuum tank. They had been talking to the late John DiVall, who then owned Jay's Waste Equipment. After hearing about the truck for sale, DiVall suggested the industry needed a trade publication to buy and sell equipment.

Lawonn and Kendall thought this was a good idea and soon launched COLE Publishing and the *Midwest Pumper*, envisioning a trade journal that would serve as a classified advertising marketplace for pumping professionals, as well as a resource for shopping for new products and exchanging ideas.

Initially taking the form of an eight-page newspaper mailed to 2,500 contractors in eight states, the publication soon evolved into a full-fledged magazine as Lawonn pledged to provide small business and industry news, along with a question-and-answer column. As advertisers jumped on board and the subscription base grew, the publication added more and more editorial content.

Lawonn moved on to other ventures in 1986, though he intermittently remained involved with COLE — attending shows and interacting with longtime exhibiting and attending friends. **P**



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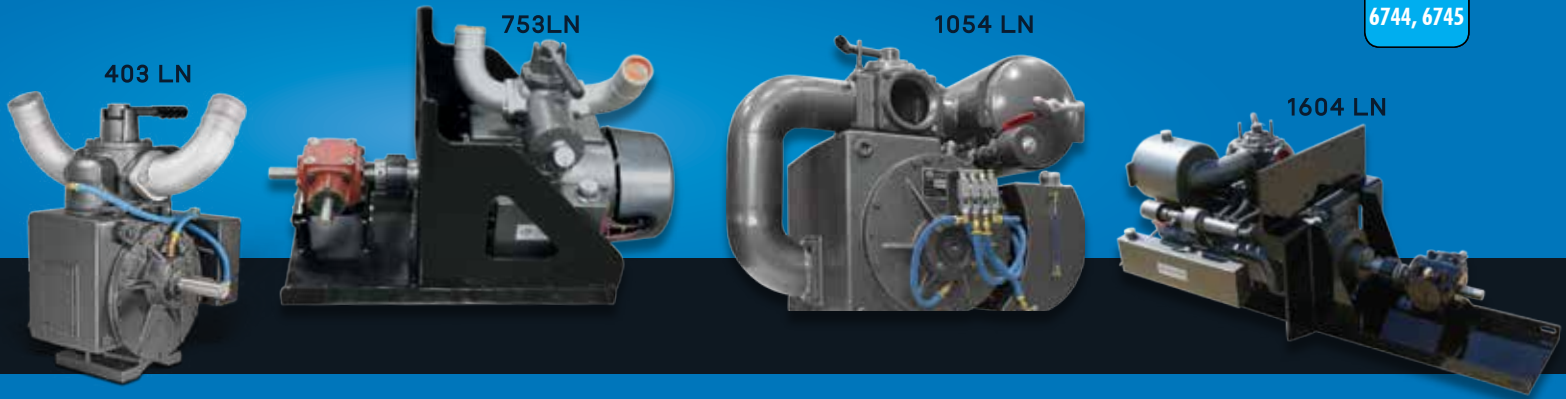
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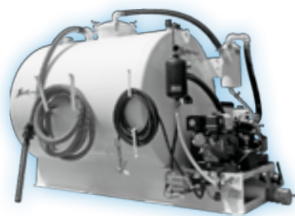
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INDUSTRY NEWS



Robert "Bob" Williams

Walex founder Robert "Bob" Williams passes away

Robert "Bob" Alexander Williams, founder of Walex Products Co., passed away Nov. 18, 2022. He was 92. Born in Washington, Pennsylvania in 1930, Williams enrolled at Washington and Jefferson College at the age of 16 and later attended Penn State for graduate studies in physics. After college he enlisted in the U.S. Navy, serving as a lieutenant for the Bureau of Ordnance and later aboard the USS Tweedy (DE-532). After the Navy, he held technical and research positions at Monsanto Chemical and Burlington Industries.

Williams retired from Burlington, and in 1987 he began Walex Products in his home with his son, Bill. Williams developed products while his son handled sales. Today Walex manufactures sustainable sanitation and odor-control products for the global market.

Williams, who lived in Wilmington, North Carolina, is survived by his wife, Barbara, son Bill (Kendall) Williams, daughter Beth (Howard) Penton, and four granddaughters.

NOWRA names new board members

The following have been elected to the National Onsite Wastewater Recycling Association board of directors and will serve through November 2025: Gary Hawkins, Georgia; Jerry Stonebridge, Washington State; Robert Sweeney, Oregon; David Price, Texas. Board members whose terms recently ended are Chris LeClair, Minnesota; Morris Smith, Florida; Tom Schimelfenig, North Dakota.

2025 Onsite Wastewater Mega-Conference Announced

NOWRA announced the 2025 Onsite Wastewater Mega-Conference will be held Oct. 19-22 at the Kalahari Resort and Conventions in Sandusky, Ohio. For more on the conference announcement, visit www.nowra.org.

James Bell wins NOWRA industry achievement award

The 2022 Richard J. Otis Industry Achievement Award was given to former NOWRA President, James Bell at the 2022 Onsite Wastewater Mega-Conference. The award, named after NOWRA past president Richard Otis, is presented annually to an individual who has made outstanding contributions to both NOWRA and the onsite industry. Bell served as president of NOWRA in 2017 and 2018 was integral in establishing NOWRA's online learning. **P**



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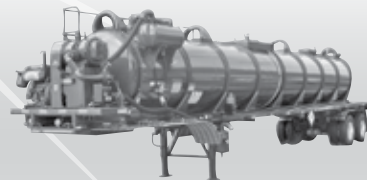
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Truck mounted D.O.T. certified, vacuum tanks



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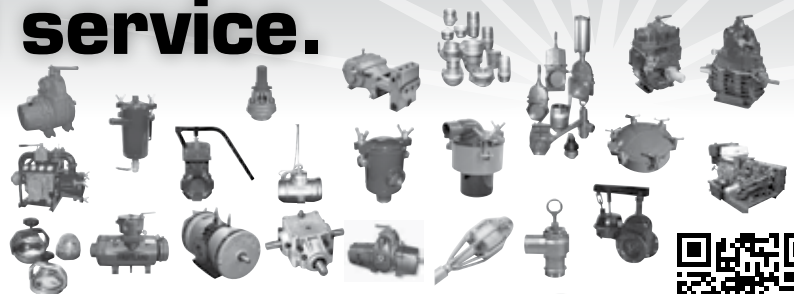
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BACTERIA/CHEMICALS-SEPTIC

FOR SALE: 1992 Chevrolet Kodiak septic tank truck. 2,400 gallon tank. New 180 foot hose. New tires. Moro pump. Good clean condition. Asking \$37,500. Please call Wayne at 417-630-5720 for more information and/or photos. (P02)

BUSINESSES

Business for sale in Siskiyou county CA. Plumbing, drain cleaning, septic and chemical toilet rental business. Operating for over 30 years. In the heart of fire country. 1 acre of property w/ security fence, 3 buildings, 300 units, 4 compliant trucks-2 of them new. Serious inquiries only. 1.5 million. duane@sisqtel.net (P02)

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)

INVESTOR OPPORTUNITY, 32 Year established company in Memphis Tn and North Mississippi, full service Plumbing, Drain Cleaning and Pumping Services. Average yearly sales \$ 1,200,000 huge growth potential. We have been semi retired last couple years and employees do a great job. We value the company higher than what we are asking as we are older and have health issues prompting a quick sale. We are asking \$ 375,000 for the company, \$ 300,000 for trucks equipment etc too much to list. Well established National Brand, contact bmc1212@yahoo.com no financing (P04)

Onsite Septic System Inspection, Pumping and Repair Business. In Business since 2005. Six employees not including the owner. Currently operating in the Fredericksburg Region of Virginia. We have Two Pumper trucks, Three Service Body Trucks, Four Excavators, One Skid Steer, One Dump Truck and Six Trailers. All or some can convey. Business Valuation completed in Spring of 2022. Asking Price would be 1.1 Million. Offers would be considered dependent on if Owner is to remain on staff or exit at time of purchase. Deciding to sell due to Health reasons at this time. Yearly Gross values, expenses and other Financials can be discussed if interested in our Firm. Please call 540-735-5932 if interested. Thank You (P03)

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)

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 (P02)

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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)

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2016 Hino 338, porta pot truck, J08E diesel, 94k miles, auto trans, 33k gvw, AC, cruise, 350/150, stainless tank, Masport vac pump, fresh water pump, 10 pot flatbed with lift gate. Very clean low mile truck. Finance and delivery available, **\$55,000.00 Hulls Truck Bodies, 740-820-5338 (P03)**



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)**

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2011 F450 porta pot truck, 6.7 powerstroke, 33k on new engine, Allison auto, AC, cruise, 1000 gal alum Progress tank, 700/300, masport vac pump, 2 pot rack, nice running truck. Financing and delivery available, **\$27,000.00 Hull's Truck Bodies LLC 740-820-5338 (P02)**



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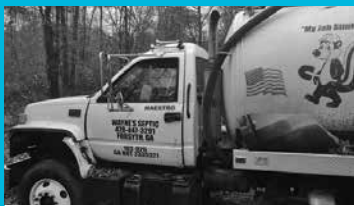
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Must be towed. Title in hand. **Wayne Stewart. 478-447-3291. waynesepticco@gmail.com (P02)**



1998 E7 MACK 274,205 miles. Brand new 3600 gallon tank. Never used. Maxi torque transmission. 607 Challenger pump. Brand new batteries. ALCOA Rims. 90% rubber. **\$49,000. Call Scott Salonen 763-213-8235 (P02)**



2006 Sterling, Mercedes Benz powered, 10 speed Eaton Fuller transmission only 61,217 miles. Imperial tank with hydraulic lift and full rear open door. 3700 waste and 300 fresh water for jetter / washdown with CAT pump. Has NVE 743 Blower Pump which is great for pumping car washes, catch basins and hydro excavating. **Well maintained and always parked indoors. \$98,000 920-585-9924 (P03)**

2005 T800 KW tandem axle septic truck, Cummins ISXCM870 Reman Installed 3/13/2022, 10speed transmission. 3700 gallon steel tank and Jurop LC580 pump installed 2016 by Hulls Truck Bodies. 214K on Reman. \$34,950.00. 717-284-0303, snexcavating@a0.com (P02)

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2005 International 4300 series vacuum truck. 126,000 miles. 7 speed manual transmission. 2000 gallon pump truck. New paint job, New challenger pump and PTO. **\$55,000. Call 908-482-1900. Serious inquiries only. Or email hicksseptic@gmail.com. (P02)**



2004 Peterbilt Septic tank, 2500 Gallons, brand new system, automatic transmission, 33,000 GVW, pre emission, CAT Engine C-7. Like new in great condition. Financing available with low down. **For more info please call 786-302-4989 (P02)**



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)**



2013 International 400 hp with 1950 gallon tank with Masport hxl 400w pump truck has 230000 miles . needs egr cooler. iam retiring price reflects repair .this truck runs and makes money **\$43,000. 530-320-2816 (P03)**

2007 Mack Granite Tri-axle with 5000 gal. tank and Masport HXL400W liquid cooled pump. Al-400 Aset engine, 13sp. maxitorque trans., heated jackets, seelevel Annihilator with digital gauge, Trunnion's just rebuilt. Ready to work - 218K miles. \$59,500. 717-284-0303, smexcavating@aol.com (P02)

2000 International, Tank size: 2500 gal, hose length: 30 feet (3 hoses); Automatic; 6 new tires (Dec. 2022); Jurop pump. Contact Philip Youngblood 239-707-3465. Truck located in Fort Myers, Florida. Price: \$28,500 (P02)

Pre-Owned 2,500 U.S.-gallon, carbon steel, vacuum tank. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

Used Imperial 1200 U.S. gallon aluminum unit mounted on 2013 Ford F550 cab & chassis with Masport HXL4 pump package. Stock# 4324V **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

Used Imperial 1200 U.S. gallon aluminum unit mounted on 2014 Ford F550 cab & chassis with Masport HXL4 pump package. Stock# 7644V **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

1994 Ford F800. Has a new rebuilt Cummins 8.3 and new rebuilt transmission. Fruitland Pump is 5 years old. 2500 gallon steel tank 5 also years old. 8- 30 foot hoses in good shape. Great truck to add to your fleet or for starters! \$45,000. Call Josh 706-266-3567. (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 Massport 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 (P02)

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)**



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@columbian sanitation.com for more information. (P02)**



Selling our 2005 Sterling, 350 h.p. diesel and a 10 speed, 400 c.f.m. masport watercooled vac pump, newer 3300 gallon aluminum vac tank 3 and 4 inch valves, 224k miles, runs excellent ready to work, no hoses included. very clean rust free truck. Serious only. **Call Don 608 558 0870. Can deliver for the fee. Thanks for looking...\$59,900 (P02)**

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)**



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)**

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)**

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



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

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

New 4,000 U.S. gallon, aluminum, vacuum tank. Mounted on a 2023 Freightliner M2-106 cab and chassis w/ a NVE Challenger 887 vacuum pressure pump package. Stock# 14056 **(888)VAC-UNIT (822-8648)**
www.vsirentalstlc.com. (PBM)



2023 Freightliner 108 SD with 4000 gallon all waste steel tank GVW 58,000 40,000 Rear axle 18,000 Front axle 20,000 lb axle 3rd Air Cooled Fruitland 500 Vacuum Pump 6" dump 2 - 4" suction pipe **\$202,000.00 Plus 12% FET Tax Rodney Lane 270-832-3793 (PBM)**

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

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

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

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



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

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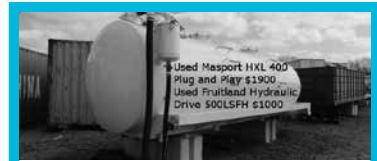
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One used steel vac tank 1,500/500 w/ Moro hydraulic AC4 vac pump. **Call JR @ 720-436-3910. CO (PBM)**



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Used VAC Tanks. 2500 to 4700-gallon - Starting at \$7,900. Gasco Triplex 3364-AL **269-751-5167. (PBM)**

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2015 Peterbilt 567, 4800 gallon tank (two compartments 1600 & 3200 gal) 650 CFM pump, jetter, made by Advance Tank. See level digital indicators, 10 speed Eaton fuller ultrashift transmission gives great fuel economy but still has great power with 500 HP Cummins Engine. 443,000 miles. **\$86,000.00 Contact Sandy @ 919-716-5111 (P02)**



2004 International 7600, Cummins engine, Allison 4500, heavy spec, 20k front, 46k rear, lift axle, 4,200 gallon steel tank built in 2015, Jurop LC420 pump for sale in southern Indiana. Asking \$50,000. 613,981 miles but the engine was overhauled by Cummins at 308,587 miles with documentation. New vane kit for the Jurop included. Truck runs and pumps good and was used regularly. **Contact: 812-332-7663 (P02)**



2009 Peterbilt 10 speed, 3500 gallon tank, Pump is a Masport 2500, hoses not included, Engine and trans were rebuilt 4 years ago, truck is good just can not run in California due to the emissions law. If interested please email, Independentpumping@yahoo.com or **call 909-286-2583 Danny. Asking \$89,500. (P02)**

VACUUM LOADERS



2007 International Vac-Con, 87,161 miles \$65,000 Call Jonathan 561-777-0604 or 561-752-4800. **duallsewerndrain@gmail.com (P02)**

2008 International 7600 with Guzzler Ace vacuum tank. Cat c-13 engine with regent system deleted 289,000 miles and 10100 hours hydraulic boom, vibrator and wash down system \$85,000. 440-813-0025 (P02)

2000 Sterling, Clean Earth Safe Vacuum Trunk, 16 cubic yard, Roots Blower, Debris Body is excellent shape, Engine C-10 350HP, \$18,000.00 Will send pictures upon requested, Phone 1-904-813-2507 or wrhernandez@jaxoninc.net, Truck is ready to go work. (P03)

POWERVAC 3800, 3,500 U.S. gallon, carbon steel Vacuum tanker with a Robuschi PD blower 3800 SCFM with vacuum to 28" mercury. 2006 Freightliner FLD120SD tri axle cab and chassis. Stock# 8225V **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)**

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

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Looking for US Jettors. Any condition. Will pick-up. Call Jonathon 773-269-7354. (P04)

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1988 S2300 International; L10 Cummins 8 speed transmission. Set up for installing and hauling pipes, risers, fittings, and tools for septic systems. Runs good, needs some TLC. **Mileage: 320,000 approx. (636) 583-5564. (PBM)**



2017 Western Star 173k miles. 4000 gal stainless tank, heated valves, sea-level, NVE vac pump new in Oct 2021. very good condition, runs daily. **\$157,000.00 OBO. call/text 330-442-8070 (P02)**



2011 Ford F350 extended cab, 4x4, auto, 6.7 power stroke, new aluminum tank, 300 waste, 150 fresh Honda 5.5 aux engine, RV wash down system, Brand new hoses. HXL 2 Masport pump. **720-436-3910 (PBM)**



Two Pump Trucks For Sale. Both are International 550 HP Paystar Model 5600i with 5,000-gal capacity, Wittig RFL100 Pumps, 18-Speed Eaton Transmission, Axles: 20,000 Steerable, 22,000 Front, 46,000 Rear, Rear end ratio 4.3, Pre-emissions. -2003-328,887 miles \$52,500 -2004-149,552 miles **\$62,500. Contact Frank King 978 452-7750 (PBM)**

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2006 CUES CCTV truck. 21K miles. "Still in service". 1000' 12 pin gold cable. 02Z camera, pan, tilt, optical zoom, 512Mhz Sonde built in. On-board generator too much to list- Complete unit operates & functions well. Pics & info available upon request. Call/text **330-442-8070. Email info@kingsanitaryservice.com \$48,000.00 OBO (P02)**

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