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**BLOWERS AND
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Steve Melton, owner of Melton's Septic Pumping Service in Summit, Mississippi, believes in the power of networking and education through his state trade association. He is shown with a Peterbilt vacuum truck built out by Iron-Vac and carrying a Masport pump. (Photo by Jeff and Meggan Haller)

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

Jim Kneiszel
Editor

Onsite Records Are Just a Few Keystrokes Away

An Ohio county is making it easier for pumpers to track down septic system histories, opening up opportunities for service efficiency

By Jim Kneiszel

How difficult is it for you to obtain customers' septic system records when you're called out for a real estate inspection or pumping job? Luckily, the process for requesting and receiving mandated service records and as-built drawings locating all system components is getting easier for many pumpers. And for proactive health departments, digitizing records from way back is really making your detective efforts go smoothly.

Consider sprawling Summit County, Ohio, which stretches from the Cleveland suburbs to the north and south beyond Akron, and the work its health department has done to improve recordkeeping. The county would be huge by most standards, with a population of about 540,000 and area of about 420,000 square miles, much of it served by septic systems for wastewater disposal.

To encourage maintenance of existing systems — many likely operating beyond their typical replacement date — Summit County recently activated an online portal to give homeowners and buyers, real estate agents and service providers like pumping companies easier access to records. The move fits Ohio's objectives to protect groundwater and public health as the state updated its wastewater regulations over the past decade or so.

The new reporting systems should save pumping contractors time and headaches. All they have to do is go to the county's web portal, input a parcel number or address and everything pops up, according to officials who spoke to *Ideastream Public Media* in Cleveland.

"All of the requests are public record. So prior to that if people wanted access to those records, they'd have to submit a request, call in, send a letter," Ali Rogalski, the county's water quality manager, told the news outlet. "At certain times of the year we could receive hundreds of requests in a week and it was a lot of time for staff to look all those up, send them to people and then there's a delay too."

60 YEARS OF RECORDS

Developing the portal was a tall task. For the past seven years, county workers scanned all paper and microfilm files for water and wastewater systems built between 1959 and 1999 (more than 100,000 files) before digital records were kept.

"We're glad that it's done and we're glad that the public is using it," Rogalski said. "We have a lot of data already that shows that most people are

➤ Hopefully one day all septic system records will be online and easily searchable. If your county is behind the times, maybe you could clip this article and give it to your health department to show that with some effort, it can be done.

getting in there and having successful searches, and it significantly reduced our requested records that goes through staff, so we feel like it's a success."

Certainly this north-central Ohio county isn't the first to digitize its septic system records; this is just a recent example of how organizing this old and new property data will significantly benefit homeowners, contractors who serve them and the environment. And now that it's easier to access, I can envision a few other valuable ways pumpers can use the information to better serve customers and broaden the customer base.

For instance, what if you are having a difficult time finding the source of surfacing wastewater in your customer's backyard — perhaps groundwater contamination is threatening a well water source? The portal will make it easy to search addresses of all of your customers' adjacent property owners to determine where there may be one or more failing drainfields or septic tanks that have been neglected.

Or the portal could help you target market your pumping and maintenance service. For example, let's say you have a service call to a distant subdivision in a few weeks and you'd like to line up more jobs in the area to justify the fuel cost and technician travel expense. You can easily search for other homeowners in the neighborhood who have aging systems or tanks that haven't been pumping in several years. Send out cards or call a dozen nearby homeowners to maximize your profits.

It's a slow process, but hopefully one day all septic system records will be online and easily searchable. If your county is behind the times, clip this article and give it to your health department to show that with some effort, it can be done.

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In other news and notes:

Now we have to worry about PFAS in toilet paper?

Scientists have been sounding an alarm over per- and polyfluoroalkyl substances, known as PFAS or forever chemicals — which have been found in many places and products. This phenomenon has affected pumpers who land-apply septage. The toxic, synthetic PFAS chemicals have been identified in sewage in Vermont and perhaps other places, prompting a call to stop land-spreading for disposal.

So it is ironic that a study published in the journal *Environmental Science & Technology Letters* has now identified the presence of PFAS in 21 brands of toilet paper manufactured in North America, western Europe and elsewhere around the world. The study conducted by University of Florida researchers, did not share the brand names of the bathroom tissue containing these chemicals.

According to a recent story in *The Guardian*, PFAS has also been found in rainwater and tap water. Jake Thompson, the lead author of the study, told the newspaper:

“I’m not rushing to change my toilet paper and I’m not saying that people should stop using or reduce the amount of toilet paper they use. The issue is that we’re identifying another source of PFAS, and it highlights that the chemicals are ubiquitous.”

The study explains toilet paper may be a major source of PFAS in wastewater treatment systems. So if the chemicals are found in rain and toilet paper, maybe land-spreading septage isn’t the problem in the first place.

When done with the goal of preserving a clean environment, land application of septic waste has played an important role in wastewater disposal. Though the greater percentage of septage goes to municipal treatment plants, land application has effectively taken pressure off of treatment plants, many at or near their capacity to handle waste.

At a time when more pumpers are being turned away at municipal plants or face frequent price hikes for dumping, maybe the toilet paper manufacturers should be forced to remove PFAS from their products before pumpers are asked to stop land-spreading septage.

Remove the “flushable” label from wipes packages

Massachusetts lawmakers recently introduced legislation to stop what they’re calling misleading labeling on so-called “flushable wipes” packaging. This is good news for pumpers who continue to encounter huge wads of the dreaded premoistened wipes when they crack open septic tanks. I’m sure it’s frustrating for your technicians — who wrestle with and have to bag and dispose of wipes every week — thinking nobody is doing anything to stop this false advertising.

A recent story in *The Gardner News* said State Rep. Sean Garballey, D-Arlington, introduced a bill that requires labels stating the popular wipes should not be flushed down the toilet and calls for a public education campaign to change user habits.

A public health official reported that hundreds of hours of labor are expended to remove wipes from the local municipal sewer system. He explained that replacing a grinder pump damaged by wipes costs \$80,000, pump repairs start at \$5,000 and sewer line repairs can cost \$7,000. And local Massachusetts pumper Ronald Spraske of American Sewerage and Septic weighed in.

“About 90% of the clogs I deal with are caused by an overabundance of wipes around the incoming pipes,” he said. “The scum layer gets so thick; it has no time to work on the solids and pushes undigested solids into the leech field causing the field to die.”

I’m sure you can all relate to Spraske’s experience.

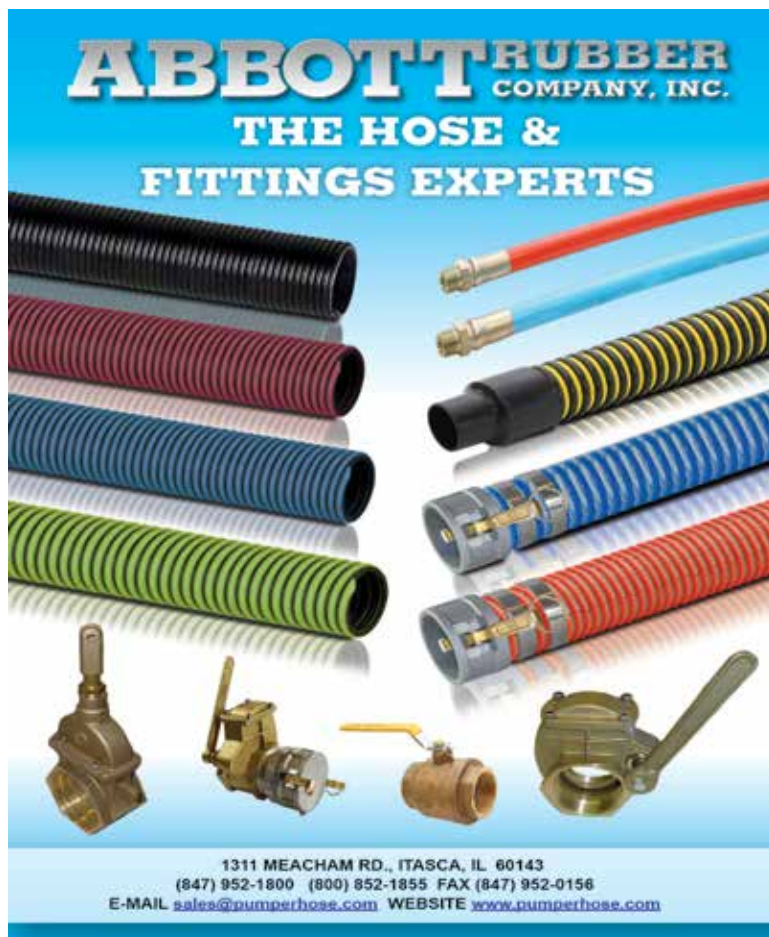
A reader says bidet use can extend pumping intervals

Jim Schoonhoven, of Schoonhoven’s Septic Pumping, Aylesford, Nova Scotia, Canada, responded to an item in my March column about the impact of bidet usage on a septic system. With the rising popularity of these devices that replace toilet paper with cleaning jets of water, a recent article stated bidets can reduce toilet paper usage by 80%. In his note to me, Schoonhoven reports even better results:

In response to your bidet article, I have been using a toilet seat bidet for eight years. It has reduced my paper usage 100%, not 80%. It uses 1 litre of water per wash, and has a blow dryer. The water will not run unless you are sitting on the seat. It has an inline heater so power is only used to heat the water when you are washing. I tell my customers they can increase pumping interval to 10 years.

The customers that have bought a bidet tell me they love it and wished they had it earlier, and when I pump their tank I find no scum layer on top, and these are people who in the past have had a thick mat of paper on the top part of the tank. You have to keep in mind how much water is used in the production of toilet paper. Also you are much cleaner when you use a bidet, toilet paper just smears it around.

If you or your customers have had experience with bidets, you can share your opinions at editor@pumper.com. Thanks for your insights, Jim. **P**



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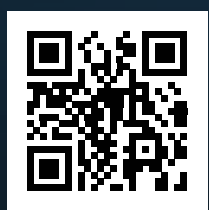


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SEPTIC PUMPS

choosing the right float switch

Float switches are not one-size-fits-all, and selecting the right one is crucial to pump function. In the past, you could order a pump and casually add on any old float switch. These days, you have to be a float switch expert, as the selection of the float switch is extremely important to the system working and a pump functioning or not.

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CUSTOMER CALLBACKS

responding quickly is key

You don't necessarily have to service every customer immediately, but you should keep in mind the tight window you have to respond before they decide to go to a competitor. Author Michael Williams calls it the 10-minute window.

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“ If you want any type of behavior from an employee — or even a spouse, your kids or your neighbors — thank them for the things they do that you want them to do more of. ”

– *How Employee Recognition Programs Can Stop the Worker Exodus*

– [pumper.com/featured](#)



SYSTEM INSTALLATIONS

erosion control plans

In the last decade or two there has been an increased interest and focus on erosion and sediment control on construction sites by permitting authorities. This has meant additional requirements for installers. Read more about it in this online article.

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A DEMANDING INDUSTRY

coping with stress

Septic services and installation can be stressful. Difficult weather, long hours, tight deadlines and equipment breakdowns are stress inducers. On top of that, leaders can inadvertently create a toxic work culture when even the best intentions are overrun by the pressures to perform. This article offers some coping strategies.

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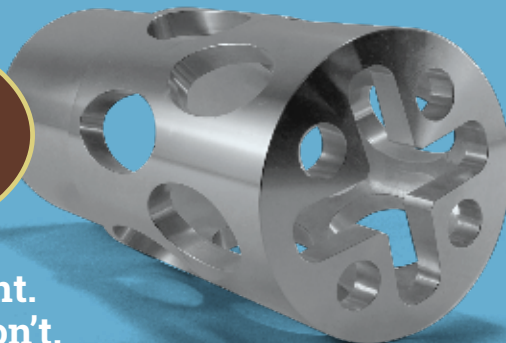
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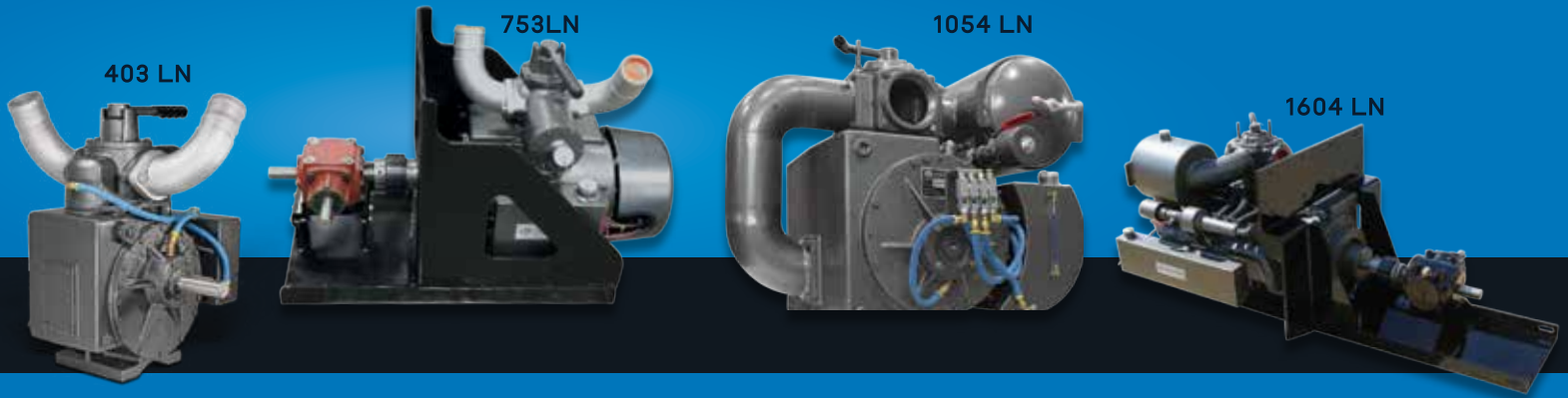


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▶ Pumper PROFILE

✔ Steve Melton is shown with his technicians, Brandon Cooper, left, and Darrin Long. The fleet of vacuum trucks was built out by Iron-Vac and a local welding shop. Vacuum is provided by either a Masport pump or National Vacuum Equipment blower. (Photos by Jeff and Meggan Haller)



FIND YOUR VOICE

Mississippi pumper Steve Melton helped start a state wastewater association to give pumpers a seat at the legislative table

By Betty Dageforde

When 18-year-old Steve Melton went to work for Wicker Building Supply in Summit, Mississippi in 1997, he ended up getting a lot more out of it than just a job. He soon fell in love with the owner's daughter and a couple years later, he and Robin got married.

And a few months before the wedding, when one of their customers decided to retire from his septic business, Melton saw an opportunity that would give them a little extra pocket money.

"I bought his truck and the service," he says. "We were young, didn't have a lot of money and I just thought a little gas money would be great."

The sideline enterprise eventually became a full-time business and today his company, Melton's Septic Pumping Service, employs two technicians, Brandon Cooper and Darrin Long. Services include pumping septic tanks, servicing grease traps and performing septic inspections for real estate transactions.

At one time Melton considered adding installation work but because Wicker manufactures septic tanks — 500 or 600 a year — he chose not to be a competitor to their contractor customers.

The company works within a 100-mile radius of Summit, which takes them into Louisiana. Melton says the main regulatory difference between the two states is that in Louisiana, the oversight body is the state Department of Environment Quality, and in Mississippi it's the state Department of Health.

A SLOW START

The business Melton bought didn't have much in the way of assets. There was no customer list. But the guy did send him jobs when he got calls. Wicker also sent work his way. And the truck was on its last legs.

"I got an old truck that needed everything worked on; if it wasn't the motor or the rear end or the transmission going out," Melton says. "It didn't have an air conditioner, it didn't have a heater, there was no radio. It was bare-bones."

It also had a small tank, only 900 gallons, so pumping a septic tank often required two trips. But Melton says he made it work and ran it for quite a while.

The first four or five years were slow. At first he was lucky to get a call or two a week. But the business finally gained some traction and he was able to hire his first full-time employee, his brother, who worked with him for a few years before moving away. Then Melton got a big account with an electric plant, which enabled him to upgrade to a nicer, more reliable truck.

"After that it just took off and now we stay fully booked," he says.

EQUIPMENT LINEUP

The tank on the company's second truck collapsed after about seven years.

"A tank is kind of like a Coke can," Melton says. "You squeeze and let it out, squeeze and let it out. Well, finally, it's going to get weak and give up." Melton needed a new one in a hurry so he hired a local welder to build a tank to his specs. He wanted to use a heavier steel and to place some of the valves in spots he felt worked better. The tank, which he uses with a 2017 Ram 5500, is 1,250 gallons and has a Masport pump.

The company also has a 2009 Peterbilt built out by Iron-Vac with a 2,500-gallon steel tank and Masport pump. Melton was expecting de-



Melton's Septic Pumping Service

Summit, Mississippi

OWNERS: Steve and Robin Melton

FOUNDED: 2000

EMPLOYEES: 3

SERVICES: Septic service, grease trap service, real estate inspections

SERVICE AREA: 100-mile radius

WEBSITE: www.meltonspumping.com

“A TANK IS KIND OF LIKE A COKE CAN. YOU SQUEEZE AND LET IT OUT, SQUEEZE AND LET IT OUT. WELL, FINALLY, IT'S GOING TO GET WEAK AND GIVE UP.”

STEVE MELTON



Long and Cooper remove the lid of a septic tank before pumping.



▲ Darrin Long and Brandon Cooper dig to expose a septic tank to be pumped at a local church.

◀ Cooper sprays water into a septic tank to loosen the contents during a pumpout.

“ I CAN COUNT ON ONE HAND HOW MANY UNHAPPY CUSTOMERS I’VE HAD IN 20-PLUS YEARS. VERY SELDOM DO I HAVE ANYBODY BICKERING AT THE PRICE OR SAYING I CHARGE TOO MUCH. ”

STEVE MELTON

livery of a 2023 Peterbilt built out by Iron-Vac with a 2,400-gallon tank and a National Vacuum Equipment B500 blower.

Each truck is equipped with a Chandler Truck Accessories jetter. And Melton says they couldn’t live without their Crust Busters tank agitators. “It cuts your time in half whenever you’re trying to mix up a tank with a lot of solids in it,” he says.

TANKS, TRAPS AND TRANSFERS

Although sending his guys out during the COVID pandemic made him nervous, Melton says their services were needed more than ever.

“Your toilets are used to you being gone to work all day but people were staying home using them more, taking more showers, washing more clothes. So it was putting a tax on their systems, more than what they were designed for.” Added to that were the difficulties that arise when people flush disposable wipes.

“They’re horrible,” he says. “I try to tell everybody there is no such thing as a disposable or flushable wipe. Most of the time everybody wants to know what the price is prior to you going, so you give them a price. But you really don’t expect to go there and it’s full of flushable wipes. But you don’t want to leave with a bad name by not giving them the price you told them over the phone.”

About half the company’s work is servicing grease traps for restaurants, schools and hotels. While the company has access to a wastewater treatment plant in nearby McComb, Mississippi, and a lagoon for septage disposal, there is no local disposal facility for grease. “It’s a little aggravating and it costs us a lot of money,” Melton says.

His current solution is to bring grease back to the shop and store it in a 6,000-gallon tanker used only for this purpose. When it’s full, they call Liquid Environmental Solutions out of Louisiana, which takes it 100 miles away to a treatment center near Baton Rouge for recycling. He does not see the disposal situation changing for the foreseeable future.

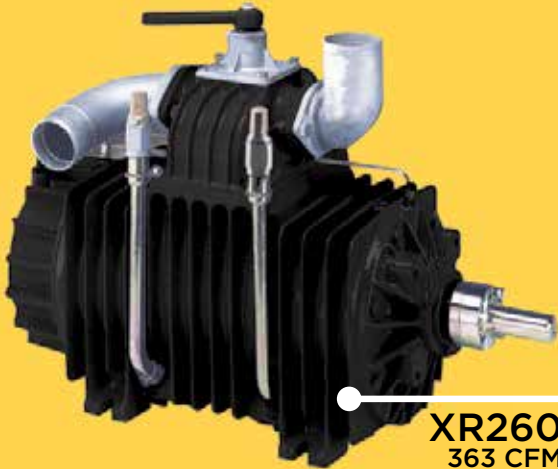
On the inspection side, Mississippi does not have a requirement that septic tanks be inspected before a real estate transfer, but Melton says real

(continued)

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SOURCE KEY 7P23

► Pumper PROFILE

► Darrin Long operates a Crust Buster tank agitator and Brandon Cooper moves a hose as the pair pump a septic tank at a local church.



Marketing Trends

Steve Melton says the first big marketing effort he made for Melton's Septic Pumping Service more than 20 years ago was placing an ad in the phone book.

"But now it's gone from phone book to digital," he says. "You've got to have a website and be listed on Google. That's pretty much how we get our calls now."

Word of mouth is also critical, he says. And he continues to do a few other promotional activities — giving customers refrigerator magnets to remind them when their next service is due, sending out flyers.

And today he also tries to maintain Facebook and Instagram postings but

admits to being distracted from social media tasks. "When you get busy, you're doing all you can to keep up with the work you have, much less ask for more," he says.

Another aspect of marketing is good customer service.

"The key is, answer the phone," he says. "If you don't, some other company will. I answer the phone 24 hours a day." He personally takes all the calls for the business — which come in at all hours. He admits he may be a little grumpy if someone calls late at night with something other than an emergency. He advertises that 24-hour service is available and hopes people know that means, "if you're willing to pay for it."

estate companies and banks are promoting it. He says he's seen some things that graphically indicate how important inspections are.

"I've actually been to some residences that didn't even have a septic tank," he says. "Everything was just running out on the ground or in the woods. So it's very important for the real estate companies to do that."

PAY THEM WELL

Melton echoes a common theme in today's labor market — it's difficult to find good help.

"I don't want to just put anybody in that truck," he says. "I want to make sure they're trustworthy and have a good, clean driving record. It's more than just a driving job. They're representing my business so their attitude is key — and then doing a proper job of pumping the tank and cleaning it to the customer's satisfaction. That can be difficult, especially when it's 100 degrees out and you have to go out and dig a tank up."

He hired Darrin Long on the recommendation of friends. Long was employed as a medic at the time, working in an ambulance. Melton trained him to the point he could handle the work without help. He's been a valuable asset and will be sorely missed when he is soon deployed for the National Guard for a year. But Melton will hold the job for him. Melton hired his second employee, Brandon Cooper, on the recommendation of Long. Melton says, in his experience, the best way to keep employees happy is to reward them with good pay.

HAVING A VOICE

Around 2010, Melton and other pumpers became concerned about proposed changes to septic regulations.

(continued)



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“I didn’t feel there was enough opinion from the industry included when they were writing those,” he says. “We went to our representative with our concern and before you know it, a day or two later, we were sitting at the state capitol in the governor’s office with people from the Department of Health.”

State Rep. Angela Cockerham (I-Magnolia) was also his lawyer and she recommended he form an association of pumpers and installers, which he did — the Mississippi Pumpers Association. He has served as president since its inception.

Soon after, the chairman of the Board of Health appointed him to the Wastewater Advisory Board for the Mississippi Department of Health, a 21-member board representing pumpers, installers, manufacturers and governmental agencies. He currently serves as vice chairman.

The group works on proposed regulations that are presented to the Board of Health for approval. “Wastewater may be a small part of what the Department of Health does, but it’s a very important part of human health,” Melton says.

HAPPY CUSTOMERS

Melton spends his days at the Wicker store, dividing his time between the building supply business — now run by his wife Robin — and the septic company. He takes the calls and schedules the work.

Trucks have TrackNet tracking units on them so he knows where each driver is at all times and who he should send a service call to. He uses Setmore appointment scheduling software and mobile app to schedule jobs and alert the technicians, without having to interrupt them with a phone call.

He says he’s had to dramatically raise his prices in the last year due to inflation and the increase in gas prices. And keeping up with maintenance on the trucks is always a challenge because it requires taking a vehicle out of service for a day or more

Overall, Melton says it’s been a rewarding business.

“What I like best about it is I can count on one hand how many unhappy customers I’ve had in 20-plus years,” he says. “Very seldom do I have anybody bickering at the price or saying I charge too much. I mean, you’re dealing with their sewer. We try to be fair anyway but they’re always happy to see you and they never mind paying you what you ask.” **P**



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▶ Darrin Long removes the Crust Buster from the service truck’s hose tray to agitate a septic tank during a pumpout.



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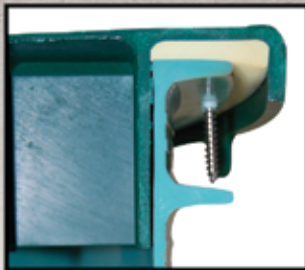
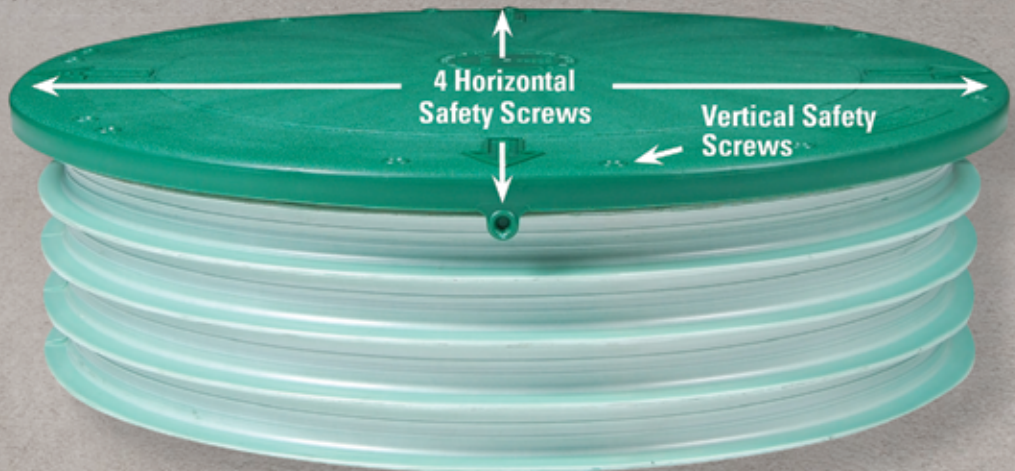


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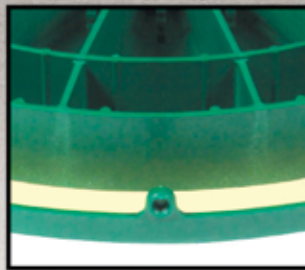
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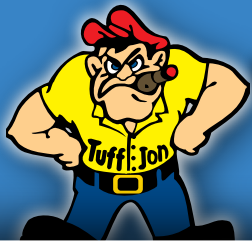
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Sara Heger, Ph.D.
Contributor

Sara Heger, Ph.D., is a researcher and instructor with the Onsite Sewage Treatment Program in the Water Resources Center at the University of Minnesota. She is also a certified septic system designer and service provider. Send questions for Sara to editor@pumper.com

Brine From Water Softeners – Where Should It Go?

Talk to customers about the best type of water softener to use and how the discharged should be handled to protect their septic systems

By Sara Heger, Ph.D. Photos courtesy of Sara Heger

Chloride levels in many surface waters are increasing and pose an emerging environmental concern, since elevated chloride levels are harmful to aquatic life in freshwater. Communities across the U.S. have observed surface waters with chloride water quality impairments, and chloride levels in groundwater are also increasing.

A major source of chloride is water softening, although depending on where you live road salt and fertilizers may be larger sources. In homes that have moderately to very hard water, many use water softeners. Water softeners remove hardness which causes scale buildup in pipes, appliances and water fixtures, and deposits on glassware. Ion-exchange water softeners use salt, usually sodium chloride, for recharging. In general, the less salt we are discharging to the environment the better, particularly if the discharge could reach fresh or groundwater.

FIRST QUESTION – IS A SOFTENER NEEDED?

Hardness less than 5-7 grains per gallon typically does not need to be softened. With publicly supplied water, the water hardness can be obtained from the water utility or city. Some cities soften the water at the drinking water plant. If data is not available the water should be tested by a professional, or a property owner can buy a kit and test it themselves.

Is your water hard?

Hardness	Grains per gallon calcium carbonate
Soft	0 - 3.5
Moderately Hard	3.5 - 7
Hard	7 - 10.5
Very Hard	>10.5

SECOND QUESTION – WHAT KIND OF SOFTENER?

There are two primary types of softeners — time or demand. Older/lower-cost softener regeneration cycles are time-clock initiated, using electronic timers or clocks to recharge the resin at a preset time and day. This wastes salt and water because they regenerate whether or not it's necessary. Demand softeners use a more sophisticated method called demand-initiated regeneration where regeneration is based on the measured amount of water used. To reduce salt usage, high-efficiency softeners should be used; include one or multiple features highlighted below:

- Efficiency rating of 4,000 grains/lb salt or higher
- Upflow or counter-current regeneration

➤ The less salt discharged from water softeners the better for the environment and our septic system. We should encourage property owners to only use one when and where they need it.

- Hardness sensors and water meters
- Variable reserve
- Regeneration with softened water
- Twin tanks

With demand systems, if the owners are conservative in their water usage they will use less water and therefore less salt. Also, not all water needs to be softened. Certainly water used outside the home should not be softened and some properties will only soften hot water or the water for specific appliances, such as water heaters or dishwashers. If the water in the home is high in iron content, it can clog the resin in the softener. A prefilter will help cut down on salt usage. If the water supply has high chlorine due to being publicly supplied, a chlorine filter will also increase the efficiency of the softener.

The high efficiency softener should be set for the actual hardness of the water and serviced at the recommended frequency, which will also minimize salt usage and assure the system is set appropriately and performing. There are other options on the market to reduce hardness and/or minimize scaling, but data about their performance is not yet conclusive.



➤ An example of an on-demand water softener.



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▲ This is an example of the old technology timer-style water softener. The mechanical dial indicates an older timer-style softener.

THIRD QUESTION – IS REGENERATION WATER BAD FOR SEPTIC SYSTEMS?

The amount of brine/regeneration water is typically 30 to 80 gallons per cycle and in some homes it may only run once or twice weekly. If the salt is kept to the minimum, the research to date is not conclusive whether problems will be caused. But as discussed, the less salt the better for the environment.

If the water softening system is not efficient or the unit is not operating properly, the amount of salt added to the system may be detrimental to microorganisms in the septic system. In these cases, the concerns include that the regeneration water may:

- Cause an increase in the amount of solid material staying suspended in the effluent of the septic tank. These solids may shorten the life of downstream components.
- Prevent formation of scum layers (typically composed of fat, oil, grease, and soaps) in septic tanks therefore causing more of these materials to travel to downstream components.
- Impact treatment in advanced treatment units such as media filters or aerobic treatment units. Many manufacturers do not allow the generation water to enter their units due to treatment concerns.

FOURTH QUESTION – WHERE SHOULD THE RECHARGE WATER GO?

In cities, the brine drains to the sanitary sewer where it travels to a wastewater treatment plant. Unfortunately, it isn't feasible for most WWTPs to remove chloride, which is dissolved in water. When the levels of chloride are high in the discharge to lakes, rivers and streams, upgrading softeners or removing hardness at the source with lime are typical solutions.

In areas served by septic systems the brine often discharges to the septic system, although this is not generally a recommended practice as large amounts of salt can be detrimental to the system. Since the regeneration water has not been contaminated by bacteria, viruses or organic material, it technically does not need treatment in the septic system. Before considering any of the options below, be sure to check with your local and state regulations to determine legal discharge options.



▲ This is a twin-tank system, one type of water softener that should be considered for use in a property utilizing a septic tank.

- The brine can be directed into the collection system of footing drains. This may require the installation of a sump to collect this water. This high salt content can be hard on vegetation.
- The brine can be daylighted to the surface if it does not directly discharge into a water body.
- The brine can go into a drywell, an old abandoned drainfield, or a small separate section of drainfield with 20-50 feet — typically sufficient (must have some separation to the water table).
- The brine may be rerouted directly to the primary soil treatment system to prevent agitation of the layers in the septic tank or the performance of an advanced treatment system.

FINAL THOUGHTS

Chloride in the softener discharge cannot be treated in a septic system and will eventually end up in surface or groundwater.

In general, the less salt discharged from water softeners the better for the environment and our septic system. We should encourage property owners to only use one when and where they need it, use and maintain an efficient demand-based unit and routing the brine out of the septic system when needed. **P**

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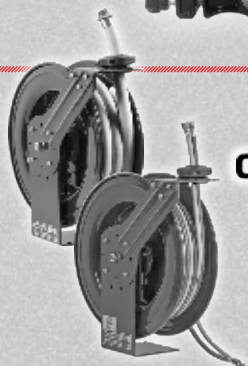


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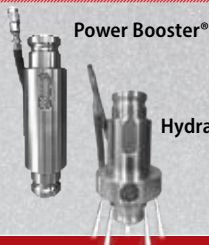
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Jeff Haden
Contributor

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

Your Hard-Earned Skills Are Worth a Pretty Penny

The fact you can do more and do it better in less time shouldn't result in you getting paid less for septic services

By Jeff Haden

My client (his construction company built factories) walked into the conference room where I was writing a keynote for him and tossed a folder on the table.

"We're bidding on a small job," he said, "and our proposal sucks."

I reached for the pages. My first thought was that \$525,000 didn't seem like a "small" job to me. My second thought was yeah, it sucked.

"Want me to take a shot at it?" I said. "All the numbers are here. Maybe I can tune it up a little."

An hour later I went to his office. He was on the phone, so I put the revised proposal on the corner of his desk. He nodded, and I went back to the conference room.

Twenty minutes later he put a check for \$5,000 beside my laptop with "[ACME] proposal" on the memo line.

I looked up, surprised. "Hold on," I said. "That's way too much. It only took me an hour."

"I don't care how long it took," he said. "I care about value. Not time. And that," he said, pointing to the check, "is how much a great proposal is worth to me."

LOCKSMITH'S PARADOX

The difference between time and outcomes is often called the Locksmith's Paradox. (I like to call it the Picasso Paradox; more on that in a second.)

Say an inexperienced locksmith fixes a lock in about an hour. The price is \$100, and the customer is happy.

Over the next few years, the locksmith gains considerable skill and experience. When the same customer needs him to make the same type of repair, he finishes the job in about 15 minutes.

Great — except when he hands the customer a bill for \$100. The job didn't take very long. And the locksmith made it look easy. How could it be worth \$100?

That's the Locksmith's Paradox: Same outcome — but because of the shorter time involved, the customer perceives the value much differently.

As for the Picasso Paradox?

As legend has it, one day artist Pablo Picasso was at the market. A woman recognized him, and asked him to draw something on a napkin for her. He did, and when he handed it to her said, "That will be a million dollars."

"But Mr. Picasso," she said, "it only took you 30 seconds to draw it."

"No," Picasso said. "It took me 40 years to be able to do that."

➤ Technology and automation use is exploding as companies seek opportunities to invest in devices and software that provide options to leverage the staff they already have and enhance productivity.

A similar story involves the artist James McNeill Whistler. Whistler was asked by a lawyer how he could charge so much for a painting that only took two days. "Oh, two days! The labor of two days, then, is that for which you ask 200 guineas!" Whistler replied, "No. I ask it for a lifetime of knowledge."

The Picasso Paradox isn't unique to artists, or locksmiths. The Picasso Paradox applies everywhere.

Like when managers evaluate their employees by hours worked rather than results. Employees who come in early and stay late aren't necessarily more productive; we've all known people who put in long hours but accomplish relatively little.

Or when business owners decide that the freelancer who quickly solves their software problem can't be worth the price she charges because the fix seemed too "easy."

Or when the same happens to business owners whose skill and experience allows them to deliver exceptional value relatively quickly, causing customers to question the cost instead of appreciating the value they receive.

SOLVING THE PICASSO PARADOX

The first problem is easy to solve. Don't focus on the hours your employees work, or where they work from. Butts in seats are irrelevant. Tangible, valuable results are everything. Besides, constantly worrying about what your employees are — or are not — doing is a waste of mental energy you can't afford.

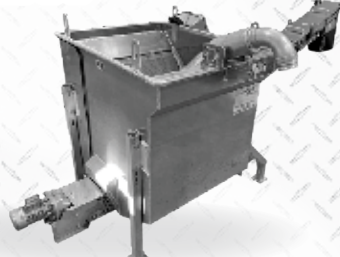
The second problem is also easy to solve: Focus on the value you receive. A warehouse door lock gets fixed in just 15 minutes? Great. That means you're back in action sooner. A coding problem gets fixed in an hour? Great. That means you're up and running sooner. The outcome — and the speed of the outcome — is what matters.

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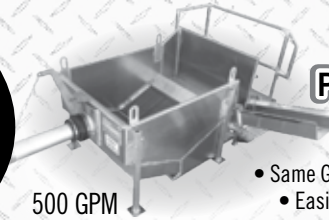
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Solving the Picasso Paradox your business faces is a little tougher. The key is to separate hours from cost.

For example, an estate planning lawyer I know spent considerable time and money developing software that automates much of the process. Now, once he's interviewed a new client, most of the documents involved — wills, trusts, powers of attorney, etc. — can be created in just a few hours.

If clients knew that, though ... yep, Picasso Paradox. So he charges a fixed fee. Clients are happy because they feel the results are worth the cost. Besides, how long it took is irrelevant, especially since he invested in automation that greatly speeds the process.

What matters is the value of the outcome.

Whenever you can, separate time from your service pricing and charge

based on deliverables. Focus on the value the customer receives, not how long it took to create that value.

YOU PROVIDE VALUE

The fact you can do more, and do it better, in less time — because of your hard-earned expertise, experience, intuition, etc. — shouldn't result in you getting paid less. In many cases, a faster outcome is worth more, especially if deliverable speed is important to your customers.

That's why I like to call it the Picasso Paradox: Because when you're really good at what you do, an hour of your time may actually be worth more than ten hours of someone else's. Make sure you find ways to capture that value.

Because you're worth it. **P**



Follow This Roadmap to Get Maximum Value for Your Business

Look for a team of qualified professionals to guide you through the process of selling your pumping company

By David Steinkraus

About three years ago, father and son Andrew and Josh Gunia realized the time had come to do something with A Advanced Septic and Construction Inc.

Based in Auburn, Washington, part of the suburban area that runs south from Seattle to Tacoma, the company had grown and expanded under Andrew. Josh says he was chafing against the limits of not being the owner.

“As we get older, we measure the amount of risk we’re willing to take on differently based on where we are in life,” says Josh, now owner and president of the company. “For me, I’m willing to take on lots of risk financially in many different areas because, worst-case scenario, if it all disappears, I’m young enough that I can rebuild and have years of life on my side hopefully.” He’s 39.

As a result, Josh says, their growth strategies, their acceptance of risk, and their willingness to partner on projects were different for him and his father in the last few years.

GROWING THE BUSINESS

Andrew, now the former owner, had started and expanded the company to seven divisions including civil construction, residential construction, plumbing, electrical, pumping, installing and home rehabilitation.

“Home rehab, that was my fantasy, but Josh couldn’t stand it,” Andrew says, and Josh laughs softly. “On top of that, it lost money for several years in a row.”

Also, Andrew says, he was passionate about civil construction while Josh had more liking for residential work.

“One of my problems is that, still to this day,” Andrew says, “I have to fight my own self to see my boys as 38 and 39 and leaders in the industry — when in my mind’s eye they’re still 17 and 18.”

“We got to the point where Josh said, ‘Hey, either I’m leaving, or you’re leaving.’ By that time it wasn’t fun for me anymore either,” Andrew says.

Andrew says he realized the company was already larger than anything he’d envisioned, and he wasn’t interested in taking the company to another level.

“The good news in all of that process, is the key values and morals stayed intact in spite of feelings,” Andrew says. When they got past the emotions, he says, they were able to come up with a plan.

Through a referral, they connected with investment bank JD Merit. In about 90 days, the Gunias received an evaluation of the company. The value was not what the Gunias needed for Andrew to retire, but they learned how to adjust the value so Josh could get financing to make the purchase.

IT TAKES A TEAM

Ideally, business owners should start planning for an exit when they start the business, and a few do, says Sean Ostrander, vice president with JD Merit in Gig Harbor, Washington. He is the mergers and acquisitions adviser who helped the Gunias reach their solution.

“This was a father and son who loved each other deeply, and the business was a sticking point in the relationship,” Ostrander says.

A mergers and acquisitions specialist should assemble a helpful team of professionals, he explains: They coordinate with certified public accounts, attorneys, wealth advisers and others so a deal moves smoothly. They also look for buyers. A portion of his time, he says, is spent on the phone maintaining relationships with private equity companies that may be interested in buying a business.

One of the biggest pitfalls for any business owner seeking to exit is to listen to the first potential buyer who knocks on the door, Ostrander says. Never assume that first person will end up buying the business, he says. The difference between that and a managed sale with multiple buyers could mean millions of dollars, he says.

Many business owners don’t understand how to value a business, *(continued)*

“The message I would openly share for anybody who is a business owner, is: prepare, prepare, prepare, and spend some time around the topic because, quite frankly, this is your identity, your purpose, everything you’ve been doing for a lifetime.”
— Andrew Gunia



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he says. Typically they believe value equals assets, which may undervalue the company, or they believe the business to be worth more than it is, he says. Cleaner financial statements often result in a higher valuation, he says. Someone who treated a business like a personal bank account, who ran thousands in personal expenses through it, he says, may find that makes a difference of a couple of million dollars in a sale.

"The critical part," Ostrander says, "is to identify the life situation you want when you exit, and chart the steps needed to accomplish that goal based on your life situation now."

REMAIN FLEXIBLE

For anyone with a business, Josh says, plan ahead because whether you're selling to a family member or another company, buyers will be looking at financials for the most recent three years. But beyond the accounting, establish the values or principles from which you want to approach the transaction, he advises.

"It's very important to guard yourself from other people's opinions and influence. It's a very emotional time," Josh says. Some of his advisers disagreed with the way he and his father worked things out, he says. "Had I listened to them, and not protected the core values we agreed on at the beginning, we wouldn't have had a deal."

At the same time, you must be flexible, Josh says. Too many people get stuck in their preconception of how a deal must happen, he says, instead of realizing that a different process could generate the same outcome.

Have your team in place — your banker, accountant, lawyer, and the people in your office, Josh says. "Our team, inside of my building, is what made this deal come together. It was their hundreds of hours of document

requests, of meticulous attention to documents."

Learn EBITDA, Andrew says. That's a financial measurement: earnings before interest, taxes, depreciation and amortization.

"I really didn't think it was going to happen," Andrew says, "and there were so many components in this process that I would have never thought of, but also really didn't have any control of."

"The message I would openly share," Andrew says, "for anybody who is a business owner, is prepare, prepare, prepare and spend some time around the topic because, quite frankly, this is your identity, your purpose, everything you've been doing for a lifetime."

A SUCCESSFUL OUTCOME

Josh and his father remain partners in a couple of other businesses, one a property management company that owns the land A Advanced is on, and another that owns land on which is a \$23 million plant that produces clean water and fertilizer from municipal wastewater, and is owned and operated by Generate Upcycle and Sedron Technologies.

Transfer of A Advanced, the primary company, is complete.

"Was it worth it? Absolutely," Andrew says. "I now spend every other month in Arizona enjoying the fruits of a lifetime of showing up every day whether I wanted to or not."

There is more to think about. Just five months after finishing the business transfer, at age 60, Andrew had a heart attack. There are three stents in his chest. There was a period of time, he says, when he had to attend to the details of his life as if he would not be around anymore.

"There's no guarantees on how it all works out and plays out, and how long you get to enjoy what you've earned," he says. **P**



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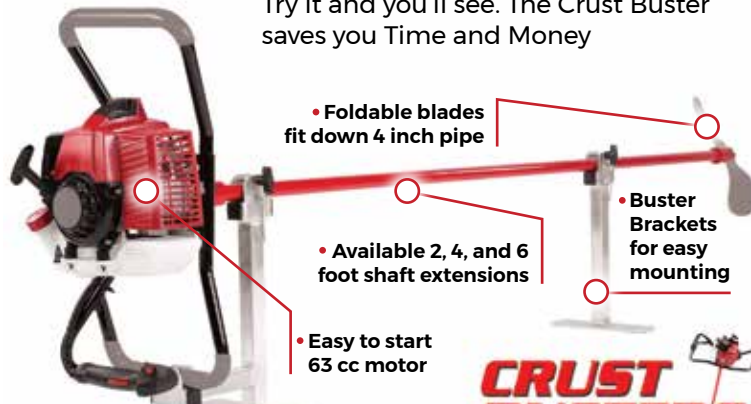
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	Wallenstein 553		1,800 - 4,300	275	28"	35	300	3	Fan	500 - 1,200			
	Wallenstein 753		1,800 - 4,300	350	28"	35	340	3	Fan	500 - 1,200			
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	Wallenstein 1054		3,200 - 10,000	500	28"	35	700	5	Fan	500 - 1,100			
	Wallenstein 1054LN		3,200 - 10,000	500	28.5"	35	750	5	Liquid	500 - 1,100			
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	Wallenstein 1604		3,200 - 10,000	800	28"	35	1,200	5	Fan	500 - 1,100			
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	RCF 370		As Per Application	272	28.5"	30	385	8	Fan	1,400		27	3"
	RCF 500		As Per Application	338	28.5"	30	450	8	Fan	1,400		33	3"
	RCF 870		As Per Application	501	28.5"	30	575	8	Fan/Air Injection	1,400		44	4"
	RCF 1200		As Per Application	716	28.5"	30	1,400	8	Fan	1,000		65	4"
	WR 2500		As Per Application	1,192	26"	22	385		Liquid Ring	1,600		155	6"
	WR 3100		As Per Application	1,506	26"	22	422		Liquid Ring	1,600		178	6"
	WR 4000		As Per Application	2,166	26"	14.5	657		Liquid Ring	1,300		218	6"
	W1600		As Per Application	942	27"	29	747	6	Liquid-Cooled/ Air Injection	1,500		120	4"
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 <p>NVE National Vacuum Equipment 2707 Aero Park Dr. Traverse City, MI 49686 800-253-5500 • 231-941-0215 (f) 231-941-2354 sales@natvac.com www.natvac.com</p> <p>See ad, page 3</p>	304 Challenger		Application Specific	210	27"	30	179	4	Air	1,100 - 1,400		12.2	2"	
	607 PRO Challenger Heavy-Duty		Application Specific	380	28"	30	390	7	Fan/Liquid	1,100 - 1,500		28	3"	
	866 Challenger Heavy-Duty		Application Specific	520	27"	20	507	6	Fan/Liquid	800 - 1,150		38	4"	
	887 PRO Challenger Heavy-Duty		Application Specific	532	28"	30	620	7	Fan/Ballast Port Cooled	900 - 1,200		54	4"	
		4307 Tri-Lobe		Application Specific	560	27"	15	421		Ballast Port Cooled	2,500 - 4,000	Tri Lobe	40.6	4"
		4310 Tri-Lobe		Application Specific	940	27"	15	456		Ballast Port Cooled	2,500 - 4,500	Helical	58	4"
		1600 Tri-Lobe		Application Specific	1,600	27"	15	532		Ballast Port Cooled	2,500 - 3,600	Helical	95	6"
		8250 Tri-Lobe		Application Specific	250	15"	15	241		Air Cooled	1,800 - 2,600	Tri Lobe	20	2"
		8500 Tri-Lobe		Application Specific	431	24"	15	370		Ballast Port Cooled	2,200 - 2,400	Tri Lobe	30	3"
 <p>Presvac Systems 4131 Morris Dr. Burlington, ON L7L 5L5 800-387-7763 • 905-637-2353 (f) 905-681-0411 sales@presvac.com www.presvac.com</p> <p>See ad, back cover</p>	PV 750		1,000 - 6,000		27"	35	450	8	Fan/ Ballast Port Cooled	1,500				
 <p>SAMSON PUMPS Switch on the future Samson Pumps A/S Petersmindevej 21 Viborg, DE DK-8800 +45 8750 9570 ktj@samson-pumps.com www.samson-pumps.com</p>	Truck Master 2		Application Specific	147	27.1"	14.5	150		Liquid Ring	1,900				
	Truck Master 3		Application Specific	412	27.1"	14.5	216		Liquid Ring	1,900				
	Truck Master 1700		Application Specific	953	27.1"	14.5	540		Liquid Ring	1,800				
	Truck Master 2500		Application Specific	1451	27.1"	14.5	708		Liquid Ring	1,500				
	Truck Master 3400		Application Specific	2010	27.1"	10.9	1171		Liquid Ring	1,400				
	SLP 2100		Application Specific	1366	27.1"	14.5	551		Liquid Ring	1,600				
	SLP 2700		Application Specific	1593	27.1"	14.5	860		Liquid Ring	1,600				
	SLP 3100		Application Specific	1735	27.1"	14.5	926		Liquid Ring	1,600				

MANUFACTURER	PUMP	BLOWER	REC. TANK SIZE (GALLONS)	CFM	MAX. VACUUM (Hg)	MAX. PRESSURE (PSI)	NET WEIGHT (LBS)	NUM. OF VANES	AIR, FAN, LIQUID-COOLED or LIQUID RINGS	RPM RANGE	NUM. OF LOBES	HORSE-POWER (BHP)	PORT/ PIPING
 Westmoor Ltd. 906 W Hamilton Ave. Sherrill, NY 13461 800-367-0972 • 315-363-1500 (f) 315-363-0193 pumps@westmoorltd.com www.westmoorltd.com See ad, page 37	Conde Super 6		300 - 500		28"	20	80	3	Air	1,200 - 1,750			
	Conde SDS 6		500 - 1,000		28"	20	100	4	Air	1,100 - 1,500			
	Conde SDS 12		1,000 - 2,000		28"	20	150	4	Air	1,100 - 1,500			
	Conde SDS Ultra		1,200 - 2,500		28"	20	160	8	Air	1,100 - 1,500			
	Conde ProVac3		50 - 300		28"	20	45	4	Air	1,100 - 1,750			

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	DEALERS/DISTRIBUTORS	BLOWERS & VACUUM PUMP LINES
 <p>Advance Pump & Equipment Pump & Equipment, Inc. Partners in Performance</p> <p>See ad, page 63</p>	<p>Advance Pump & Equipment 15418 Old Hwy. Rd., Peosta, IA 52068 563-557-0957 • (f) 563-557-0961 Randy@advancepump.com • www.advancepump.com</p>	<p>Battioni, Conde, Fruitland, Gardner Denver, Jurop, Masport, National Vacuum Equipment, Robuschi, Roots</p>
<p>See ad, page 13</p>	<p>Engine & Accessory, Inc 12201 NW 30th Pl., Miami, FL 33167 305-573-2268 • (f) 305-576-4617 Parts@Rampstar.com • www.EAMTankTrucks.com</p>	<p>Fruitland, Hibon, Jurop, Masport, National Vacuum Equipment</p>
<p>See ad, page 21</p>	<p>GapVax, Inc. 575 Central Ave., Johnstown, PA 15902 888-442-7829 • 814-535-6766 • (f) 814-539-3617 kdoyka@gapvax.com • www.gapvax.com</p>	<p>Fruitland, Hibon</p>
 <p>IMPERIAL INDUSTRIES INC</p> <p>See ad, page 71</p>	<p>Imperial Industries, Inc. 550 W Industrial Park Ave., Rothschild, WI 54474 800-558-2945 • 715-359-0200 salesinfo@imperialind.com • www.imperialind.com</p>	<p>Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wittig</p>
<p>See ad, page 35</p>	<p>KeeVac Industries 6351 Beach St., Denver, CO 80221 866-789-9440 info@keevac.com • www.keevac.com</p>	<p>Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment</p>
<p>See ad, page 50</p>	<p>Marsh Industrial 135 E Mile Rd., Kalkaska, MI 49646 800-952-1537 • 231-258-4870 • (f) 231-258-2019 sales@marshind.com • www.marshind.com</p>	<p>Battioni, Conde, Giant, Jurop, Masport, Moro, National Vacuum Equipment</p>
<p>See ad, page 59</p>	<p>Milwaukee Rubber Products, Inc. N52 W13319 Falls Creek Ct., Menomonee Falls, WI 53051 800-325-3730 • 262-781-7888 • (f) 262-781-1742 sales@milwaukeerubber.com • www.milwaukeerubber.com</p>	<p>Battioni, Jurop, Masport, Moro, National Vacuum Equipment</p>
<p>See ad, page 9</p>	<p>National Truck Center 3001 East 11 Ave., Hialeah, FL 33013 305-691-8407 • (f) 305-691-8416 info@nationaltruckcenter.com • www.nationaltruckcenter.com</p>	<p>Jurop, Masport, Moro, National Vacuum Equipment</p>
 <p>pikrite</p> <p>See ad, page 59</p>	<p>Pik Rite, Inc. 60 Pik Rite Ln., Lewisburg, PA 17837 800-326-9763 • 570-523-8174 • (f) 570-523-8175 sales@pikrite.com • www.pikrite.com</p>	<p>Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wallenstein</p>

(continued)



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U of A NAWT Inspection Training
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Location: Casa Grande, AZ
Contact: Aaron Tevik: atevik@arizona.edu

ATTENTION:

IMPORTANT DATE: Date Change on the Hapchuck Scholarship Application

The Hapchuck Scholarship application submission date has changed for the 2024 scholarship. Due to the 2024 date of the WWETT show moving to January 24th-27th, applications must be submitted by November 1st, 2023.

Soils Workshop

NAWT Soils by CPOW
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Location: Western Slope
Contact: Lisa Nicoll: cpow@cpow.net

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NAWT O&M 1 by CPOW
November 8-9, 2023

Location: Virtual Online Course
Contact: Lisa Nicoll: cpow@cpow.net

NAWT O&M 2 by CPOW
December 6-7, 2023

Location: Virtual Online Course
Contact: Lisa Nicoll: cpow@cpow.net

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	DEALERS/DISTRIBUTORS	BLOWERS & VACUUM PUMP LINES
See ad, page 60	PortaLogix 6107 Loomis Rd., Farmington, NY 14425 585-484-7009 sales@portalogix.com • www.portalogix.com	Fruitland, Masport, National Vacuum Equipment
See ad, page 29	Pressure Lift Corporation 4130 Buckthorn Ct., Flower Mound, TX 75028 866-504-6596 • 972-355-0550 debi@pressurelift.com • www.pressurelift.com	Masport
See ad, page 57	R.A. Ross NE, Inc. 10280 Brecksville Rd., Brecksville, OH 44141 800-678-4581 • 440-546-1190 • (f) 440-546-1188 jeremy@rarossne.com • www.rarossne.com	Battioni, Conde, Dresser Roots, Fruitland, Gardner Denver, Higon, Jurop, Masport, Moro, National Vacuum Equipment, Robuschi, Tuthill
See ad, page 53	Robinson Vacuum Tanks 306 Runville Rd., Bellefonte, PA 16823 844-393-1871 • 814-933-0927 • (f) 844-857-0741 info@robinsontanks.com • www.robinsontanks.com	Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment
See ad, page 43	Tank World Corp 12001 W Peoria Ave., El Mirage, AZ 85335 623-536-1199 • (f) 623-935-4782 service@tankworldaz.com • www.tankworldaz.com	Conde, Fruitland, Jurop, Masport, Moro, National Vacuum Equipment
See ad, page 49	TankTec 10100 Quinn St. NW, Minneapolis, MN 55433 888-428-6422 • 763-755-8075 • (f) 763-757-9788 snelson@tanktec.biz • www.tanktec.biz	Conde, Masport, National Vacuum Equipment
See ad, page 57	Transport Truck Sales/Transport Tank Sales 6740 Kaw Dr., Kansas City, KS 66111 888-395-7551 • 913-334-2400 • (f) 913-334-4576 scott@transporttruck.com • www.transporttruck.com	Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Wallenstein
See ad, page 30	TSI Tank Services, Inc. 70 Benson St., Fitchburg, MA 01420 866-720-4999 • 401-688-0043 • (f) 401-383-7462 jerry@tankservicesinc.com • www.tankservicesinc.com	Masport, National Vacuum Equipment
See ad, page 15	Vacutrux Limited 20 Martins Ln., Elmira, ON N3B 2A1 800-403-4305 • 519-669-1625 • (f) 519-669-8331 info@vacutrux.com • www.vacutrux.com	Wallenstein
 VSI Vacuum Sales Inc. See ad, page 37	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 • 856-627-7790 • (f) 856-627-3044 parts@vacuumsalesinc.com • www.vacuumsalesinc.com	Fruitland, Jurop, Masport, Moro, National Vacuum Equipment, Presvac, Robuschi, Roots, Wittig
 VARCO SUPPLY See ad, page 19	VARCO. 7489 Mason King Ct., Manassas, VA 20109 866-872-1224 • 703-334-5980 • (f) 703-334-5979 sales@varcopumper.com • www.varcopumper.com	Battioni, Conde, Jurop, Masport, Moro, National Vacuum Equipment



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FB-FK blowers from **Fedrigo Pumps** are easy to maintain and, thanks to the three lobes with innovative profile, provide noise and temperature control. Oil lubrication is on the back and grease on the front side plates for FB blowers, while oil is in both sides on FK blowers. The FB blower provides wide flow and pressure performances (up to 1,000 cfm and 20 psi). The FK starts from

1,400 up to 5,000 cfm, at 14.4 psi. All blowers can be driven by cardan shaft, pulleys or hydraulically and installed in a horizontal or vertical position, with clockwise or counterclockwise rotation. Complete accessory kits can be supplied as well as a complete package including the pump, accessories, and a sound enclosure. www.fedrigo-pumps.com

National Vacuum Equipment Challenger 1600

The **Challenger 1600** from **National Vacuum Equipment** is a 1,600 cfm tri-lobe blower designed for continuous duty at maximum vacuum. Rotors are designed to improve vacuum efficiency and reduce mechanical noise. The blower has a ballast air-cooling design and typical maximum vacuum of 27 inches Hg. 800-253-5500; www.natvac.com



VACUUM PUMPS



Engine & Accessory Masport Cobra Plug & Play 532 CFM

The **Masport Cobra Plug & Play 532 CFM**, distributed by **Engine & Accessory**, was developed for tank sizes ranging from 3,000 to 8,000 gallons. It is equipped with a compact scrubber with 4-inch NPT inlet and high-

efficiency steel oil separator with exhaust deflector, a large 13-inch fan for cooling during operation, and operates at 22 inches Hg continuous duty. It incorporates a pressure relief valve vent recovery system that eliminates cleanup with no oil exhaustion. It utilizes a Rexnord Omega coupling for

gearbox installations for a greater life with automatic transmissions, and an automatic mechanical oil pump that delivers the correct amount of oil at all working levels, with no manual adjustments necessary. 305-573-2268; www.eamtanktrucks.com

Fruitland 870 Series

Fruitland's 870 Series pump allows vacuum levels of 28.5 inches Hg and continuous vacuum of 27 inches Hg. It is capable of providing 30 psi pressure for offloading. Oil consumption is 1 gallon for 18 hours of operation to reduce environmental impact. Locally sourced, nonproprietary oil may be used. The pump delivers 510 cfm (free air) through 4-inch porting. 905-662-6552; www.fruitlandmanufacturing.com



Moro USA PM3000

The **Moro USA PM3000** vacuum pump operates at 1,001 cfm, 29 psi with a vacuum of 28 inches Hg. One of five pumps in the Storm Series, it offers the combination of high air flow and deep vacuum of a rotary lobe blower and the durability of a rotary vane pump. It utilizes a cooling circuit and comes standard with a water recirculation

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

Presvac Systems PV750

The **Presvac Systems PV750** rotary vane pump is designed for continuous full-vacuum operation in extreme conditions. It offers 400 cfm at free air, 350 cfm at 15 inches Hg, a maximum vacuum of 27 inches Hg and maximum pressure of 35 psi. Dual fans and twin ballast ports are designed to efficiently cool the pump. The solid housing with deep cooling ribs allows greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger. Multiple manifold and drive options are available for truck, trailer or stationary applications. 800-387-7763; www.presvac.com



Wallenstein Vacuum 753 Series

The **753 Series** vacuum pump from **Wallenstein Vacuum** is designed for longer service life, incorporating wide vanes that allow up to an inch of wear. It provides 422 cfm airflow at 1,200 rpm and vacuum levels up to 28 inches Hg. Options include air-, liquid- or dual-cooling systems where air injection is combined with liquid cooling. A

pump-flushing port is included on the top valve for convenient maintenance. The quick-access housing end plate allows for easy internal inspection with



no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation or available with a sight-feed valve oil regulator system using vacuum/pressure to draw oil with no moving parts. **800-801-6663; www.wallenstein.com**



Westmoor Conde PowerPaks

Westmoor Conde PowerPaks are preassembled gasoline or diesel-powered vacuum pump units. They are easy to install, according to the maker, and include a heavy-duty steel base with aluminum diamond plate trim and belt guard. Rigid assembly is designed to ensure minimum

vibration and maximum power. They are available with either vacuum only or vacuum/pressure pumps. A wide range of cfm options ensure the PowerPak is matched to the tank size and application. Units are powered with optional Honda GX Commercial Series gasoline engines or Hatz industrial air-cooled diesel engines. Units can be easily transferred to another tank system when needed. **800-367-0972; www.westmoorltd.co**

CASE STUDY

Liquid ring pumps help fleet owner eliminate complaints



Problem: From residents and passers-by, the complaints were stacking up. There were problems covering oil fumes, oil stains on sidewalks and buildings. Topping the list, though, was the uncomfortable, annoying, and often deafening noise from the vacuum trucks operating in urban areas, especially during nighttime operations. Sorting out these challenges was crucial for a German fleet-owner. Enforced environmental regulations limited incoming jobs, hurt earnings and utilization of the contractor's fleet.

Solution: The fleet-owner switched to liquid ring pumps, and the **Samson Pumps Truck Master 2500** was used. According to the manufacturer, the benefits of the solution was reliability, silence in operation, no polluting exhausts and low maintenance.

Result: The change to liquid ring technology has enabled the fleet-owner to reclaim lost jobs and gain more contracts. Savings on oil expenses, downtime due to repairs and maintenance has also been a result. Quieter operation eliminated the noise complaints. **507-442-6608; www.samson-pumps.com P**

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Massachusetts' New Onsite Regulations Will Push Improved Treatment

Proposed nitrogen removal requirements are controversial with homeowners, but will be positive in the long run



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 Yankee Onsite Wastewater Association.**



Stephen Nelson

Name and title or job description: Stephen Nelson, president

Business name and location: Clearwater Recovery, Rockland, Massachusetts

Services we offer: We specialize in operations and maintenance service for alternative advanced treatment units. We're a distributor for Jet in Massachusetts but we service pretty much any of the aerobic systems.

Age: 73

Years in the industry: I've been doing this since I was about 12,

working for my dad. He was a residential homebuilder and did a lot of septic installs. I did installations for probably 30 years. Occasionally we'd get into a recession, and when I turned 40 there was no work to be had. I went to work at a treatment plant and did that for eight years, which I really liked. Then in 1995 Massachusetts revised their septic code and started talking about the innovative systems. Timing-wise it was good for me because by then I had met a lot of the manufacturers. I told Jet I thought I could get their treatment system approved in Massachusetts. I spent the next two years sending the Massachusetts Department of Environmental Protection enough literature that they finally did approve them. I started Clearwater Recovery in 1997.

Association involvement: I joined the Yankee Onsite Wastewater Association when they started in 2006. I haven't had time to be as active as I'd like but I am on the board of directors and have tried to recruit people. All my employees are members. I'm also getting more involved with the National Onsite Wastewater Recycling Association which I joined in 1998. And I spent 22 years on the local board of health, which was important because I'd go to seminars and network with health agents and board members.

Benefits of belonging to the association: One of the biggest benefits is the courses we offer for continuing education, which more and more towns are requiring. Massachusetts doesn't do a lot with counties like most states do. Each town has what they call home rule. We have 351 towns that can each add their own rules to the state regulations. We're trying to standardize that a little bit.

Biggest issue facing your association right now: There's a labyrinth of rules and regulations at the state level. And now there's a new mandate coming down regarding nitrogen removal, causing a huge outcry from homeowners. That outcry also happened in 1995 when the code was revised — which I understand, but that revision opened up opportunities for people with the innovative/alternative systems. The best part of that is we can make permanent repairs to septic systems. Back in the day, I had places I'd go every three or four years and just add a new leach trench. It's not done that way anymore. So I think it's an improvement. I just think the state could be a little less heavy-handed with how they do things.

Our crew includes: In the field are my son Ed Nelson, Zach Kalajjian and Dan Grant, all licensed operators. In the office we have our office manager Laura Robinson and administrative assistants Kellie Merry and Erin Ward. We also work with a number of independent operators, pump technicians and pumping companies.

Typical day on the job: I do all the accounts payable. I work with Laura on scheduling and alarm responses. I make sales calls and do a little bit of consulting. We've been working with alternative systems for 26 years. We get calls from engineers and others asking, "What do you think of this idea?" and I'm always happy to meet with them. And I still like to get out and run the equipment when I can. I'd rather be outdoors than indoors.

The job I'll never forget: We just finished a job at my brother's summer cottage. It's on a freshwater pond and has a 40% slope to the waterfront. We were about 25 feet from the water's edge and there were three private wells barely 50 feet from the proposed leachfield. We designed an alternative system to minimize the size of the leachfield and used a plastic Jet tank alternative with an Infiltrator leachfield.

My favorite piece of equipment: I bought a Kubota L47 backhoe six years ago to do soil evaluations. That's the best backhoe I've ever operated. When I run it, I call it backhoe therapy.

Most challenging site I've worked on: Some of the sites we run into in Plymouth, Massachusetts, are either all sand or you must excavate 30 feet of silt loam to get down to sand and then refill the site. We did a site that had 30 feet of clay. We did find sand but couldn't excavate it because by the time we did that it probably would have taken the house into the hole.

(continued)

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SNAPSHOT

By then there were several systems that allowed you to use the B subsoil horizon. We worked with Anua and installed their peat filters on a sand bed on the subsoil. That system has been functional for more than 10 years.

Oops, I wish I could take this one back: Some drip irrigation systems have proven to be problematic and not easily fixed. It's a real challenge to correct the issues after everything's been installed. I think drip irrigation has its place but it shouldn't be placed everywhere.



▲ The Clearwater Recovery crew includes, from left, Laura Robinson, Dan Grant, Erin Ward, Stephen Nelson, Kellie Merry, Edward Nelson and Zach Kalajian.

The craziest question I've been asked by a customer: I often get the question from people with systems past their prime and no longer functional — "Is there anything I can do?" The answer is, "Yes. You will probably need a new system."

If I could change one industry regulation, it would be: Massachusetts requires a comprehensive Title V inspection at the time of property transfer, which is very involved and expensive — \$500-plus. I would change that for advanced systems. We have clients who have kept to their service schedule where we go out twice a year and do almost a complete Title V inspection so I don't think they should have to do that at time of transfer.

Best piece of small business advice I've heard: My dad always said, "Pay your bills right away, they don't get any smaller sitting on the desk."

If I wasn't working in the wastewater industry, I would: I've worked in different aspects of this industry my whole life and I can't think of any place I'd rather be.

Crystal ball time — This is my outlook for the wastewater industry: In our state, the outlook is good. Going to the next level of nutrient removal and treatment levels is a good thing. And once things calm down about these new regulations coming up, I think we're into a whole new phase and we'll see an improved outlook. We're also getting a better handle on keeping qualified people in the industry. Requiring continuing education is not a bad thing. It keeps it more professional. **P**

- Compiled by Betty Dageforde

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Florida Plan Requiring Five-Year Septic Inspections Fails Again

By David Steinkraus

When the Florida Blue-Green Algae Task Force finished its work a couple of years ago, it recommended septic tanks be regularly inspected. Now that recommendation has been tossed aside by a committee in the state Legislature.

A bill to implement the task force recommendation, SB 1538, would have required owners of septic tanks to have inspections at least every five years, reported *Florida Politics*. In addition, the state Department of Environmental Protection would have phased in the inspection plan over 10 years.

An amendment passed by the Senate Committee on Environment and Natural Resources now limits inspections to large projects. DEP would have to monitor the effectiveness of projects costing more than \$1 million and intended to reduce nutrient pollution. That information would be included in the update for each basin management plan.

The amendment and bill passed the committee with no opposition or debate. The Senate Appropriations Committee on Agriculture, Environment and General Government receives the bill next.

Previous bills to require onsite system inspections died in committee in 2019.

Also under consideration in this legislative session is HB 1379, which focuses on septic tank pollution. For several years Florida residents have seen severe algae blooms that traced back in part to nutrients from septic tanks.

This bill would require nutrient-reducing onsite systems on lots of 1 acre or less if a municipal sewer system is unavailable. Advanced systems would have to reduce nutrient pollution by at least 50% compared to standard septic. New septic tanks would be prohibited within areas covered by a basin management action plan.

Florida Politics quoted Roxanne Groover, executive director of the Florida Onsite Wastewater Association, as saying, "Innovative technologies are enhanced nutrient-reduction systems that haven't been able to be utilized fully, utilized and approved here in the state of Florida. By working with the department on this process, we'll be able to expedite and move some of these new technologies into the state."

Also in the House, HB 827 would expand eligibility for grants to improve wastewater quality. All water bodies in the state would be covered by grants for upgrading onsite systems to advanced nutrient reduction or for connection to a municipal sewer.

Indiana

A bill that would have expanded recognition of the Indiana Onsite Professional Wastewater Association was changed to remove licensing language, but there are limits on local health departments.

Originally the bill said any person licensed in at least one county and certified as an inspector or installer by IOWPA may provide onsite service in any county. That language was removed. Rep. Bob Morris, R-Fort Wayne, who wrote the bill, told the *Indiana Capital Chronicle* that the state will move toward a statewide licensing requirement for installers, but the House is not in agreement with that yet.

Other language in the original bill would require local health departments to issue an onsite permit if a professional soil scientist has said a site is suitable and if a designer, registered engineer, soil scientist or county-licensed inspector or installer has approved the design. A health department would have to withdraw an order to fix a failing system, or undertake a new investigation, if one of those licensed experts has found the system is not failing.

The Hoosier Environmental Council is concerned about the bill, reported the *Chronicle*. The council supported language that would have required an onsite inspection when a property is transferred and that would have created a licensing system for onsite installers. Indra Frank, the council's director for environmental health and water policy, told a committee that the bill goes beyond allowing appeal of a government decision and puts paid consultants above local health departments.

The bill is HB 1647, and legislators are resolving differences between the Senate and Assembly versions of the bill.

Maryland

The system to permit wells and onsite systems is troubled, but state officials can't see the extent of the problem because there is no centralized database, reported the *Bay Journal*.

Starting last fall, the Maryland Department of the Environment contracted with workers from Maryland Environmental Services, a separate agency, to help clear a backlog of 56 onsite permits and 94 land evaluations. The onsite backlog was cleared earlier this year.

A varied collection of groups, such as the Maryland Association of Counties, the Maryland Building Industry Association, and Clean Water Action

(continued)



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have called on the state to fix a problem causing the delays. Local environmental health staffs have a 40% vacancy rate statewide, and starting pay of \$35,000 is about half the amount offered in private industry.

A bill in the state Senate, SB 830, proposed standardized permit forms, creation of an online system to track permits, and a student loan repayment program for environmental health specialists. When the bill reached the Senate floor earlier this year, what survived was language for a pair of studies: one on staffing needs and the other on shifting permit authority to the state health department.

Arizona

A bill backed by food giant Nestlé could create an entirely new class of water linked to onsite treatment.

The company wants to build a \$700 million plant in the Phoenix suburb of Glendale to make creamer, but the amount of water needed is too much for its supplier. Nestlé is backing SB 1660 that would allow companies to construct an onsite system and send treated water into underground storage, reported KPNX-12. Under current law, companies draw water from a licensed provider, either public or private. Recycled water must be sent back to the licensed provider.

Water experts and cities around Phoenix oppose the bill for two reasons:

First, they say the bill allows companies to acquire a water credit: one gallon of credit for each gallon of recycled water. By applying that credit, a company could draw more water than it is entitled to take. For example, an entitlement of 3,000 gallons could be expanded to 4,000 gallons if a company had a 1,000-gallon credit, and this would allow overuse of the aquifer, opponents say. Second, licensed providers are subject to water quality testing, but companies would not be, and their recycled water discharges could pollute groundwater.

Massachusetts

The Mashpee Health Department on Cape Cod adopted a rule requiring advanced onsite units within 300 feet of wetlands in some cases. Previous law required advanced systems with UV disinfection with 75 feet of a wetland resource area, reported *The Enterprise* of Falmouth, Massachusetts. The new law requires advanced treatment within 300 feet of those areas for new construction, for any increase in wastewater flow, or an installation or upgrade of a system.

Any advanced unit installed must meet a nitrogen limit of 19 mg/L.

Colorado

La Plata County, in the southwestern corner of the state, is considering a regulation to allow reuse of laundry graywater for landscaping.

A draft regulation is under review by the county manager, and there are plans for a pilot demonstration program, reported *The Journal* of Cortez, Colorado. Graywater would be released into mulch basins.

The Southwest Basin Implementation Plan says the average person in the region uses 198 gallons of water per day. Statewide the average use is reportedly 164 gpd.

Illinois

When the Rutland Village Board rejected a \$5 million state grant to build a sewer system, locals cheered.

The community is completely served by septic tanks with effluent draining to field tiles or drainfields, reported *The Times* of Ottawa, Illinois. One of the trustees voting against the grant said she didn't understand how the village would afford it.

To pay for the estimated \$5.65 million sewer project, the village of about 250 people would have had to borrow at least \$650,000, and it would have faced monthly maintenance fees of \$5,300. Illinois Environmental Protection Agency would not allow the village to use money for onsite system repairs or upgrades.

At a previous meeting, a specialist with the Illinois Rural Water Association said wastewater is discharging into a creek, and a lack of municipal sewer discourages new businesses and home construction.

California

Alameda County staff have been instructed to develop a plan to extend municipal sewer into the county's wine country, reported *The Independent* of Livermore, California.

The county covers the eastern shore of San Francisco Bay and a portion of the coastal hills that separate the bay area from the state's central valley. Wine growers are convinced that without a five-mile sewer extension, their business will fade.

A grower said there are only 2,100 acres in fruit, down from a high of 4,000, yet still below the 5,000 acres projected by a development plan. A study from Tri-Valley Conservancy and University of California-Davis released in 2022 said the area needed infrastructure to attract mid-size vineyards, hotels and spas.

Cost estimates for the project are uncertain but may be \$18 million to \$20 million, to include replacing 110 failing onsite systems in Livermore to protect groundwater quality.

New Hampshire

The town of Fairlee adopted a rule to gain more control over installation of onsite systems. Members of the Selectboard say state regulations don't go far enough to protect water quality, reported the *Valley News* of West Lebanon, New Hampshire.

To be approved, any onsite system should be at least 150 feet from the main high watermark, and any previous system should be properly decommissioned, says the rule adopted by the board. The state doesn't require specific setbacks, said Peter Berger, a member of the Selectboard.


Part of the reason for this change, he said, is the lack of an inventory of onsite systems and the existence of nonconforming uses that predate state responsibility for onsite systems.

Last summer, Lake Morey had an algae bloom that town officials said was the worst in recent memory. **P**

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Adam Lynn added a Chrysler Viper red 2012 Peterbilt 388 with a 4,800-gallon steel tank and Fruitland RCF-500 pump built out by J&J Truck Bodies. The truck is powered by a Cummins ISX 15 engine tied to an 18-speed Eaton transmission. Features include top and rear manways, heated valves, power mirrors and a rear bumper with dual built-in toolboxes. Interior features include cloth seats, woodgrain steering wheel, AC, radio, and tinted power windows. Graphics were designed by Barb and Dan Staub and installed by William Signs. Lynn is the driver. The truck is used for residential and municipal pumping. **P**

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in the **SPOTLIGHT**
By Tim Dobbins



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www.nawt.org; 800-236-6298

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British Columbia

WCOWMA Onsite Wastewater
Management of B.C.
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877-489-7471

British Columbia Onsite
Sewage Assoc.
www.bcossa.org; 778-432-2120

Manitoba

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

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

New Brunswick

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

Nova Scotia

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

Ontario

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

Ontario Assoc. of Sewage Industry
Services
www.oasisonario.on.ca
877-202-0082

Saskatchewan

Saskatchewan Onsite Wastewater
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Anua acquires Sim/Tech Filter

Anua International has acquired all Sim/Tech Filters' assets. Sim/Tech will continue to operate as usual in Boyne City, Michigan. Current staff are being retained, including Operations Manager Darrell Maves and Plant Manager Chris Jones. Sim/Tech Filter manufacturing will be under the direction of Chief Operating Officer Marcelo Cassani.



Will Hannah

Walex hires new account manager

Walex Products has named Will Hannah regional account manager for the Midwest region. He has more than 15 years of sales and logistics experience at several companies. He graduated from Appalachian State University with a Bachelor of Arts degree in marketing and a minor in international business. **P**

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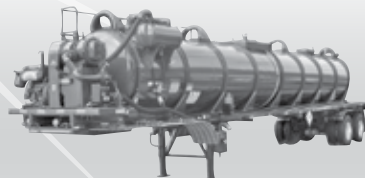
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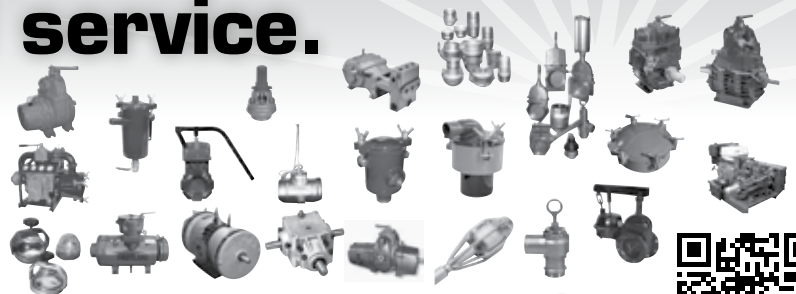
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80 Tan Poly Portable Integra units for Sale. All units in good, rentable condition. \$225.00 each. Customer is responsible for pick-up or shipping. **Call 1-800-634-2085. (P07)**



200 brown and tan Satellite Tufway Portable Toilets, all in rentable condition. Take advantage of these used units while they're still available. \$225 per unit. Customer is responsible for pick-up from N.Y. **Call 1-800-634-2085 (P07)**



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2024 Diesel Automatic Dodge 5500 Tradesman with Portable Toilet custom options Up to 1250 gallon steel or aluminum tanks with PTO or engine driven pumps. **Call Jonathan at 501-388-9565 (P07)**



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2014 Ram 5500. 1,000-gal waste/400 fresh. Aluminum tank w/ Masport pumps. **Call 720-436-3910 for more info. (PBM)**



2017 Hino, J08E-VC, diesel, 208k, auto trans, under cdl, AC, cruise, Amthor flat tank and lift gate, 800/400, 10 pot capacity, Masport HXL75 vac pump, DC10 water pump and hose reel, very clean great running truck. Finance and delivery available, **\$42,000.00 Hulls Truck Bodies LLC 740-820-5338 (PBM)**

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2015 Ford 550 Pump truck. 191,XXX miles. \$31,000 can provide photos/details Email -Chadh@rentsave.net Call/Text 507-412-1184 (P07)

2015 Ram 5500 Satellite 950, diesel, automatic, two unit carrier, Massport pump, 253K miles, \$48,000. Call 845-883-7880 M-F 8-4:30. (P07)

2024 Peterbilt 536 cab & chassis with 2,150 gallon, Two compartment (1,600 waste - 550 water) with an NVE B250 blower package, a DC10 wash down Pump, dual service, strobe package, toilet carrier, And backup camera (coming in April) Stock# 14095 **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**

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Selling PRE-DEF 2004 Peterbilt Pump Truck model 330 chasis, Transway build with 3,600 gal vacuum system. TSI 500 Vacuum Pump. C7 Cat engine, 8 speed Eaton Trans. Hydraulic lift tank and rear main door. Tires in great shape, new tread. 356,767 original miles. Pumped septic tanks and grease traps entire life. Original owner with all documents of PM. NEVER been wrecked or damaged. RUNS and WORKS, will work and make \$\$\$ for you too!! Pictured with tank lifted to give you an example of the trucks capabilities. Additional photos available upon request. Buy direct from the owner not a random company. Asking \$45,000/ AS IS. **Contact Paul Sims @ 843-540-3675 or rhonda@deglerwaste.com (P07)**

Selling PRE-DEF 2005 Peterbilt Pump Truck model 335 chasis, Transway build with 4,000 gal vacuum system. TSI 800 Vacuum Pump. Has a 8.3 Cummins engine, 300K plus original miles. Truck has been parked since 2021. We have used it as a parts truck for other Peterbilt. Needs a motor, etc. Pumped septic tanks and grease traps entire life. Original owner with all documents of PM. NEVER been wrecked or damaged. With TLC it can make \$\$\$ for you too!! Photos available upon request/ must sell. Buy direct from the owner not a random company. Asking \$10,000 OBO/ AS IS Contact Paul Sims @ 843-540-3675 or rhonda@deglerwaste.com (P07)

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)**

Selling PRE-DEF 2007 Peterbilt Pump Truck model 335 chasis, 3,600 gal vacuum system. Jurop R260 Vacuum Pump 12/2015. 8.3 Cummins engine, 8 speed Eaton Trans. 350K original miles. Pumped septic tanks and grease traps entire life. We were told motor needs new head gasket set/ water getting into the oil. It does crank and run. Original owner with all documents of PM. NEVER been wrecked or damaged. RUNS and WORKS, will work and make \$\$\$ for you too!! Photos available upon request. Buy direct from the owner not a random company. Asking \$25,000/ AS IS. Contact Paul Sims @ 843-540-3675 or rhonda@deglerwaste.com (P07)



2016 Hino 338, J08E diesel, 94k miles, auto trans, 33k gvw, AC, cruise, new 2500 gal tank, stainless hosetrays, Jurop R260 vac pump, paint and alum wheels. Very clean great running truck, all new equipment. Finance and delivery available, **\$79,000.00 Hull's Truck Bodies LLC 740-820-5338 (P07)**



2006 Sterling Actera with 2500 gallon Steel Tank Mercedes Engine with 289,000 miles, Jurop R260 pump just replaced a couple years ago, 10 Speed Transmission, **Asking \$40,000 or best offer Please call Jon at 609-602-1853 (P07)**



2018 Peterbilt 348 built by Transway Systems Tsi 870 vacuum pump 3600 gallon steel tank hoist, vibrator, an full opening rear door for east clean out. Been a great truck, owned and driven by the Owner since new. 17300 miles on it. Miles will go up as truck is still in service at this time. **\$175,000 call or text Kaleb at 385-205-1500 for more information. (P07)**



2000 Sterling, Cat C12 425hp, 8LL trans, 432,768 miles, 4100 Gal Alum Tank, 10 new tires, 250 ft vac hose, this truck runs exc. I retired out of the business, located in Alexandria, Mn. 320-760-2856 **\$32,000 obo. Please call with questions or for more pictures. (P07)**



2001 Freightliner. 4500 Gallon Tank. 12 speed, Cummins. New tank installed 2019. 252,000 miles. Runs good and ready to work. \$80,000 OBO Jecker Septic, Shawn 812-989-3751. (P07)



2024 Mack MD7 with a 2500 Gallon Steel tank and a Jurop R260 RazorPack (363 CFM) This Truck is purpose built for pumping with an easy clean interior, Bluetooth and PTO switch. With the 6.7L Cummins (300 HP) and Allison 2500 RDS (also has Diff locks). This Truck is a beast that can do it all. **Call Jonathan at (501-388-9565) to put your name on this truck or to get a made to order custom build. (P07)**



2024 Peterbilt 548 with options for 4000/4600 gallon steel or Aluminum tanks and your choice of Blower. Cummins ISL9 (360 HP) and Allison 3000 RDS with diff locks, 20K fronts with 46K rears. These trucks are purpose built for pumping directly from the Peterbilt factory. With multiple Chassis ready for a tank/pump on the ground lead times are shorter than ever. **Call/Text Jonathan @ 501-388-9565 or to put your name on this unit or to build a made to order custom Truck. (P07)**



1993 International 4900 pump truck with 2300 gallon tank. Had new head, intercooler, Radiator put in July of 2022. Two new valves on back with new manway. Runs good getting out of pumping. **\$22,000 call with questions 509-607-1004 (P07)**



2021 Peterbilt 337 Auto, with 2500 Gallon Steel tank, Fruitland RCF 500 Pump, 200 Feet of 3" Hose Including all tools. Ready for work "LIKE NEW" VIPER BLUE Beautiful truck. A/C, Cruise, Alum. wheels. ONLY 32,108 MILES! Great deal at **\$95,000. Call JW 813-245-7482. (P07)**



1992 International, CAT 3406 B 13 Speed, air bag suspension, new head gasket, new shocks and airbags, new valves on tank, good tires & brakes, Alcoa wheels. Ready to work. **\$38,000. Call Brad 360-831-1088. (P07)**



2016 Kenworth T800, 102,428 miles, 8627 Hours, 4200 gallon tank, 4000 waste, 200 fresh w/ 10 gpm jetter inside insulated heated tool box. Transway body and pump, 1200 vein pump 4" intake. Hydraulic tank hoist with full rear opening door. Good condition, everything works, asking **\$180,000 OBO. 802-658-6243 or email travis@pandpseptic.com (P07)**



2012 International 4300. Allison transmission. 1,600-gal aluminum tank. Masport pump. Maxxforce engine-287,102 miles. Ready to work! Nothing needed. Hoses and crust buster all go with truck. Under CDL 26000 gvw. Very good truck. **Asking \$65000.00 OBO. Call Jason if interested @ 530-370-9875. (P08)**



2020 T370 Kenworth 3500 gallon tank NVE 4310 BLOWER PUMP PACKAGE. 50k miles, Allison auto Transmission. Excellent condition. **\$150k Kevin 303-882-1986 (P07)**



2007 Kenworth, C-15 Cat, 625 h.p, less than 1000 hours since complete Cat overhaul with paperwork, 18spd, Jake, Cruise, AC, 20k front, 46k rears, 4.30 ratio, 20k steerable lift, double frame, New tires and paint, 4200 gal stainless steel tank and NVE 367 vac pump. Excellent truck, Finance and delivery available, **\$109,000.00 Hull's Truck Bodies LLC 740-820-5338 (P07)**



2012 Freightliner Cascadia, Wet kit, 396,252 miles, 18 speed Eaton Fuller Manual transmission 2011 Galyean 5460 gallons with Fruitland Pump. They run great and are ready to work. **Josh 616-368-1894 call but Txt is better. \$75,000 O.B.O. (P09)**

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2006 International. 466 Diesel with Automatic. Porta-Jon truck with split fresh water/septic capacity. Carry tray for 2 units. 14000 Indicated miles. Court Ordered Online Auction scheduled for June 22nd to liquidate Greyhound Trash Service LLC in Southern Md. For details visit www.proxibid.com/ntarrington or **Call Court Appointed Agent for District of Maryland N. T. Arrington (P07)**

1998 International 2,000 Gallon Presvac Septic tank DT466 Engine Presvac vacuum pump runs very good all in working order KLM Companies \$19,500 PH 617-909-9044 (PBM)



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. **Make an offer.719-666-2553. (P07)**



1998 Intl 9300 Eagle, Cummins N14 REDTOP, 460 HP. 387,000 miles. 2003 Jays 3500 gallon steel vacuum tank. NVE 607 vacuum pump. Downsizing. **\$35,000.00 Phone 815-239-1480. (P07)**



2012 T800 Kenworth, manual transmission, 400HP, NVE 866 pump package, 5,200-gallon aluminum tank. **\$65,000 OBO. 401-437-8942. (PBM)**

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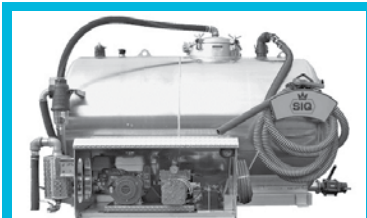


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