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January 2024  
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## ▶ FAMILY FRIENDLY

Starting a septic service company provided the flexibility a North Carolina woman needed to build a business and raise three children at the same time

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### PRODUCT SPOTLIGHT

Positive displacement blower increases vacuum truck's power, versatility

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Starting a septic service business actually provided Megan Throckmorton more flexibility to work and raise three young sons. The owner of Harris & Sons Septic in Halifax, Virginia, is shown with an International 4300 with a 2,000-gallon KeeVac tank and a Masport pump (Photo by Trevor Smith)

## COMING IN FEBRUARY

➤ BETWEEN THE LINES: 2023 Classy Truck of the Year winner

➤ PROFILE: Rockin' rigs in New York

# Pumper®

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191K Miles, New 2000 Gallon Tank,  
New Jurop PN-84 Vacuum Pump (317 CFM)  
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### 2017 International 4300

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### 2014 Freightliner M2

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280K Miles, New 2500 Gallon Tank,  
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### 2015 Freightliner M2

Cummins ISB (285 HP), Allison Automatic, 204K  
Miles, New 2500 Gallon Tank, New Jurop PN-84  
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### 2016 Peterbilt 337

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### 2015 Freightliner M2

Cummins ISL (350 HP) Allison Automatic,  
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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

**Jim Kneiszel**  
Editor

# It's January, Time To Get WWETT

Dive right into the world's greatest exhibition of equipment and valuable education opportunities the wastewater industry has to offer

By Jim Kneiszel

A fair amount of my wastewater education over the years came from attending the largest trade show serving the wastewater industry, now known as the WWETT Show. When I started as an editor for COLE Publishing more than 20 years ago, one of my much-anticipated annual rituals was spending a week at what was then called the Pumper & Cleaner Environmental Expo.

My first show — and many thereafter — was held at the Opryland Hotel in Nashville. Most of you have fond memories of heading to Music City every February to see the latest in vacuum trucks, portable restrooms and other products related to your businesses. Since then the show moved to Louisville, then to its current home in Indianapolis, where it is scheduled a little earlier this year.

The 2024 WWETT Show will be held Wednesday, Jan. 24 to Saturday, Jan. 27 at the Indiana Convention Center. The first day of that run is for education only. The exhibit hall opens 9 a.m.-5 p.m. on Thursday and Friday, and 9 a.m.-1 p.m. on Saturday.

## WELCOME FRIENDS

If you're anything like me, you have established many great friendships and business relationships at the WWETT Show over the years. In those earlier days for me, I was helping the founders of COLE Publishing pull off the enormous task of putting on a huge show with a small crew of can-do staffers. Led by COLE founder Bob Kendall, we kept running all day and into the evening to serve the needs of exhibitors and attendees. It was exhilarating and exhausting!

Many pumpers have told me those enduring networking friendships have been instrumental in building their businesses. It's great to have far-flung friends in the pumping world to share ideas and compare notes.

Early on, I was fortunate to meet many industry pioneers, including folks like Ralph Macchio, the namesake of the Ralph Macchio Lifetime Achievement Award, an honor bestowed upon a pumping industry luminary every year at the convention; and Barry Gump, one of the portable sanitation visionaries and son of Andy Gump, founder of Andy Gump Temporary Services. And I have had the great pleasure of meeting hundreds of you, loyal *Pumper* readers,

to learn about your businesses, your families and the types of stories you want to read in the magazine.

The WWETT Show continues to grow and offer a wide variety of exhibits, education and networking opportunities. Last year, under the current management by Informamarkets, the show had more than 12,000 attendees from 46 countries and more than 500 exhibitors. It will have an estimated 600 exhibitors this year.

➤ Many pumpers have told me those enduring networking friendships going back many years have been instrumental in building their businesses. It's great to have far-flung friends in the pumping world to share ideas and compare notes.

## HIT THE CLASSROOM

A tradition started by COLE Publishing many years ago continues to offer an extensive slate of educational seminars running over three days, many of them qualifying for continuing education credits. Every year I read through nearly 100 course descriptions and recommend intriguing sessions aimed at septic system pumpers. To get your WWETT Show planning started, I offer the following suggested seminars:

### Confined Space Entry Training

**Jan. 24, 9 a.m.-1 p.m.**

The course follows OSHA 29 CFR 1910.146 training requirements, with topics covered including air monitoring alarm points, effects of exposure to low

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and high oxygen, toxic gases, sampling equipment, ventilation, PPE for entry, attendant and supervisor responsibilities, review of confined space permits and common hazards. Instructor Ed Fitzgerald, of Ed Fitzgerald Consulting, has 40 years of experience in safety training in the sewer-cleaning industry.

**Locating System Components – Tips and Tricks**

**Jan. 24, 10:30 a.m.-noon.**

The session is aimed at helping contractors become more efficient at locating septic system components during inspections. Topics covered include understanding onsite systems and their components, identifying key structures of onsite systems, and recognizing common signs to help in location. The session will be led by two experienced septic professionals, Casey Fiedler, owner/operator at Michigan Septic & Michigan Well & Septic Inspection; and Jeff Seipp, owner/president of High Plains Sanitation Service.

**Pump Sizing 102: The System Head Curve**

**Jan. 24, 10:30 a.m.-noon.**

The seminar will cover pump-sizing topics including static head, friction loss, operating head, pump curves and the “design point.” It will delve deeper into design elements and how to analyze applications including simultaneous operation, piping design, VFDs, varying design conditions and conservative vs. expected performance. Instructor Michael Kelley, PE, is licensed in Kentucky and is a senior applications engineer for Zoeller Company working with customers on technical issues and system design.

**Inspections 103 – Advanced OWTS Inspections**

**Jan. 24, 1-2:30 p.m.**

Advanced inspection techniques and the importance of advanced inspection training will be covered. This will include an overview of recognized inspection standards and explore a variety of case studies to cover evaluation techniques and procedures that determine the health and safety of onsite systems. This will give attendees an understanding of different types of OWTS

inspections and the importance of following consistent inspection standards. The session will be led by Ray Erb, president of Thomas H. Erb & Sons, who has 50 years of experience in designing, inspecting, installing and maintaining onsite systems. Erb helped write training for the Pennsylvania Septage Management Association and National Association of Wastewater Technicians.

**Best Practices and Troubleshooting Onsite Electronics**

**Jan. 24, 3-4 p.m.**

This is a deep dive into how control panels work and best practices to safely and correctly identify problems in the field. The session will cover physical and electrical differences in floats and how they work together with a variety of control panel components. The operation of residential and light commercial onsite panels will be explained, as well as details like how to read schematics and wiring diagrams, troubleshooting, and a review of electrical terms. The session will be led by Jim Felker, regional sales manager, and Joe Zimmerman, sales manager, at SJE Rhombus.

**Accounts Receivable and Debt Collection Best Practices**

**Jan. 24, 4:30-5:30 p.m.**

The seminar will be a guide to best practices for accounts receivable billing, including when to begin the collections process, collecting from slow- and no-pay customers and approaches to improve the rate of paying customers. Among topics covered will be defining the accounts receivable process and timeline, the most critical factors to getting invoices paid on time, the best way to communicate with nonpaying customers, and meeting the guidelines of the Consumer Financial Protection Bureau. The presenter is Jason Archibeque, chief revenue officer for A.R.M. Solutions.

**Challenges and Opportunities When Handling**

**Fats, Oils and Grease (FOG), Jan. 25, 9:30-11 a.m.**

This panel discussion will focus on the challenges of FOG from the perspective of both private hauling companies and municipal wastewater treatment facilities. Speakers will train on the latest technologies for recovering FOG and discuss grease trap and wastewater chemistry, grease trap interceptor inspection and software utilized for FOG management. It will also cover potential commodity markets for FOG and tools to make hauling grease more efficient. The panel is members of the nonprofit U.S. FOG Alliance: James Luebke, president of FilterShine Midwest; Peter Rehage, principal at Protein Matrix LLX; Rachel Burton, senior project engineer at Processwerx LLC; and Sam Mcleod, executive vice president of FOG BMP.

**Septage Screening Made Easy – A Summary of**

**Automated Screening Types, Jan 25, 11 a.m.-noon.**

Simple bar screens have been used to screen trash for more than a century. This session will cover the challenges and product types used for screening septage today. It will explain how pumpers can evaluate screening products as part of the buying process. The presenter is Tim Matheis, business developer for Hydro-Dyne Engineering, who holds seven patents for wastewater treatment apparatus and methods.

**ON WITH THE SHOW**

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## how to decommission tanks

There are a number of safety concerns associated with not properly abandoning septic systems. When a system is decommissioned in the process of upgrading an onsite system or when the house switches to a municipal sewer, it is important to abandon the system in a way that protects the health and safety of the homeowner and others.

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Each day you make decisions that can affect you and your team's safety. The things you do or don't do can lead to an injury or property damage that can be devastating. Since safety comes down to that decision, you can be a part of the problem or a part of the solution.

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HOLIDAY SEASON

## 5 ways to give back

Pumpers have a unique opportunity to make an impact this holiday season, and to help build and shape lives in their communities through acts of kindness and giving. This online article offers some ideas for ways you can give back during this holiday season.

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TAX TIME

## tips to prepare

Tax season can be a grueling period for any small business owner, sapping time and resources that you could otherwise spend leading your team or providing value to your customers. Luckily, there are simple steps you can take at the end of the year to position yourself for an easier filing season — and potentially for a more tolerable tax burden.

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# ► FAMILY FRIENDLY

Starting a septic service company provided the flexibility a North Carolina woman needed to build a business and raise three children at the same time

By Jackie Holbrook



◀ Megan Throckmorton, owner of Harris & Sons Septic, Halifax, Virginia (Photos by Trevor Smith)

**M**any working moms admit achieving balance in life can feel impossible. While juggling a career with child care, something always seems out of sync. That was Megan Throckmorton a few years ago. She felt stuck in the cycle of never having enough time for her family while feeling unfulfilled in her career.

Who knew researching, starting and growing a small family septic service business would be the answer to her dilemma? But it was, and while what many people would think is an all-consuming 24/7 entrepreneurial endeavor, it has given this young mom both the flexibility and business challenges she has craved.

In 2021, Throckmorton bootstrapped the startup Harris & Sons Septic LLC in Roxboro, North Carolina, straddling the border with Virginia. She quickly found success, with the company expanding inspection services planning to buy a second vacuum truck and eventually expanding into event restroom trailers.

But the situation was bleaker just before she opened the doors to the new business, during the COVID-19 pandemic.

“I was working just to pay my babysitters,” she says.

Throckmorton was juggling two jobs and three small children. Monday through Friday, she worked as a landscaping teacher. On Saturdays, she managed the downtown farmer’s market, all while raising two toddlers and an infant.

Life was busy but that might have been OK because she is a self-professed workaholic. The problem was she didn’t love the work she was doing. Her then-husband, Joe Harris, was also struggling in his career as a licensed general contractor.

“It’s really hard to find anybody that can breathe and hold a hammer at the same time when you need help framing something,” Throckmorton says. “He was aggravated at his circumstances because he couldn’t get help and jobs were taking too long.”

### TURN OF EVENTS

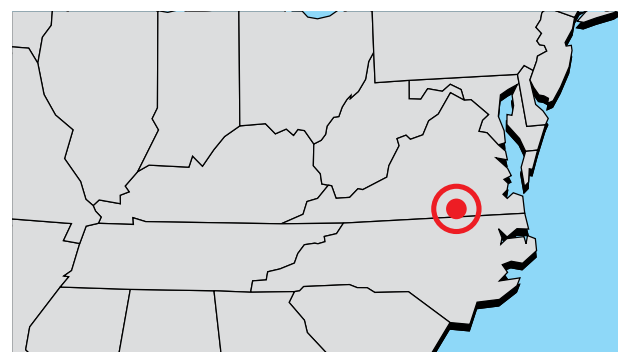
While on a job site, Harris struck up a conversation with a client. The client suggested he invest in a septic service vacuum truck and open a business. Harris approached Throckmorton with the idea and received a less than enthusiastic response: “I said, ‘You’re crazy,’” she recalls.

Despite her initial apprehension, Throckmorton couldn’t help but do a little research. She quickly discovered there was a huge need for a septic service provider in her border region. She then looked into getting a permit and started asking questions about the types of trucks available. She may have been doing all the right research but she still wasn’t interested, until circumstances forced her hand.

Throckmorton’s youngest child was less than a year old. Child care options for infants

“BEING WOMEN WE ARE SO MUCH MORE ATTENTIVE TO DETAIL THAN MEN ARE. IT’S NOT EASY BUT IT’S NOT LIKE BRAIN SURGERY. IT’S NOT THE HARDEST THING TO DO IN THE WORLD. WE NEED WOMEN IN THESE INDUSTRIES.”

MEGAN THROCKMORTON



## Harris & Sons Septic LLC

Halifax, Virginia

**OWNER:** Megan Throckmorton

**FOUNDED:** 2021

**EMPLOYEES:** 4

**SERVICE AREA:** 200-mile radius

**SERVICES:** Septic service, inspections

**WEBSITE:** southsidesepctic.com



▶ Responding to a residential pumping job, Megan Throckmorton works with the company's first vacuum truck, a 2014 International 4300 with a 2,000-gallon KeeVac tank and a Masport pump.

are expensive and extremely limited. When her school district planned to transition away from remote learning via Zoom, she suddenly had a problem.

"I'm not going to find anybody to watch my infant," she says. "There's no way I can do this and drop three children off. That was the straw that broke the camel's back."

She resigned her teaching post and committed to opening a pumping business. "I said, 'We got to kick it into high gear. We got to find a truck.'"

She used *Pumper* to shop for a vacuum truck. She found the right one for sale in Denver, a 2014 International 4300 with a 2,000-gallon KeeVac tank and a Masport pump. Throckmorton gave the seller a call. The woman who was once absolutely against buying a pump truck suddenly couldn't be more excited.

"The guy selling the truck said, 'This truck is going to sit here until you get it financed because I know you're passionate about what you do.'"

### FINDING CUSTOMERS

Throckmorton may have been new to the wastewater industry, but she was anything but new to networking. While managing the downtown farmer's market, she developed skills in networking, marketing and social media. Building on this experience she launched a Google page and Facebook profile for the business. She then deployed one of the oldest work-from-home, home-with-the-kids tricks. She went for a drive and when the kids fell asleep she got to work.

“PEOPLE THINK THEY’RE BOTHERING ME AND I DON’T MIND AT ALL. I LOVE MY BUSINESS AND I WANT TO HELP YOU, 24/7. I ADVERTISE THAT FOR A REASON.”

MEGAN THROCKMORTON

"I literally sat in my car and looked up all the plumbers and all the installers, anybody that didn't have a pumper truck," Throckmorton recalls. "I wrote down over 50 numbers and I sat there in the car with my air conditioner on while my kid was napping and I called every single one of them."

For someone so hesitant at first, Throckmorton was all in. She took a two-day septic inspector class in North Carolina. She passed the exam and got her inspector license. She purchased an Insight Vision camera with a 200-foot reel and began pushing inspections, especially to real estate agents in the area.

Throckmorton knows how to network with the right people. She's involved in the local chamber of commerce and is an affiliate member of the local MLS Realtor Association. Being located on the state line also helps. Throckmorton kept getting calls from real estate agents in Virginia begging her to get licensed in their state. Once she completed and passed Virginia's licensing course, Harris & Sons Septic went from five to 10 pumpouts a month to 25 to 30.

"Now we're doing roughly 80 a month, less than two years later," Throckmorton says.

Residential onsite inspections make up roughly 40% of the business. The other 60% is mainly residential pumping. Most of the older homes have 800-gallon septic tanks. Newer homes have 1,000- or 1,200-gallon septic tanks.

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▲ Megan Throckmorton and technician Nathan Rothe pump a residential septic tank for Harris & Sons Septic.

### CUSTOMER CARE

Chatting with Throckmorton, it's easy to understand why networking works so well for her business. She exudes enthusiasm about her profession and people.

"I love to talk and that really is one of my strong suits," Throckmorton says. "I would say, I'm a fun person and I want my job to be fun. I'm pretty outgoing. I can be very serious and professional but also crack those funny puns to catch the edge off people."

Customers get a sense of Throckmorton's personality when they review her company's advertising. Harris & Sons Septic marketing materials have included slogans like, "We want your stinking business," and a Halloween-themed ad that read, "A septic backup can be scary." She also doesn't shy away from liberal use of the poop emoji on marketing materials.

"People will call and tell me 'I saw that motto. I saw your ad and I wanted you guys,'" Throckmorton. "What helps back up all the funny stuff is on Google, people go out of their way to give us reviews. In less than two years, we've scored over 65 five-star reviews."

Her enthusiasm gets her in the door but good service lands the

business, she says. "We take our time. We explain what we are doing and why we are doing it. We do it the right way the first time," Throckmorton says.

Throckmorton's background in education helps her talk to customers. She's able to walk them through the process, answer questions and teach them about areas of their home they may be unfamiliar with. She believes part of her superior service is her outgoing nature and genuine love of people.

"I'm a sucker for an old lady," Throckmorton says. "People think they're bothering me and I don't mind at all. I love my business and I want to help you, 24/7. I advertise that for a reason."

### FEMALE TOUCH

She also believes being a woman gives her an edge, especially when dealing with female customers. She's noticed men in the industry don't always take a gentle approach. "Ya'll answer the phone like grizzly bears and what woman who is worried about her septic backing up or something is going on with their septic can talk to somebody like that?"

She encourages other women to explore male-dominated fields. "Being women, we are so much more attentive to detail than men are," Throckmorton contends. "It's not easy but it's not like brain surgery. It's not the hardest thing to do in the world. We need women in these industries."

Throckmorton hopes to see more women in her field in the future. But she also hopes she's raising the next generation of pumpers in sons Ryan, 8, Paden, 5, and Truett, 2.

"My oldest loves to go, he goes with us all the time," Throckmorton says. "This is kind of something that I feel like we're going to be passing on to them so I want them highly involved."

### ► MORE INFO

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One wouldn't think transitioning from the schedule of a teacher to the 24/7 schedule of a pumping business would be a better fit for the family, but it has been for Throckmorton. She routinely responds to appointments with her kids, and they will even answer the phone in a very professional manner. She says she's not only passing on a business but also demonstrating what it means to work hard.

"They know we are passionate about what we do and they see what our passion and hard work gets us," she says.

## LOOKING AHEAD

Throckmorton conducts the inspections and takes care of most of the customer relations and marketing. Her ex-husband Harris runs the vacuum truck. Last summer, she expanded her inspection service to cover all of Virginia. She also moved the company base to Halifax, Virginia. The company will eventually purchase restroom trailers. The plan is to focus on weddings, wineries and small outdoor events.

There are plans to expand to a second truck because customer demand is high and the service area is large. Throckmorton plans to attend the WWETT Show this month to look at equipment. Moving forward, one of the hardest decisions is whether to purchase a bigger truck.

The company's first truck is on the smaller side, but it is perfect for the landscape they serve. A lot of the homes in the area are small and have lots of hills and a small truck is easier to maneuver. However, due to its 2,000-gallon tank, the company typically only pumps two homes before needing to go to a wastewater treatment facility.

"A bigger truck would really help us to pump bigger facilities and get more state and government contracts and commercial places," Throckmorton says.

Two years into her new career, Throckmorton still faces the familiar challenges of juggling family and work. She finds herself rushing out the door in the morning, coordinating child care and working those late nights. But now she does it on her terms. She's built a business and life for her family. One that provides income, meaning, quality time and a bright future. **P**



▶ Throckmorton looks on as Rothe pumps a septic tank on his daily service route.



## Straddling the state line

Operating a business in two states provides unique benefits, as well as challenges for Harris & Sons Septic. While the company can serve customers in Virginia and North Carolina, it can only dump in the county where service is provided. This occasionally presents difficult logistics.

The dump fee is one of the company's biggest monthly bills. Mileage, dump fees and fuel costs add up. However, the biggest obstacle isn't financial. The two main wastewater treatment plants the company uses operate very differently, according to Throckmorton.

The wastewater treatment plant in Roxboro, North Carolina, is more expensive than the one in Halifax County, Virginia. It has more limited hours, which can create problems. For example, the facility is closed during lunch hours and won't allow dumping during a rainstorm, she explains.

"That puts us in a little bit of a pickle because a lot of times when we get heavy rains, that's when septic will back up," Throckmorton says. "We are getting calls and calls and calls, and Roxboro won't take it so we're kind of at a standstill. All these people need help and we can't [provide it]."

Halifax is a large county. However, it only has one wastewater treatment plant, according to Throckmorton. This puts a lot of mileage on the truck and drives up fuel costs. However, Throckmorton says the facility has more expanded hours than Roxboro. The facility is also more willing to work with the company and open after hours when emergencies arise.

"I've never had a problem with the Halifax facility," Throckmorton says. "They know we're out there helping people."

Despite the challenges, the ability to serve a large service territory benefits Harris & Sons Septic. So Throckmorton will continue to navigate the complexities and adjust when able.



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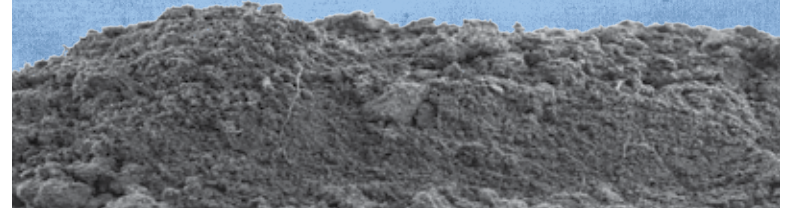
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Sara Heger, Ph.D.  
*Contributor*

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

## Your Customer's Home Was Caught In a Wildfire. What's Next?

After a fire, rope off the treatment system area to prevent vehicle damage, then carefully inspect all components and electrical systems

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

If a customer contacts you fearing their property with a septic system may be burned in a wildfire, you should recommend they document all septic system components and turn off electricity to the system (if it requires power). After the power is off — and if time allows — the owners or you could wrap control panels, plastic risers and lids with flame-resistant sheet plastic to protect them during the wildfire.

Suppose you have customers whose property was burned due to a wildfire. In that case, there are many items to consider and steps to take to ensure the property will have proper wastewater treatment.

The first step is locating the system components. This typically will start by contacting the permitting authority, such as the county, to get a copy of the septic records on file. If the records are unavailable, and the property owner is unaware of their location, you will need to locate them as it is essential to protect the components before demolition activities occur. Demolition activities must stay off the septic system components, or structures may be damaged, and the soil treatment area may be compacted, impacting performance. Ropes or fencing should be installed to prevent traffic.



This is an aerial view of the aftermath of a wildfire in the South Vale subdivision in Colorado.

➤ The typical solution to deal with gophers, moles and other burrowing animals is using traps, poison or a small pellet gun. Also, keep in mind that wildfires will typically reduce the infiltration of rainwater into the soil.

The next step will be determining if any septic system components were damaged, and many jurisdictions will require an official inspection report. This step may need to occur soon after the fire for insurance purposes or may occur when a plan is developed for how the property will be rebuilt.

Typically the underground components of the septic system are unharmed by wildfire. But components at or near the surface need to be evaluated. During this process, you will want to open all parts of the system where there is access. Evaluate the pipe from the structure, associated clean-outs, septic tanks and other pretreatment devices. The heat may have damaged PVC piping and other plastic/fiberglass components above or near the ground and need careful evaluation. This includes plastic risers and lids.

### CHECKING SYSTEMS

The fire may damage pumps, wiring, aerobic treatment units and media filter components, impacting the system's functioning. The wiring at the top of junction boxes may be burned if the fire was in close proximity. Damage to electrical wires, controls, pipes, tanks and other components of these systems may affect system performance and proper treatment of wastewater. Be very careful around damaged wiring due to the potential for electrical shock. Turn off the power if there are connection concerns.

The evaluator should determine if there is evidence of vehicle traffic over the system or damage to shallow soil treatment components. This may be an excellent time to run a load test of water through the system to ensure the effluent moves through all the components and the system performs as designed.

Any damaged components may need to be replaced, but this is the time to determine if the existing system will serve the needs of the new home

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or structure that will be built. Suppose the new design includes additional square footage or an altered floor plan with extra bedrooms. In that case, the septic system may need to be further evaluated to ensure that the system can accommodate the proposed changes.

If the structure's location is moving, it may be challenging to route the wastewater to the existing system directly. This could result in the need for a lift station or an entirely new system. When a new home is being built, many jurisdictions may require replacing old systems that were previously functioning. Cesspools are an excellent example of an outdated system that should be replaced when the new structure is built.

In areas where advanced pretreatment is needed, for instance, for nitrogen reduction, the new permit may require additional technology, increasing the cost of the replacement system.



▲ The wildfire damage is extensive to an aboveground Orenco Systems AdvenTex AX treatment system.

## VERMIN AND VEGETATION

Often, a long time passes between a fire and the structure being rebuilt and the existing system seeing use. Depending on the location and type of septic system, burrowing animals can create problems. Typically, they do not create a situation in systems that receive sewage, but without the wastewater going out, animals may find systems without gravel a nice place to reside.

The typical solution to deal with gophers, moles and other burrowing animals is using traps, poison or a small pellet gun. Also, keep in mind that wildfires will typically reduce the infiltration of rainwater into the soil. If the vegetation over the soil treatment area was burned, it may impact the soil.

The greater the intensity of the heat, the more impermeable the soil surface will become. Although typically only a couple of inches thick, this crust on the soil surface can significantly decrease the recovery of plants as well as promote severe erosion of the site. Look for signs of erosion, such as loss of soil or gullying, and take steps to divert drainage around your soil treatment area. Bales of straw will provide temporary relief, but lightly scarifying the soil and reseeded with grass is necessary to help anchor the soil. **P**

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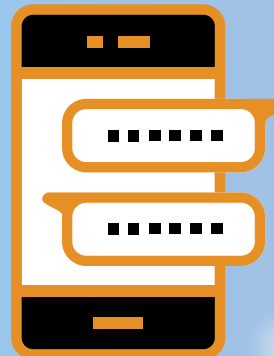
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# Are You Eligible for COVID Tax Credits?

The pandemic-related Employee Retention Tax Credit, and other federal programs, may be worth looking at leading up to filing time

By Joan Koehne

**T**he COVID-19 pandemic disrupted business operations like nothing we've experienced in the modern era.

As providers of essential services, some companies like septic pumpers remained on the job, but the demand for peripheral services perhaps declined. The business slowdown led to reduced hours, employee layoffs and less revenue. Pandemic relief programs, like the Employee Retention Tax Credit, helped cover some of the losses. This past fall, the ERTC generated renewed attention, and not all of it favorable.

## A little background

The ERTC is a refundable tax credit designed for businesses that suffered losses during the height of the pandemic in 2020 and 2021. This tax-relief program is incredibly complex, but employers who meet the eligibility requirements can recoup thousands of dollars per employee.

"The numbers get pretty big, pretty fast," says Peter Haukebo, a tax attorney at Frost Law in Maryland. Haukebo has been practicing law for 12 years and currently serves as chair of the Maryland State Bar Association Taxation Section.

"In a perfect scenario, someone can get up to \$26,000 per employee," Haukebo says.

But the "perfect scenario" is elusive for the average employer because it requires fastidious recordkeeping and a keen understanding of employment tax law. Taking shortcuts can get employers into big trouble, as can filing fraudulent claims.

Aggressive marketing campaigns targeted U.S. businesses in the summer and fall of 2023, using predatory tactics to pressure employers to apply for the ERTC. Inundated with bad claims, the IRS stopped processing ERTC claims in September and didn't plan to start again until January 2024, at the earliest. During the moratorium, the IRS pursued fraudulent claims and added more safeguards to prevent future abuse. But for employers with legitimate claims, applying for the tax credit is still worth the effort.

"I've seen credits of a couple of thousand dollars to millions of dollars," Haukebo says.

## Determining eligibility

Eligibility is based on two factors: being an eligible employer and paying qualified wages.

“The numbers get pretty big, pretty fast. In a perfect scenario, someone can get up to \$26,000 per employee.”

– Peter Haukebo

"You really have to start with, 'Why am I eligible?' There are three ways," Haukebo says.

The first way to qualify is based on a decline in gross receipts in 2020 or the first three quarters of 2021. Specifically, employers are eligible if gross receipts dropped 50% in a pandemic calendar quarter compared with the same calendar quarter in 2019.

"You remain eligible until gross receipts pop up to 80% of what they were in 2019," Haukebo says.

The gross receipts comparison is the most straightforward of the three eligibility requirements.

"That's the most black-and-white eligibility," Haukebo says. "As long as you're booking your receipts to the correct calendar quarter according to your method of accounting, there's not much argument there. The next test is very difficult, and Congress has made this very easy to do incorrectly and very hard to do correctly."

The second way to qualify for the ERTC is to show the company experienced a full or partial suspension of business operations due to a governmental order limiting commerce, travel or group meetings in response to the pandemic. The test is whether the portion of the business that closed was more than nominal. Nominal means 10% or more of total gross receipts or total hours worked came from that shuttered part of the business in 2019. Related to this test is the nominal effect analysis. Employers can qualify for the ERTC if the restrictions had more than a nominal — 10% again — effect on the ability to provide goods and services.

"It's a 10% test, but now it's a test of ability, and this is where the stuff goes off the rails," Haukebo says. "Because how do I test ability? What are the metrics? What are the key performance indicators?"

A professional tax preparer can help employers determine if they're



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eligible under this requirement, but it may not be so cut and dried, Haukebo says.

“It may be challenging to go back and find that data and confirm those numbers,” he says.

The third way to qualify for the ERTC is as a recovery startup business that opened after Feb. 15, 2020, and generated less than \$1 million in annual gross receipts.

“Even that has some devil-in-the-details,” Haukebo says. “This is all built on existing tax laws, so that really gets into the qualified wage analysis.”

## Making a claim

Employers who meet the eligibility requirements can claim the credit on IRS Tax Form 941X. In the realm of tax forms, the 941X is short — only five pages — without a worksheet showing any computations. Despite this simplicity, Haukebo recommends working with a professional tax preparer to submit an ERTC claim.

The tax preparer should provide employers with several documents: copies of the governmental orders with language highlighted that relates to the employer’s specific claim; a work paper that lists each employee in each quarter who earned a qualified wage; payroll costs for purposes of Paycheck Protection Program loan forgiveness, if applicable; and a work paper showing how the preparer calculated any permissible health care expenses.

“There’s a ton of work done off of any government form,” Haukebo says.

Once the 941X form is complete, it is mailed to the IRS to be hand-processed. There are no digital interfaces or E-filing systems for the ERTC, and

the IRS mails paper checks to employers with successful claims. Because of the manual nature of these claims, errors sometimes occur.

“To give you an example, we had a client who was eligible for \$160,000, and whoever keyed this in didn’t put a decimal,” Haukebo says.

Instead of \$160,000, the IRS was ready to issue a check for \$16 million. Frost Law called the IRS to report the error before the check was cut.

## Filing a bad claim

IRS slip-ups are one thing, but filing a bad claim is another. A substantial number of recent ERTC claims are, at best, incorrect, and at worst, fraudulent. Some businesses will face penalties and interest payments stemming from bad claims pushed by promoters. In October 2023, the IRS announced an ERTC withdrawal process for employers who have “a come-to-Jesus-moment and say, ‘I actually wasn’t eligible,’” Haukebo says.

The withdrawal process is designed for employers who were misled by ERTC marketers and fell victim to scams. The withdrawn claims will be treated as if they were never filed and will not be subject to penalties or interest.

However, not every employer gets off the hook so easily. If the IRS processed the claim and an IRS audit reveals the employer was ineligible for the ERTC, the employer must return the tax award and pay any penalties and interest. These costs don’t include fees paid to the aggressive ERTC promoters, some who took a 25% contingency fee.

## Other tax credits to consider

Haukebo encourages employers to check into other available tax credits as well. For example, employers who install solar panels at their facilities may qualify for solar energy tax credits.

Additionally, the work opportunity tax credit is worth \$2,400 to \$9,600 per employee. Employers can claim this credit if they hire from certain groups like veterans, the recently incarcerated, and people on public benefits. In addition to the federal tax credits, every state offers various tax credits, also.

Applying for tax credits like the ERTC can be a complicated process, but the rewards can be great. Tax credits reduce a tax bill dollar-for-dollar, giving employers more money to operate and grow their business. By working with a certified tax preparer, employers can take advantage of beneficial tax-saving opportunities that contribute to the bottom line. **P**



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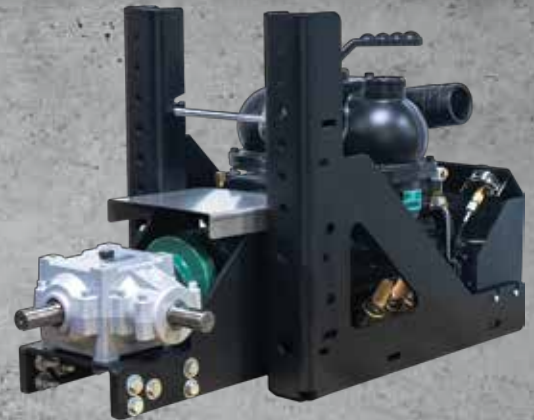
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# FOG So Thick I Could Stand On It!

Education and “utility-style” regulation of septic systems are needed for Canadian wastewater pros to avoid this scenario

Compiled by Betty Dageforde



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 Western Canada Onsite Wastewater Management Assoc. of British Columbia.**

**Name and title or job description:** Craig Sapriken, owner/operator

**Business name and location:** All Around Septic Services, Slocan Park, British Columbia

**Services we offer:** Septic pumping, maintenance, repair, installation and evaluations

**Age:** 47

**Years in the industry:** 13 years as a subcontractor, 9 years as an owner/operator

**Association involvement:** I've been a member of the Western Canada Onsite Wastewater Management Association of British Columbia since 2015. I've been on the board of directors since 2021.

**Benefits of belonging to the association:** WCOWMA is a “call upon the collective” of experienced minds and people dedicated to the wastewater industry. The annual convention and trade show become a domino effect of people sharing their own experiences or advising others where to go for answers to questions. Key topics from the previous season are brought forth during roundtable discussions. Questions and concerns brought forth by one member become answers for the entire membership. There is no better resource for those starting out. We may all be competing with each other during the weekday, but an association puts the competition aside to ensure we are all striving and succeeding for the common practice.

**Biggest issue facing your association right now:** It's an issue around every corner in most trades these days — seeking out and introducing new minds and bodies to the industry. Education is a solid second. There is an incredible turnover of residents moving from municipalities onto rural onsite wastewater systems with little or no knowledge of how these sewage systems function. A wastewater association could be the unbiased

link between Realtors and new homeowners to deliver the message, “Do you know what's hooked to the end of your sink and toilet?” Another issue is improving the eye-to-eye relationships between accreditation authorities, local health authorities and registered onsite wastewater practitioners. But communication has been improving.

**Our crew includes:** Lisa Poznikoff, office administrator, is our “overseer of the nerve center.” Brian Kroeker, a registered onsite wastewater practitioner, planner/designer and maintenance provider, has invested considerable time developing maintenance forms and design templates. Alex Kinakin, pumper technician, is the youngest and longest-serving operator and we are grateful for his years of dedication. Sheldon Hicks, installer/pumper — when he's not traveling the wonders of the world he returns in the spring to put in the time and has an interest in becoming a registered wastewater practitioner. Kent Robbins, shop/utility/pumper, gets bounced around and takes it in stride, filling whatever role is needed that day — including being a busy grandfather. Chris Coleman, installer/



 Craig Sapriken (left) standing on the crust layer of a neglected septic tank, with Alex Kinakin.



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machine operator, is the newest member of the team and has a goal to become a registered wastewater practitioner.

**Typical day on the job:** The day begins between 5 and 5:30 a.m. I start receiving text messages or phone calls by 6 a.m. Some mornings are quiet and allow me to read emails or complete paperwork; other mornings are hectic. Pumper operators leave the shop at 6 a.m. and installation crews start between 7 and 8 a.m. The crews have developed their own routines in the mornings so the check-ins are brief and keep me in the know. By 9 a.m. it's finally my time to leave the shop and carry out an evaluation, site visit or repair for the day.

**The job I'll never forget:** A local resident called about his septic system backing up into the house. He was entertaining a large number of family members during the week. Upon arrival we noticed the septic tank was solid top to bottom. The tank was much too small for the size of the home and the level of entertaining the homeowner enjoyed providing. We headed back to the shop and returned with our little Hydro-Spade truck, as a vacuum truck would have had a difficult time pulling on the thick waste. The FOG layer was solid enough that I took a chance and stepped onto the crust — and the contents held the weight of my body.

**My favorite piece of equipment:** We have been investing a lot into equipment the last few years, including purchasing the Hydro-Spade, developed by Jesse Bouwman, owner of Hazeland Manufacturing. It's a

compact single-axle hydrovac truck with an onboard boiler and jetting system, a 600-gallon freshwater tank and a six-yard collection tank.

**Most challenging site I've worked on:** I designed a system for a resident with silt loam soil, poor permeability and high calcium content. During the site and soils test, we got extremely lucky and found a 27-centimeter seam of loamy sand. Several other test holes indicated this seam existed throughout the extent of the proposed drainfield, which would be our infiltrative surface area. Fast forward 22 months, the homeowner took it upon himself to grade and level the area for the proposed drainfield. Rather than consulting before moving ahead, he finished stripping off the only good seam of permeable soil that was available to construct the drainfield. This is why we plan and design. This is why site and soils worksheets are so valuable for noting our soil horizons. This is why it is so important to study the drawings and note the excavation depths.

**Oops, I wish I could take this one back:** We went out of our way to help a homeowner with a problem STEP (septic tank effluent pumping) system. It appeared some of the calculations to overcome the head pressures were overlooked or miscalculated. The system was changed from a Flout (Rissy Plastics) to a conventional pump system.

The designer and contractor previous to our involvement are reputable individuals who I know personally. It was difficult moving forward with our fix without feeling like we were stepping on their toes. The homeowner had nothing good to say about them and I chose to simply dismiss that and move ahead with our alteration. I was very confident the fix would work, and it did.

The same homeowner, eight months later, chose to share those same no-good feelings about us. A split box attached to the pump chamber had been damaged sometime later and they blamed us, so we were categorized in that same "corrupt wastewater contractors" group. I replaced the damaged splice box and installed a new rise at no additional charge but, at the end of the day, I did not protect myself or my wastewater brothers from a client who was impossible to please.

**The craziest question I've been asked by a customer:** We were on a job that consisted of groundwater backflowing through the drainfield into the septic tank. The homeowner, who was having a difficult time understanding why water would enter the drainfield and fill the tank, asked, "Could we not just 'cork' the groundwater off from the drainfield?"

**If I could change one industry regulation, it would be:** To enforce mandatory maintenance visits and compliance evaluations on all onsite wastewater systems within 100 meters of a body of water. I'd also like to change the term "recreational water" as it's currently implied in our wastewater standards and application forms to "essential water" or "protected water."

**Best piece of small business advice I've heard:** It's based on the letters found in the word "wealth." W-work hard. E-elevate your mind. A-all in. L-love what you do. T-think outside the box. H-have heart.

**If I wasn't working in the wastewater industry, I would:** Become a motivational speaker.

**Crystal ball time — This is my outlook for the wastewater industry:** I'd like to see onsite wastewater systems classed more like a utility. When you don't pay your utility bills, your electricity is cut off, the phone is disconnected, the gas meter is turned off. Onsite systems are never forgotten when the toilet can't flush. This would give respect to the industry and clean up our understanding of how wastewater is to be properly treated. **P**

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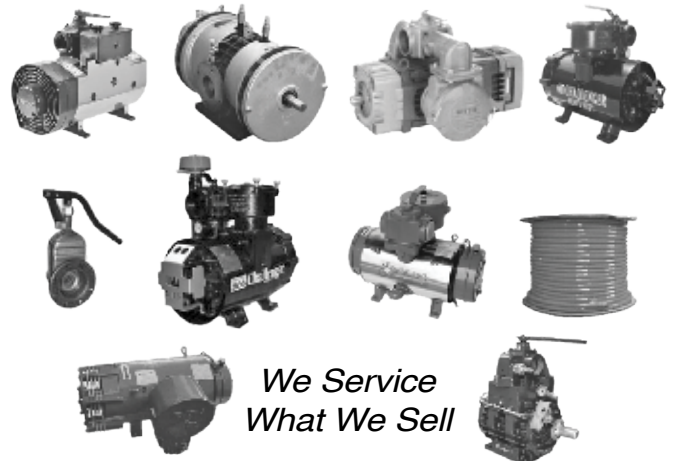
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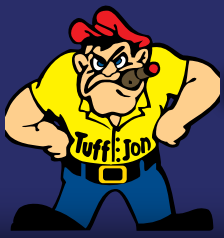
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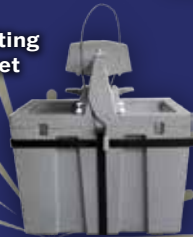
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# Geomatrix loses appeal in antitrust suit against NSF

By David Steinkraus

**T**he 6th U.S. Circuit Court of Appeals ruled against Geomatrix LLC in its antitrust lawsuit with the wastewater standards organization NSF International. A federal trial judge in Port Huron, Michigan, had dismissed the lawsuit. Geomatrix appealed, and a three-judge panel of the appeals court said the dismissal was justified.

In its original 2020 lawsuit, Geomatrix claimed there was a conspiracy at NSF to create doubt about its GeoMat leaching system, and it said this conspiracy led to a reduced market for its product. In addition to NSF, Geomatrix sued BioMicrobics of Lenexa, Kansas, Hoot Systems LLC of Lake Charles, Louisiana, and an employee of BioMicrobics who led an NSF subcommittee considering a new standard for high-strength wastewater.

Geomatrix, said the appeals court opinion, obtained NSF Standard 40 certification for its GeoMat product in July 2014. In September 2017, Geomatrix asserted, an NSF paper presented to the NSF committee on wastewater technology suggested that products like GeoMat, which treat and disperse water in the same place, should be placed under a new standard yet to be developed. Since that paper was presented, products like GeoMat were disparaged at NSF meetings, Geomatrix asserted in its suit.

The appeals court decision noted that at least 37 states have adopted NSF Standard 40 in their regulations, and other states rely on the standard in making decisions. But because the proposed NSF separate standard has not been formulated, Geomatrix suffered no harm, wrote the appeals court. In addition, the appeals court said, Geomatrix did not renew its NSF certification for GeoMat, which made any action by NSF irrelevant. And the appeals judges agreed with the trial judge who said that under the First Amendment right to free speech, people or companies may ask for special consideration in rules and laws. Any problems that Geomatrix had in selling its product resulted from the independent decisions of state regulators, not from the actions of NSF, the appeals court said.

## Alabama

The U.S. Environmental Protection Agency has opened a civil rights investigation to determine whether the state discriminated against Black residents when it handed out billions of dollars in federal infrastructure funding.

The investigation grows out of a complaint filed this spring by environ-

mental justice activists who claim that policies adopted by the Alabama Department of Environmental Management make it nearly impossible for Black residents to access money in the state's Clean Water Revolving Fund. Hundreds of homes in the state's Black Belt — named for its rich black soil — don't have functioning septic tanks, news reports said.

In a statement, Aaron Colangelo, chief litigation counsel for the Natural Resources Defense Council, said, "Alabama disburses tens of millions of dollars every year through the state revolving fund, but they have never awarded a single dollar of that money to people with onsite sanitation needs. We know they can do better." The NRDC is one of the parties that filed the complaint.

ADEM said in a statement that it disagrees with the complaint, and it said federal audits have consistently found the department to be in compliance with rules. ADEM has until Nov. 2 to send a written response to the EPA.

This spring, after an 18-month investigation, the U.S. Justice Department reached an agreement with the state over environmental discrimination in Lowndes County. The state agreed to stop imposing fines, penalties and threats of liens on people who couldn't afford functioning onsite systems. The state also promised to collect data and develop a long-term sanitation plan.

## California

People whose wells or onsite systems were damaged by severe weather this year may be eligible for assistance under a program of the Federal Emergency Management Agency.

Damage must have occurred between Feb. 21, 2023, and July 10, 2023, and must have been caused by severe storms, straight-line winds, floods, landslides or mudslides, according to news reports. FEMA may provide assistance or reimbursement for the cost of a professional repair estimate, and FEMA may provide assistance for repairs or replacements not typically covered by home insurance.

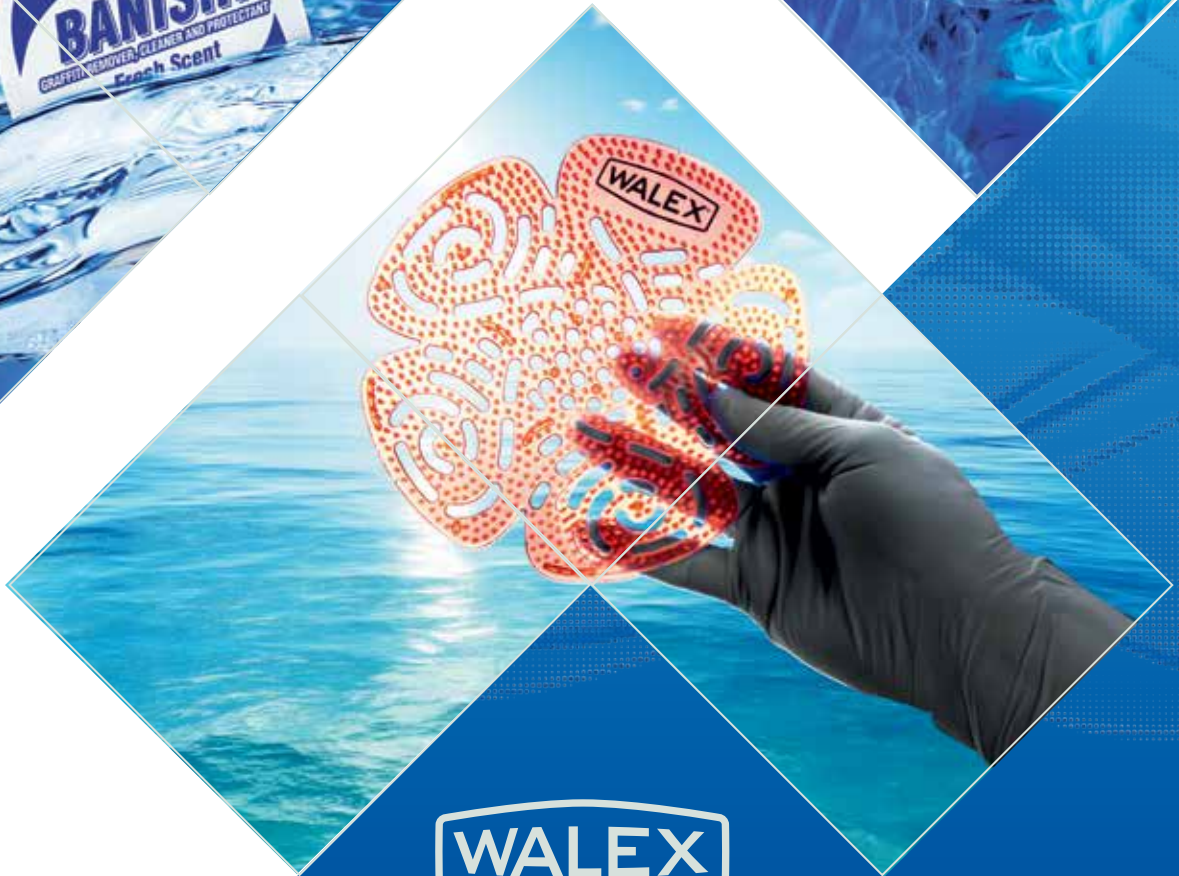
Counties included in this program are: Butte, Kern, Madera, Mariposa, Mendocino, Mono, Monterey, Nevada, San Benito, San Bernardino, San Luis Obispo, Santa Cruz, Tulare and Tuolumne.

To request a FEMA inspection, or to follow-up on an inspection already done, call the FEMA helpline 800-621-3362. Calls are answered between 4 a.m. and 10 p.m. Pacific Time.



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**Oregon**

Onsite professionals now have the ability to handle wastewater permits online in Clackamas County. The Development Direct portal — already used for building, electrical, plumbing and other permits — can now handle wastewater permits, reports, and other business. Project status is available in real time, and the website can collect fees, and provide copies of approved plans and post-construction forms, according to a news release from the county.

For more information, the county Septic and Onsite Wastewater Program can be reached at 503-742-4740 or by email at soilsconcern@clackamas.us.

**Vermont**

The Agency of Natural Resources announced a \$5 million third round of funding to help low- and moderate-income homeowners with repairs or replacements of onsite systems. The agency will select about 200 projects to receive money based on household income and demographics, environmental impact, and the severity of the system failure. Eligible recipients must: own and live on a residential property with either a single-family home or a multi-family home with no more than four units, have a failed or inadequate onsite wastewater system, and have an annual household income of less than \$80,835.

**Massachusetts**

The Tisbury Board of Health on Martha's Vineyard expanded the requirement for installation of advanced nitrogen-removing wastewater systems.

The new rules took effect Jan. 1 and apply only to properties in the Lagoon Pond and Lake Tashmoo watersheds, reported the *Vineyard Gazette*. These rules require advanced systems when an existing septic system is upgraded, repaired, or replaced.

Previous rules required advanced treatment only for new construction, for replacement of a failed system, for increased use of a property or when the health board deemed it necessary if a property changed ownership.

Scott Horsley, a water resources biologist who consulted for the town, said the new rules will help the community meet the state's tighter nitrogen limits for sensitive areas.

**Nevada**

A \$5 million grant from the Nevada Department of Conservation and Natural Resources will boost the septic system conversion program of the Southern Nevada Water Authority.

Funding is for the voluntary conversion program the authority created this year, according to the *Las Vegas Sun*. Septic system owners can receive assistance to connect to municipal sewer systems.

Bronson Mack, spokesperson for the water authority, said annual connection fees will likely be between \$200 and \$250. Property owners interested in switching from septic to sewer must contribute 15% of the total cost. The conversion program covers the other 85%, up to \$40,000. **P**

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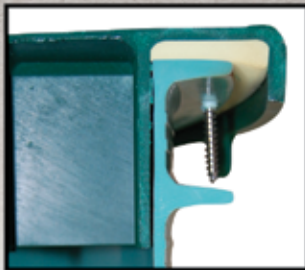
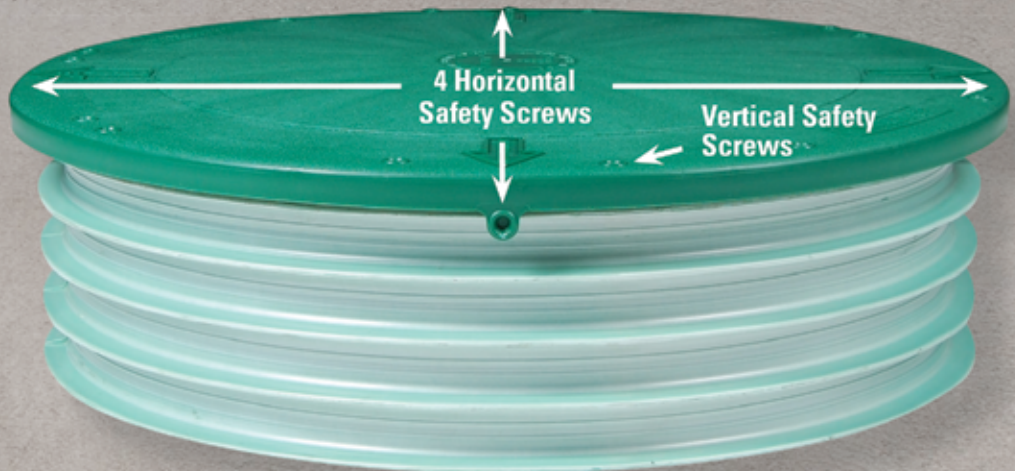
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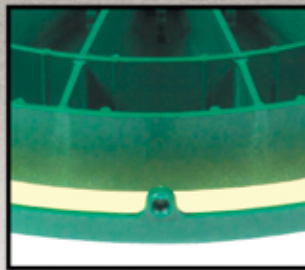
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**Kate Zabriskie**  
Contributor

Kate Zabriskie is president of Business Training Works, Inc., a Maryland-based talent development firm. Reach her at [www.businesstrainingworks.com](http://www.businesstrainingworks.com).

# 4 Top Strategies For Successfully Training a New Pumper

Avoid all the usual hiring headaches and mistakes in the field by following these commonsense employee onboarding tips

By Kate Zabriskie

*“I learned so much during orientation. I took some notes, but I’m sure I won’t remember half of what they told me to do.”*

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

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

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

## Strategy One: Keep Training Relevant and Immediately Applicable

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

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

## Strategy Two: Connect to Why Again and Again

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

➤ Those who learn how to solve problems themselves are worth their weight in gold. In addition to strong productivity, these people are also usually happier and more motivated.

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

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

## Strategy Three: Use Multiple Channels to Cement Learning

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

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

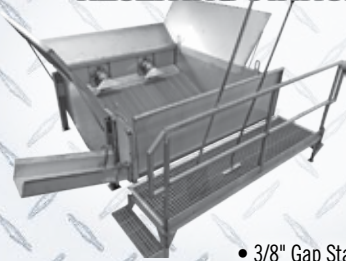
The multi-channel approach allows learners to see, to hear, to write, to speak, and to do whatever process they are learning. Depending on the learner, some senses may be more powerful than others. And in rare cases where there is no preference, repetition wins the day. What can you do differently to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

## Strategy Four: Teach with Reference Tools

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

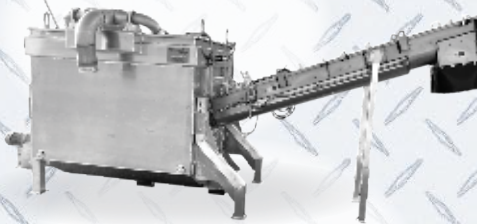
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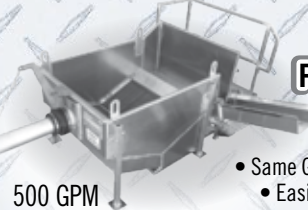
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teach reference tools in addition to processes themselves.

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

**STICK TO IT**

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



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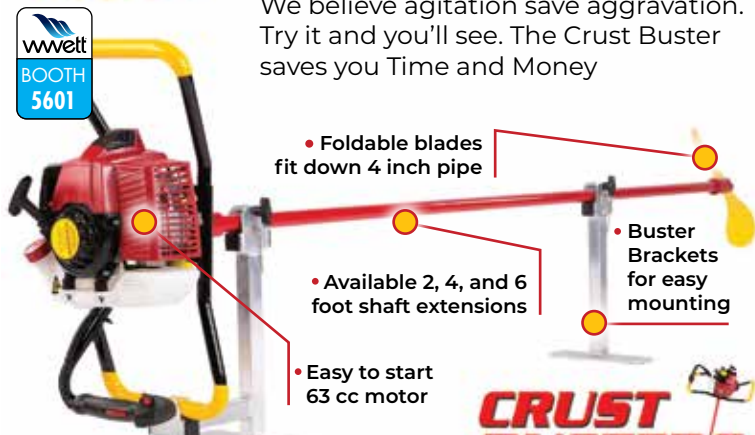
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## in the SPOTLIGHT

By Craig Mandli

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Rotary vane pumps are the gold standard for powering the vacuum system on most septic service trucks. But power limitations can sometimes mean some jobs are off-limits. The Powervac Mini from Presvac, however, puts more power in the hands of the service provider.

"It is a step-up from a vacuum truck that uses a rotary vane pump," says David Sipkema, vice president of operations at Presvac. "It has a similar layout as a traditional vacuum truck, including the same tank size, but instead of a rotary vane pump, it uses a positive displacement blower to generate vacuum."

According to Sipkema, typical trucks using rotary vane pumps have a cfm range of 100 to 1,000 depending on the pump used, while the positive displacement blower gives the Powervac Mini a cfm range of 500 to 1,650.

"The higher cfm of the blower allows you to also perform light vacuum excavation jobs, such as potholing, keyholing, mud removal from directional drilling jobs, and slot trenching," he says. "A blower doesn't require oil for sealing like a rotary vane pump. Pound for pound, the blowers generate a higher cfm, and can run continuously at full vacuum."

While they both generate vacuum, the method differs. Rotary vane pumps create vacuum through a friction seal. The vanes are pushed out against the housing as the rotor spins. To prevent seizing, oil lubrication has to be fed into the pump, and is exhausted. However, the blower uses lobes, which never contact the housing, to create vacuum, so as a result, no oil has to be injected into the blower to create a seal.

"Customers appreciate the extra performance a blower offers," says Sipkema. "When you are operating a rotary vane pump at the top end of its performance, a more skilled operator is required to prevent overheating. Because the blower can run continuously at full vacuum you don't have this issue."

Build options for the Powervac Mini include custom toolboxes, lighting, pressure wash, jetting and hydrovac water systems as well as transfer pump unloading options. Sipkema says customers appreciate that the system is designed to eliminate downtime and keep them on the job.

"Because of the high cfm of the blower, recovery times are quicker, making the system more efficient," he says. "The tougher jobs become easier." **800-387-7763; [www.presvac.com](http://www.presvac.com)** **P**

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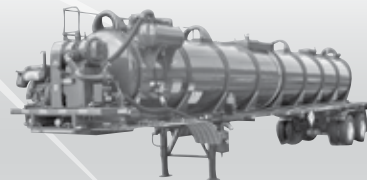
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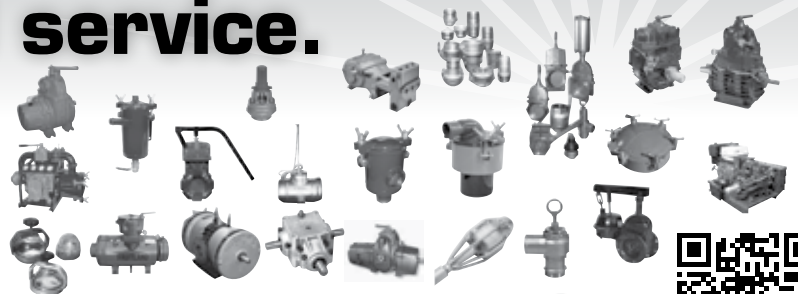
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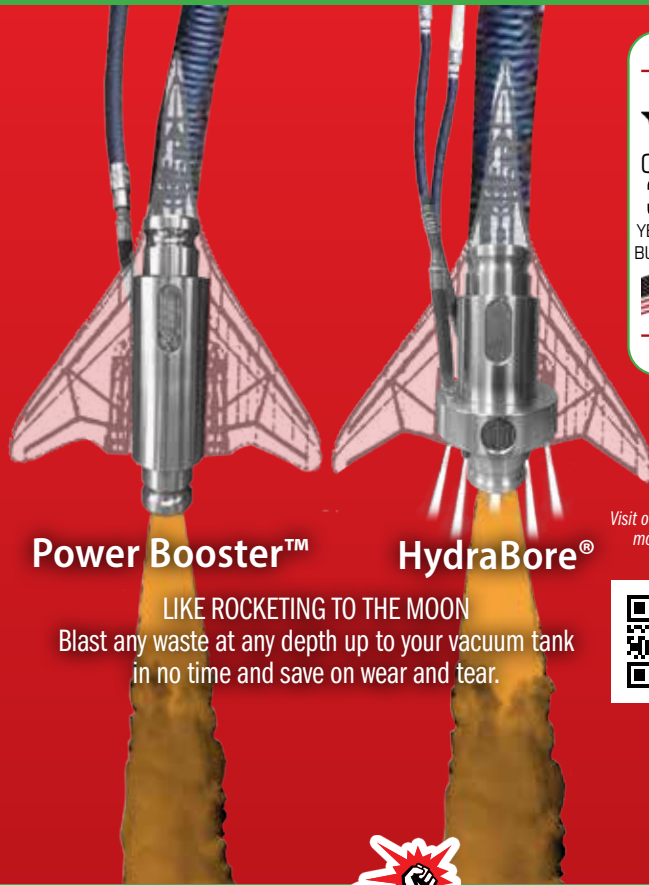
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Port A John Rental Company For Sale located in the upstate of South Carolina. Please call for details 843-390-1130. (P02)

Suffolk County Long Island, New York. Cesspool business for sale. Owner retiring. Call 516-695-1902 (P01)

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2008 Cusco 3,150 U.S. gallon, carbon steel, D.O.T. 407/412, Full open rear door dump type tank with a Moro PM200 Vacuum pump package (no truck). Stock# 8092C [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) (888)VAC-UNIT (822-8648) (PBM) 2001 Presvac 3,000 U.S. gallon, C/S DOT 412, two compartment (1,000 front-2,000 rear) Vacuum tank (tank only) Stock# 6196C [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), **(888) VAC-UNIT (822-8648).** (PBM)

2007 Volvo VHD Triaxle with Presvac Powervac 5300 Stainless Steel DOT 412 Haz Waste Wet Dry Dump Door Tank, Hiben 27" blower also with Presvac PV750 vacuum pump. Full 360 Boom with upgraded RPM wireless remote. Pre emission 450hp 13L Engine low miles and hours. KLM Companies 617-909-9044 (PBM)

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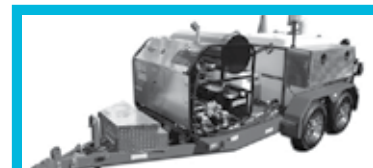
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**2016 Isuzu, 5.2 liter Isuzu Diesel**, 176k, Auto trans, AC, cruise, 19,500gww, 1,100-gal tank, 750/350, Masport vac pump, new paint. Very nice, great running truck. **\$55,000.00 Hull's Truck Bodies LLC 740-820-5338 (P01)**



**2019 Isuzu NPR. Flowmark.** 900 waste/300 fresh. Approx 100,000 miles. Has onboard gas pressure washer. 45-gallon poly tank on passenger side. Everything works as it should. Truck is route ready. Tires are good. Located in New Jersey 07922. **Call or text 908-337-1390. \$54,000.00 (P01)**

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**2024 Ford F-550 4WD 330HP Diesel Auto.** In stock Has Lane assist, Adaptive cruise control, Back up camera on LED screen, chrome package etc. 1,250-Gallon Aluminum tank with 350 gallons of fresh water and a Masport HXL75. Multiple other portable toilet trucks available now. **Call Jonathan @ 501-388-9565 or email Jonathan.Ironvac@gmail.com (P01)**



**2020 Ford S-DTY F-250.** Aluminum "Salesman" unit, 12 volt electric motor with Masport H-1 pump, tool boxes, headache rack, Liftgate, Wickum Weld Lumber Racks. All maintenance records available via digital file. **\$51,900. Carl (208) 571-4068 or carl@portapros.com. (P01)**



**2016 Ford F550 Diesel, Satellite MD950,** 2 compartment, 2wd, automatic, 239k miles. \$40,000 obo. Located in Blairsville, PA. **Call John (724)459-5680 (P01)**



**2015 Ford F550 Diesel, Satellite MD950,** 2 compartment, 2wd, automatic, 295k miles. \$38,000 obo. Located in Blairsville, PA. **Call John 724-459-5680 (P01)**



**2012 Dodge 5500 Diesel Imperial** 1,175 gallon tank, 2 compartment, 2wd, automatic, 298k miles. \$12,000 obo. Call John **724-459-5680 Blairsville, PA. (P01)**



**In stock 2024 Ford F-550's Dodge 5500's and International CV's** with various portable toilet and straight waste options. Call Jonathan @ 501-388-9565 or email **Jonathan.Ironvac@gmail.com for specs and pricing. (P01)**



**2015 Ram 5500 diesel,** auto, Satellite 650 waste 300 fresh with two unit carrier, Masport pump, 221K miles, **\$42,000 call 845-883-7880. (P01)**

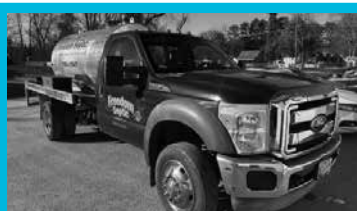


**New 2023 Ford F550 Ready To Go Turn Ready** 1,250-Gallon 950/300 Polished Aluminum Split Tank, W/ Masport HXL75 Pump 6.7L Power stroke V8 Diesel 10 Speed Torqshift 19.5k GVWR 4x4 Single Cab Bluetooth Audio Includes: Two 18x18x30 Diamond Steel Tool Boxes Portable Toilet Rack Hse Reel 50ft Garden Hose Transfer Pump Phone: **501-388-0052 Email: Ironvac.zach@septictrucks.com (P01)**

New Imperial 1300 U.S. gallon, portable toilet service unit mounted on a 2023 Ford F550 cab and chassis with a Masport HXL4 pump package. Stock #14123. **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**



**2015 ISUZU NRR.** 196,000 MILES. 1,500-gallon tank 1000/500. MASPORT HXL4V, cat 1200 PSI pressure washer, D/C 10 wash down pump, Dual Side Service, LED work lights, driver suspension seat, 2 Hanney Reels, 2 unit toilet hauler, 50 foot hoses. VERY WELL MAINTAINED, All records, pics available, E-MAIL PORTAJOHNS@PORTAJOHNS1.COM. OR call **815-877-9770. \$43,000 NOW, \$50,000 in SPRING. (P01)**



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**2013 Ram 5500 diesel,** auto, Satellite 650 waste, 300 fresh, hydraulic PTO driven Conde pump, two unit carrier, new transmission in 2020, 194,000 miles. **\$37,500. Call 845-883-7880 (P01)**



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

2024 Peterbilt 548 cab & chassis with 4,000 gallon, Aluminum tank & NVE 887 pump package, Stock #14089. **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**



**2017 Hino, J08E-VC,** diesel, 208k, auto trans, under cdi, 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)**

2024 Peterbilt 536 cab & chassis with 2,150-gallon, two compartments (1,600 waste – 550 water) with an NVE B250 blower package, a DC10 washdown pump, dual service, strobe package, toilet carrier and backup camera. Stock# 14095. **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**

### PORTABLE SHOWER TRAILERS



**2016 Jag (8) head shower trailer,** cottage interior, (4) showers with private dressing area, common area and vanity, mirror and (2) sinks on each side. **Call 845-883-7880 (P01)**

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**2024 Peterbilt 548 - L9 Cummins/ Allison 3000,** in production and made for pumping with an air-ride suspension, diff locks, 66k GVWR, chrome package etc. 4,000-gallon Aluminum tank with your choice of pump - **Call Jonathan @ 501-388-9565 or email Jonathan. Ironvac@gmail.com (P01)**



**2015 Freightliner 114SD Pumper** Truck Miles: 165,742 Max Payload: 36,960 Water Capacity: 3,360 Hose: 300 Feet DeWalt Pressure Washer Contact: Scott Bacon **503-720-6874 scott.b@lovettsservices.com Price: \$100,000 OBO. (P01)**



**2024 Mack MD 7 Ready To Go** (Turn Ready) Specs 2,500-Gallon Steel Tank Jurop R260(364CFM) Pump Financing Options Available! 6.7 Cummins Engine 2500 RDS Allison Transmission GVWR 33K Wheel Base: 206" CA: 143 "5.57 Rear Axle Bluetooth Audio Air Suspension Heated & Motorized Mirrors Each Side Medium Duty, Class 7 Truck Color: Glacier White **Phone: 501-388-0052 Email: Ironvac. zach@septictrucks.com (P01)**



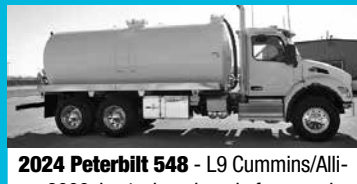
**2020 Peterbilt 520** (4,350 miles) Pik Rite aluminum 4,800 waste/500 fresh, 430 hp, Tri Axle, Allison Trans, 214" wb, warranty (5 yr/300k mi), NVE 4310 blower belt drive, 2 SeeLevel Annihilators, Cat 3560 Jetter pump (20/25 GPM - 4000/3000 PSI). Heated valves. Epoxy coating interior of tank. Birds eye view back-up camera system. Like new, never driven in the winter. Took delivery of new truck in March of 2021 with 3,200 miles on odometer. **\$240,000. Call John 203-272-7102 (orders@mckinleyoil.com).** (P01)



**2009 Peterbilt Septic Pump Truck** with 140,819 miles. Cummings motor, 4,500-gallon tank, Masport water-cooled pump, water tank and hose reel. Ready to work. **Raymondhowardsseptic@gmail.com ph# 386-288-9919 or 386-365-1218.** (P01)



**2024 Peterbilt 548.** L9 Cummins Engine (370HP), 3000 Allison, 66k GVWR, 4,200-Gallon Tank, Blower Pump. Call Hayden Evans **501-388-9464. Email: hayden.ironvac@gmail.com** (P01)



**2024 Peterbilt 548** - L9 Cummins/Allison 3000, in stock and made for pumping with an air-ride suspension, diff locks, 66k GVWR, chrome package etc... 4,200-gallon carbon steel tank with a Jurop DL180 Blower (630 CFM) - **Call Jonathan @ 501-388-9565 or email Jonathan.ironvac@gmail.com.** (P01)



**2024 Ford F-550** 4WD 330HP Diesel Auto. In stock Has Lane assist, Adaptive cruise control, Back up camera on LED screen, chrome package etc... 1250 Gallon Aluminum tank with 350 gallons of fresh water and a Masport HXL75 Call Jonathan @ 501-388-9565 or email **Jonathan.Ironvac@gmail.com** **Multiple other portable toilet trucks available now** (P01)



**2024 Mack MD6/7** - 6.7L Cummins/Allison 2500, in stock and made for pumping with an air ride suspension, diff locks, 26k or 33k GVWR, chrome package etc... 1800-2500 gallon carbon steel tank with your choice of pump - Call Jonathan @ 501-388-9565 or email **Jonathan.Ironvac@gmail.com** for new made to order units and stock units of all sizes. (P01)



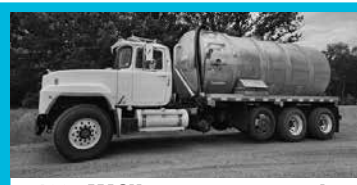
**2007 International 7500** SBA 6x4 vacuum truck for sale. Has a 3000g tank on a dump bed with full hydraulic back door, with a Fruitland 500LUF Vacuum pump. In very good condition. Asking price is \$120,000. Please call Mark Oliver at **936-366-1522 or email plumbing@consolidated.net** (P01)



**2007 Mack Granite,** 8LL, 225,000 miles, Masport pump package, 4400-gallon steel tank. Turn Key. **\$58,000 OBO. (866) 720-4999.** (PBM)



**2005 Peterbilt 357** (pre-emissions) Longhorn Tank Company. 4,000-gallon aluminum waste/90-gallon freshwater for 3000psi 5 GPM Jetter. Hoist with full opening door. Caterpillar C15 Rebuilt engine with 150,700 miles. (paperwork available for any repairs) 10-Speed. NVE 866 Vacuum Pump. Asking \$150,000, willing to listen to offers. **Call 217-337-5996 or email russ.gulliford@gullifordservices.com** for more information or pictures. (P01)



**1994 MACK vacuum pump truck.** \$30,000. 4,500-gallon aluminum vacuum tanker fresh rebuild on vac pump. Masport 400 tires and rims new 2022. rebuilt rear suspension 2022. **Call or text Brian 218-428-0391** (P01)



**2014 Western Star,** DD13, 192k miles, 500hp, 8LL trans, Jake, A/C, Cruise, 20k front, 46k rears, 20k lift, 4,000-gal tank 2 years old, New Fruitland 500 vac pump. New paint and aluminum wheels, great running truck. Finance available. **\$95,000.00 Hull's Truck Bodies LLC 740-820-5338** (P01)



**2009 Mack Granit truck,** model GU713, 405hp, quad axle, ALLISON TRANSMISSION, air ride, A/C, cruise, 18k front axle, 44k rear axle, front lift axle steerable, 6,000-gal tank, NVE Challenger model 866 pump, heated gate valves, 6" discharge valve, Two 4" inlet valves, Aluminum Wheels. **\$75,000.00 Andrew - 262-232-5963** (P01)



**1991 Ford L9000** 7 speed transmission with air ride endrickson suspension GWW 54000,14k front,40k rear.210HP Brazilian Engine, prassvac pump PV-750,4000gl steel tank.290k miles. Front 100% rear 60-70% works every day. Call-Igal @ **401-624-2254 For More Info. Asking \$44,000 OBO.** (P01)



**For sale 2007 International 9200** engine just rebuilt with warranty. Cummins ISM 10.8L 410hp pre emissions. 10-speed Eaton Fuller trans. 22.5 tires, air ride rear suspension. Custom 3,600-gallon steel tank and heavy duty NVE pump have seen very little use. (3) manways (4) suction valves toolboxes led work lights. Nice truck, we are downsizing. **\$52,500 Walter 979-906-1792 wepumpseptic-service@gmail.com** (P01)



**Septic Truck for Sale in Arizona** 2013 Western Star 4700 Series 322,974 Miles Air Ride, Power Windows, A/C Cummins L9 Eaton 10spd trans 20,000lb front axle 40,000lb tandem 3,600-Gallon aluminum tank Masport HXL400W vane pump **\$70,000 Contact Mike Byrd 928-667-0021 for more information.** (P01)



**2011 FORD F-750** - 94,000 miles - One Owner - Cummings diesel - Allison transmission - 2,500 gallon Lely tank - 130' hoses, **706-881-246. \$95,000 OBO** (P01)

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**Selling this 2008 international 7600** with a 3,360-gallon vac tank. Truck has no engine or transmission. Pump and tank are good. If you had a motor and transmission and a few buckets of paint you'd have a decent truck. Call for details 608-558-0870. **Can deliver anywhere for the fee, asking 6,500. Serious buyers only please call. 608-558-0870. (P01)**

**PURCHASED COMPETITORS TRUCKS.** 2000 Volvo, 4000-gallon aluminum tank, NVE pump, Cummins engine, lift-axel, 10-speed \$49,000. 2000 Mack RD6, 4000-gallon tank, 9-speed LL1, Wittig pump, Lift Axle \$35,000. 2006 Mack WPG, 4000-gallon aluminum tank, 10-speed, lift axle, Wittig pump, \$69,000. All working condition. Call Ken 865-577-1157 (P01)

1999 Sterling 999 DS. M 11 motor with 463,000 miles. 2020 3,600 gallon tank. RoadRanger 10 speed transmission. Used daily. Located in East Central Minnesota. \$45,000. Pictures sent upon request 320-630-8302. (P01)

2003 Peterbilt 330 cab & chassis with an Andert 3,500 U.S. gallon, C/S, vacuum tank & Fruitland RCF500 vacuum pump Stock # 2635 **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

2005 Freightliner tri-axle – Cat C13 engine and 8LL transmission with a Keith Huber 4,000 gallon, full open rear door, dumping Type tank & Becker 440 pump package. Stock# 9681V **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

2012 Chevy 3500 HD with a 600-gallon, carbon steel, vacuum Tank & Fruitland RCF500 pump package. Stock# 9187C **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

2006 Peterbilt 335 C7 Caterpillar pre-emission, 9 speed Eaton. Mileage-208,000. 2500 gallon steel tank, Jurup PN84 pump. 120' of 3 inch hose. \$60,000. Martin Septic Service Inc, 941-204-7558 cguffey@martinseptic.com (P01)



**New 2024 Dodge Ram 5500** with Aluminum 1250 gallon tank 900 waste/350 fresh Masport Pump Heated valves Toilet Rack water hose, suction hose, tool boxes, water pump, etc. **Call Rodney at 270-832-3793 (PBM)**

1997 Ford with Cosco 3,200-gallon DOT certified dump and door liquid vacuum truck. Cat engine with Moro M9 vacuum pump. Runs and pumps excellent. \$24,500. KLM Companies 617-909-9044 (PBM)

Coming in May! 2024 Peterbilt 548 cab & chassis with 4,000 gallon, Aluminum tank & NVE 887 pump package Stock #14150. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**



**2016 Freightliner Cascadia**, Cummins ISX 450hp, automatic, 455k miles, NEW 3,500-gallon vacuum tank, NEW NVE607 380 CFM vacuum pump, aluminum rims, truck serviced, DOT inspected, can be delivered. **\$105,000. Phoenix Truck Center 404-844-8968 or 678-371-4782. (PBM)**

2003 Peterbilt 330 cab & chassis with an Andert 3,500 U.S. gallon, C/C, vacuum tank & Fruitland RCF500 vacuum pump. Stock # 2635 **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

1992 International 2554 cab & chassis with a Keith Huber, Dominator 3,300 U.S. gallon, C/S, Full open rear door, dump unit with a Wittig LPK100 vacuum pump Stock # 1298C **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

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

2005 Keith Huber Dominator, 4,000 U.S. gallon, dump type unit, with a Wittig RFL100 hydraulic driven vacuum pump. Stock# 004SV. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**



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

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

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

New 4,000 U.S. gallon, aluminum, vacuum-pressure tank mounted on a 2023 Peterbilt 548 cab & chassis with NVE 4307 Blower Package. (Stock #14006). **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

2002 Sterling Acterra, Cummins engine 7-speed manual transmission, 2,100-gallon tank, Masport pump, mileage around 295,000, one owner - one driver. Asking \$20,000 OBO. Call 410-557-4491 or e-mail bassin41@aol.com. (P02)

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

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

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1989 Petrosteel 5,500-gallon, carbon steel, vacuum tank trailer. Stock# 1146C  
[www.VacuumSalesinc.com](http://www.VacuumSalesinc.com),  
**(888) VAC-UNIT (822-8648).** (PBM)

### TRUCKS - BOOM



**2010 Volvo with 2018 Del Zotto 10 Ton Trolley Boom Truck** (Septic Tank Delivery Truck). Current Mileage is 98,735. Eaton Fuller 10-Speed Transmission. Motor is D13 335 HP Diesel. Working in good condition. **Will need to be sold out of California since it has a late 2009 motor. 760-365-0861 (P01)**

### TRUCKS (DUMP, SEPTIC, MISC.)



**2024 Freightliner 108SD** with 4,000-gallon steel tank. Cummins Motor 58,000 GVW 20,000 lift. \$207,000.00 Plus FET Tax. **Call Rodney Lane 270-832-3793 (PBM)**



**2024 Mack MD642** GVW 25995 With 2000 Aluminum Tank \$152,000.00 **Please call Rodney Lane 270-832-3793 (PBM)**

2007 Freightliner CL120T 10 speed 3,200-gal steel tank with just over 1,000,000 miles still runs great may need a new mass port pump asking \$20,000 obo. 360-427-6110 ask for Wes. (P01)

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



**1993 f800 32,000 miles 8.3 Cummin auto 2000 gallon Thompson tank with piston pump model J none certified hazmat tank. Fabian 720-436-3910 (PBM)**



**2015 International, Cummins engine, Allison auto, 215,000 miles, NEW 2,650 aluminum tank, NEW NVE 607 Pro Max package, Custom tool rack front. Call for pricing. (866) 720-4999 (PBM)**

### TV INSPECTION



**2003 Chevy "Workhorse" step van** with a 350 hp gas engine with 52,034 miles. Truck runs well and well maintained. The system is powered by an Onan 7 Kw gas generator with 3788.2 hours on it. The truck was setup to operate an Aries TV system along with the chemical grout application system. The grout reel system will need a new "quad hose". It comes with twin 431 Cat chemical pumps both operate. It has two 45-gallon stainless steel tanks. It has a Dayton compressor with a 26-gallon tank **Price: \$15,000 if interested - call Tom at: 262-695-2340 (P02)**

Cobra Technologies CCTV sewer/storm mainline inspection system. All Appears to be functional, System turns on and the crawler moves under its own power. Camera head has all functions. Lots of spare parts. Camera head was updated a few months before truck was pulled from service in 2014, system has been unused since. Could not find year/spec of the system, It is being removed from the truck. \$10,000. [ESindustriesllc@gmail.com](mailto:ESindustriesllc@gmail.com) (P01)

New IBAK Mainline pipe line inspection system with Orion & Nanopan & tilt cameras, T66 & T76 tractors, BS7 control unit, 1,000 foot cable, LISY lateral launch Mounted in a 14' commercial FRP conversion box van With power retractable rear canopy & wall heater -Mounted on a Ford E-450 (coming in March) Stock# 14085 [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) **(888)VAC-UNIT (822-8648) (PBM)**

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2015 Peterbilt 567 tri-axle (automatic) with a Tornado F3Slope Hydrovac unit with Robuschi RBDV-125 blower Stock# 0461C [www.vacuumsalesinc.com](http://www.vacuumsalesinc.com) **(888)VAC-UNIT (822-8648) (PBM)**

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