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ROCKIN' RIGS

The fleet at Jack's Septic is always washed, waxed and fully equipped to serve loyal customers around Syracuse, New York

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2023
CLASSY
TRUCK OF
THE YEAR

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Jack Coleman, owner of Jack's Septic in Syracuse, New York, is proud of keeping his vacuum fleet in tip-top condition. He is shown with a 2006 Western Star was built out by Imperial Industries with a 5,000-gallon steel tank and Masport HXL400 liquid-cooled pump. (Photo by Sarah Marcellus)

COMING IN MARCH

➤ BETWEEN THE LINES: Disposal woes

➤ PROFILE: Happy Employees in Pennsylvania

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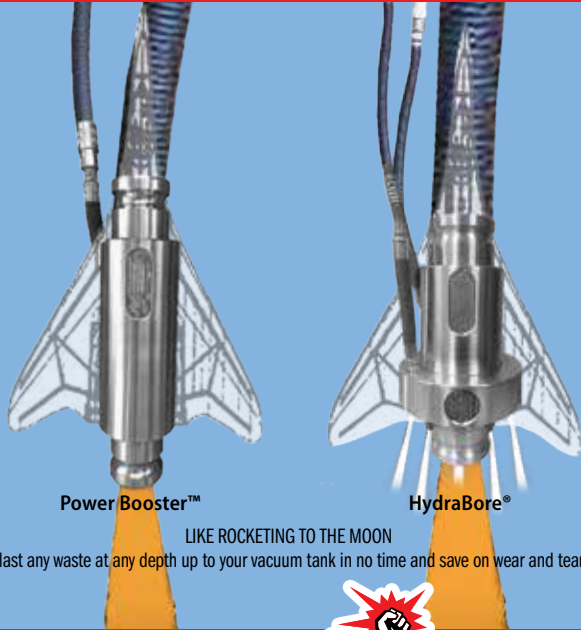
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

Jim Kneiszel
Editor

Big, Red and Reliable

The 2023 Classy Truck of the Year was custom-built to tackle tough septic service tasks. And it's pretty, too!

By Jim Kneiszel



▶ Stacy Creech's 2023 Classy Truck of the Year is an effective rolling billboard for his company.



When told his truck was named the 2023 Classy Truck of the Year, Stacy Creech couldn't help but chuckle reflecting on how much septic service trucks have changed since his parents bought a 1987 Ford F-700 in 1987, paying \$36,000. The stakes are much higher now as Creech spent \$354,000 for his winning rig, a 2023 Kenworth T880S from Integrity Tank carrying a 4,500-gallon waste/250-gallon freshwater steel tank and National Vacuum Equipment blower.

The latest truck in the Creech's Plumbing fleet, of course, is far more capable than the smaller vacuum trucks of days gone by. Chock full of convenience features and handy tools, it would be considered the Swiss army knife of wastewater service trucks. And its good looks and outstanding graphics make it a marketing monster, drawing the attention of potential customers as it drives down the roads around Wilson, North Carolina.

"My wife (Sheryl) went to school for marketing and she taught me about the importance of branding. That truck is my billboard," Creech says. "Branding is really important. I see a lot of guys with multiple trucks and nothing looks the same. All of our stuff looks the same so when [the public] sees the trucks, they automatically relate them to us."

Last year marked at least the third time Creech has entered the Classy Truck contest, and maybe the third time is a charm, as the saying goes. Competing with a formidable collection of monthly Classy Truck winners submitted by *Pumper* readers over the past year, it was selected the winner in a poll of our readers and a committee of COLE Publishing editors. Kudos go out to owners of all of the featured trucks, each who received a Classy Truck vinyl to proudly display on their rigs.

FULLY PACKED

Dressed in bright Kenworth Red Effect paint and with bold lettering and a partial wrap, the truck is powered by a 455 hp PACCAR MX-13 engine tied to an Allison Automatic 4500 RDS transmission. It utilizes a National Vacuum Equipment 4310 blower to provide vacuum and pressure. The truck has many

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STACY CREECH

appearance accents and driver comfort features, including air-ride, two-tone leather upholstery, remote keyless entry, Samsara GPS and dashcam.

The truck carries an onboard jetter and washdown system from Pumptec, a remote control system installed by Imperial Industries, and dual toolboxes that house a Crust Buster tank agitator head, a Hathorn inspection camera, RIDGID locator/sonde and other diagnostic and repair tools. The goal is to provide effective septic and grease pumping, as well as any other inspection or operations and maintenance tasks technicians identify on a service call.

"We're not a pump-and-run company. We do pumping and diagnostics; we're there to do inspections," Creech explains. "That pump truck is equipped enough to perform O&M and make an educated evaluation of what needs to be done. There's more on the truck than a shovel and a probe."

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Vacuum Pump (317 CFM)
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2014 Freightliner M2

Cummins ISB (285 HP), Allison Automatic,
280K Miles, New 2500 Gallon Tank,
New Jurop PN-84 (317 CFM)
\$90,000



2015 Freightliner M2

Cummins ISB (285 HP), Allison Automatic, 204K
Miles, New 2500 Gallon Tank, New Jurop PN-84
Vacuum Pump (317 CFM)
\$100,000



2016 Peterbilt 337

Paccar PX7 (260 HP), Allison Automatic, 212K
Miles, New 2500 Gallon U.S. Tank
\$98,000.00



2015 Freightliner M2

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171K Miles, New 4000 Gallon Tank,
New Jurop LC-420 (425 CFM)
\$138,000



2017 Freightliner Cascadia

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Stacy, left, Sheryl and Hunter Creech are shown with their Classy Truck winner.

A desire for service diversification has driven many truck design decisions as Creech has worked in collaboration with owner Chad Davis at Integrity Tank, the company formerly owned by Lely Mfg. and located just seven miles down the road from Creech Plumbing, Integrity, and Lely before that (where Creech's parents, grandparents and brother worked with industry pioneer, the late Hank Vanderveen) have built about a dozen vacuum trucks for the family.

"All of my trucks are custom-built. When [Davis] is building the truck, I go down every couple of weeks if we tweak something, make changes or do something to it. I can go right down to the shop and do that," he says. "I have talked to other truck builders who are really good at what they do, but logistically there is no way I could be as involved as I can being here in town. That's kind of hard to beat."

What features on the big red Kenworth should other pumpers consider the next time they build out a new service truck? Here are a few items to consider:

Choosing Kenworth?

When he built his first truck, Creech wanted to look at a Peterbilt. But at the time, he found the doors didn't open as wide and it was harder to get in and out of the cab. He found the Kenworth more accommodating at the time and stuck with the T880 as the chassis for both of his large pumpers and his dump truck. Since then, Peterbilt and Kenworth (both built by PACCAR) have morphed into very similar packages, but he wanted to remain brand-consistent.

"Now I have a fleet of Kenworths and I've had very good luck with them. They're going to run the same engine package and there's not much difference between them," he says. "The truck is really well equipped and they ride really good."

Blower vs. vane pump

Creech has become a proponent of blower technology for his pumping trucks. He admits the blower versus vane pump debate is a hot one for pumpers — old-schoolers sometimes prefer the familiar pumps that they can often maintain and service in-house, while others prefer the performance capabilities and cleanliness of the blowers. Creech said he recognized the benefits of blowers when his family bought their first one from National Vacuum Equipment.

"I grew up with vane pumps and I know all about vane pumps," he says. But when he worked with his first blower, an NVE 4307, he saw that it was neat and clean housed in an aluminum box. "The blower didn't use consumables, so we didn't have to worry about filling it up with oil and constantly blowing oil bypass on the customer's driveway."

The war of words "comes down to CFMs. The blower is best at recovery, so it recovers faster," Creech explains. "If you're pumping empty hoses and it's slurping, or you have long hoses or a deep tank, I think a blower definitely outperforms a vane pump. But if you stick [the hose] in a bucket of water at the same elevation, I don't know. It's tit-for-tat who's going to win that battle."

Remote control system

The newest truck is Creech's first to have a remote control system for many functions, including activating the blower and toggling from vacuum to pressure, turning on the jetter and operating the rig's trio of intake valves. Because Integrity didn't have the ability to add the remote system at the time, Creech paid \$12,000 to have the truck shipped to Imperial Industries in Wisconsin, which installed the third-party remote system for about \$15,000. He would consider retrofitting his second septic pumper with the remote if it could be done locally. He has had a remote system on a Spartan hydrojetter since 2016.

"With the larger trucks, we sometimes pump a great distance from the septic tank. Sometimes we pump from the road (200 or 300 feet away) so it saves a lot of time just not having to go back and forth to the truck. I don't think I'd build another (truck) without one," he says. "It's not brand-new technology, but it's newer to the septic pumping market. I think moving forward, as technology gets more affordable, you'll see it will be a standard item before much longer."

Going automatic

Creech's family has a broad and deep reach in North Carolina, operating several wastewater-related companies. He grew up learning to drive 10-speed manual, but eventually his parents bought an Allison Automatic and there's been no turning back. Since 2015 he's settled on the Allison 4500 for the bigger trucks and his dump truck and they've held up great. "Throughout the day there's less wear and tear on the driver, you're getting places quicker, the fuel economy is about the same or better. It was no question at all," he says.

Do you have a Classy Truck?

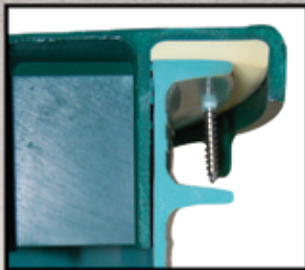
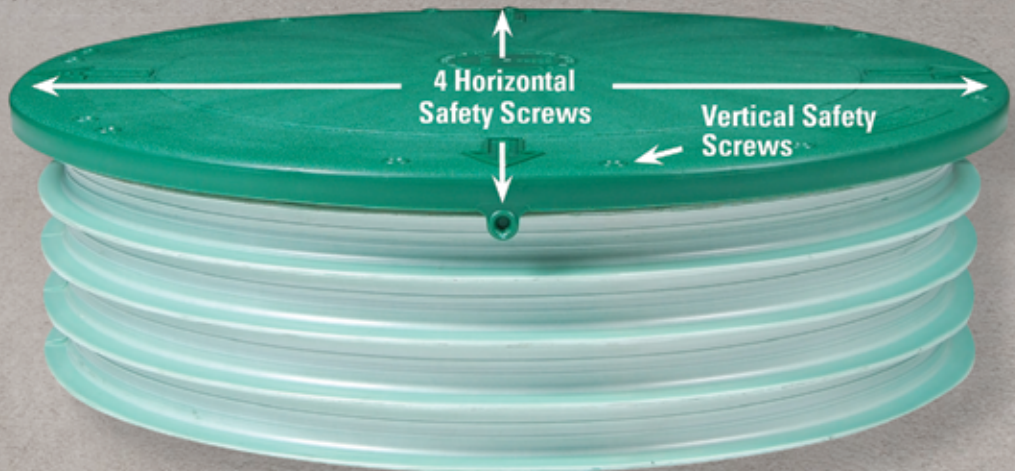
Would you like to see your latest septic service truck splashed across the pages of *Pumper* magazine? We're always on the lookout for new or refurbished vacuum trucks for our monthly Classy Truck feature. To enter the contest for 2024, send a few photos of your truck — showing everything bumper to bumper — along with your contact information to editor@pumper.com. We'll reach out to you to collect more information about your favorite truck.

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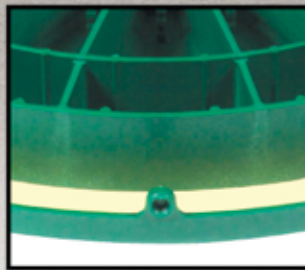
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BETWEEN THE LINES



▲ Hunter Creech returns a hose to the Classy Truck of the Year.

Reusable graphics

About 20 years ago, Creech's established a relationship with Sign Zoo out of Florida, a company that was specializing in helping service companies in the trades build a positive brand. Sheryl worked with designers to create distinctive graphics showing a hose and flowing water running from the hood to the back of the tank on their vacuum trucks. The graphics are kept on file and can be scaled to fit the smaller vacuum trucks and service vans, maintaining a consistent look across the fleet. The company prints out the graphics and sends them to a closer installer, Danny Roof, who comes to Creech's to apply the vinyls. "They know the look we are going for and we don't have to reinvent the wheel. We don't have to pay to have someone redesign the graphics every time," Creech says.

KEEPIN' IT CLEAN

Creech said his shop isn't big enough to park the company's four vacuum trucks and a dump truck inside. So he makes sure each of the trucks is washed weekly and taken care of by the crew of 12. They wash the trucks, blow-dry them to eliminate water spots, wipe down with microfiber cloths and frequently hit them with spray wax for a mirror finish.

"I'm a firm believer that if you keep your trucks clean and they appear neat, then you're attracting a client who says, 'Well, they take care of their stuff, so I can trust them to take care of mine.'" Conversely, Creech says he is leery of hiring contractors to work at his own home if they're not properly maintaining their equipment.

"If they don't care anymore about their image than that, then I don't think they're going to care about my house," he says.

Creech, who's company spun off from his mother, Myrtle's, pumping company 27 years ago, is 49 years old and has worked in the industry his whole life. Myrtle, now 74, still drives a pump truck. The future of Creech's Plumbing is up to Creech's son Hunter, 23, if he wants to continue in the family business.

"He's next in line in the driver's seat," Creech says. "At this point I could sell or retire. But if he chooses to carry it on, then that's what we're going to do."

Until that time, customers will see Creech happily rolling down the road in his Classy Truck. **P**

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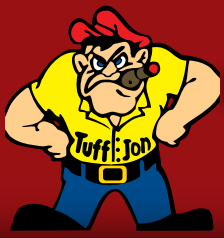
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ROCKIN' RIGS

The fleet at Jack's Septic is always washed, waxed and fully equipped to serve loyal customers around Syracuse, New York

By Betty Dageforde

In the 1980s, Jack Coleman was a Teamster driver working for a concrete company. He enjoyed the work but had bigger goals and a few frustrations. "I was No. 27 on the seniority list and got tired of being the low man," he says. "And I wanted to work for myself."

He made it happen in 1989 when he started his own septic company, although it would be another seven years before he felt the business was financially stable enough and had sufficient assets to leave his union job. It was tough to get the business to that point, but he never wavered and poured every dollar and spare minute into it.

Coleman takes great pride in his service fleet and is fanatical about keeping everything maintained and clean. He works equally hard at nurturing customer and employee relationships. And he charges a price that's fair to him, fair to the customer.

Jack's Septic Service is located in Syracuse, New York. Working with Coleman are Tim Garn, Dan Miller and Nick Vitto. They service a three-county region providing septic pumping, installations and repairs; grease trap services; and high-pressure waterjetting.

GETTING STARTED

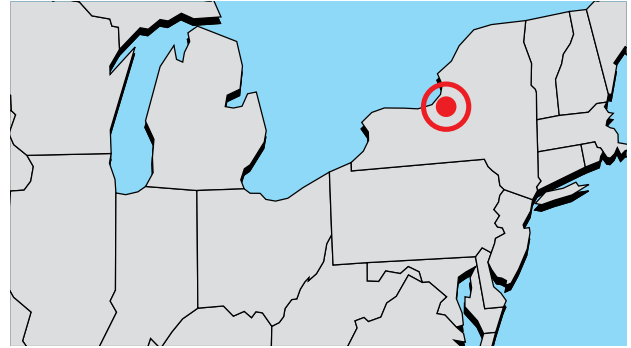
When Coleman's brother bought a septic pumping business, he worked for him on the side and started to see a path to a bright future. After a short time he bought a vacuum truck and struck out on his own. "It was an old fire truck converted to a septic truck," he says. "It was a single-axle 1975 Ford C900 with a 2,600-gallon tank and an old Masport pump."

Within six months he added installations when he hooked up with a gentleman who had excavation equipment and 25 years' experience. "He subcontracted with me and taught me all about tanks and distribution boxes," Coleman says.

Coleman's marketing plan was labor-intensive. To avoid expensive phone book advertising, he created a letterhead, printed up a couple thousand flyers and distributed them to homeowners. He also called restaurants and plumbing companies. The work started coming in and then it was long hours working two jobs until he was finally able to leave the concrete company.



◀ All of the Jack's Septic vacuum trucks are painted red and are emblazoned with waving U.S. flag graphics. They are built out by companies including Pik Rite and Imperial. The TST rig carries a Progress tank. Pumps and blowers are from Masport and National Vacuum Equipment. (Photos by Sarah Marcellus)



Jack's Septic Service

Syracuse, New York

OWNER: Jack Coleman

FOUNDED: 1989

EMPLOYEES: 4

SERVICE AREA: Three-county region

SERVICES: Septic pumping, installations and repairs, grease trap service, high-pressure water jetting

WEBSITE: www.jacksseptic.com

✔ Owner Jack Coleman is shown in his Syracuse, New York, office, surrounded by automotive memorabilia.



“ WHEN PEOPLE ARE IN A CRISIS AND THEY HAVE SEWAGE COMING UP OUT OF THEIR BATHTUB DRAIN OR THE TOILET'S BACKING UP, THEY DON'T LOOK DOWN ON YOU, WHETHER THEY'RE DOCTORS OR LAWYERS OR WHATEVER. MOST PEOPLE JUST HAVE AN APPRECIATION. ”

JACK COLEMAN

► Pumper PROFILE



► The crew at Jack's Septic includes, from left, owner Jack Coleman, Tim Garn and Nick Vitto. Employee Dan Miller is the fourth team member.

GATHERING ASSETS

Coleman installs about 25 conventional septic systems a year. A lot of it is replacing old collapsing steel or deteriorating concrete tanks, or even homemade units.

He purchased his first excavator in 2005, a Takeuchi TB145 mini, along with a Thomas Equipment T245 skid-steer. Today he also has a 2019 John Deere 85G tracked excavator and a 1990 Volvo dump truck.

His service vehicle is a 2005 Hino box truck. "There's probably \$10,000 worth of materials in it at any given time," Coleman says. "I can carry chain saws, chop saws, all the equipment needed to put tanks and leachfields in, including 10-foot lengths of pipe and all the PVC Schedule 40 fittings and sewer and drain fittings."

The clay, shale and bedrock in his area doesn't provide good percolation so the company installs a lot of raised-bed systems. "You've got to buy the approved material that's got a good perc rate," Coleman says. "The engineers do a perc test at the site they're getting it from. Then when it's delivered and dozed off, they'll perc it again to make sure it's good quality material — which I like to do that for us, too."

Pumping equipment includes RIDGID cameras and locators, Spartan cable machines (models 1065, 300, 100) and Crust Buster tank agitators.

A FIT FLEET

There are four vacuum trucks. The pride of the fleet — displayed at the 2001 Pumper & Cleaner Expo — is a red 2001 International 5900i with a 20,000-pound front axle, double-frame rails, with a 550 hp Cat C15 engine. "It's the best truck in the fleet and still looks brand new," Coleman says. The

“PEOPLE ASSUME IF YOU TAKE CARE OF YOUR EQUIPMENT LIKE THAT, YOU'LL TAKE CARE OF THEIR PROPERTY, TOO — AND WE DO.”

JACK COLEMAN

truck has a 3,700-gallon waste/300-gallon Progress aluminum tank and Masport HXL400 liquid-cooled pump.

They also have a 2010 International Paystar 5000. "It was an old dump truck that a town had with very low mileage on it," Coleman says. It was rebuilt by Pik Rite — the frame sandblasted, epoxy-coated, a new steel 3,600-gallon waste/400-gallon freshwater tank, an National Vacuum Equipment 4310 blower, with a water jetter that pushes 16 gpm at 3,000 psi with 400-feet of 1/2-inch hose and a pump from Cat Pumps.

A 2018 Western Star 4900 was built out by Pik Rite with a 4,000-gallon waste/500-gallon freshwater hoisted polished-aluminum tank and a NVE 4310 blower. It has a water jetter system, heated compartments, a Cat pump that puts out 20 gpm at 4,000 psi.

A 2006 Western Star was built out by Imperial Industries with a 5,000-gallon steel tank and Masport HXL400 liquid-cooled pump.

The company's commercial accounts include big-box stores, Anheuser-



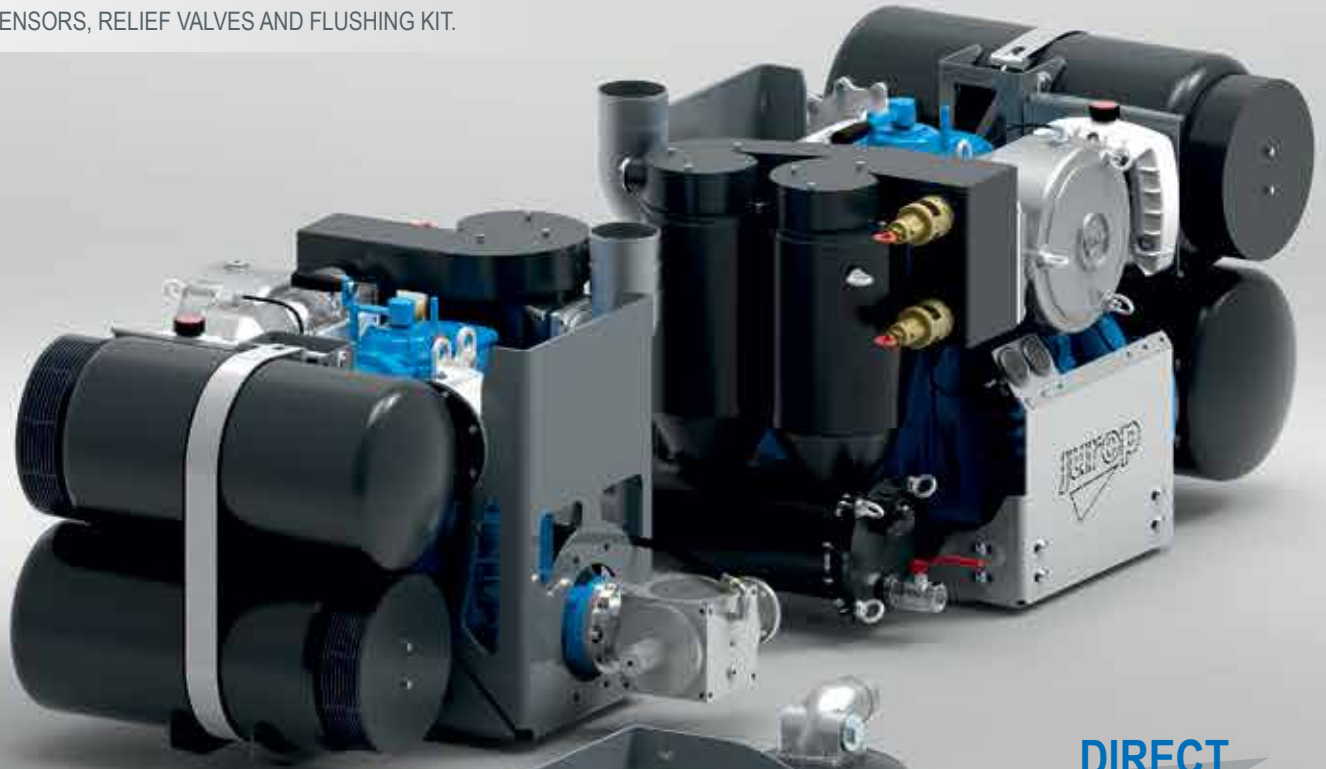
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► Pumper PROFILE



► From left, Nick Vitto, Tim Garn and Jack Coleman watch the progress of a residential septic tank pumpout.

Busch, hospitals, and apartment buildings. They do high-pressure water jetting of plugged sewer lines and parking lot catch basins with a Vactor 2100 with a 1990 Ford L8000 cab and chassis. Coleman says he got lucky to find the truck with only 17,000 miles on the odometer, previously owned and well-maintained by a local municipality.

For grease traps, Coleman says they have some long-term accounts with restaurants at several large hotels.

Other service vehicles include a 2012 Nissan NV van, a 2012 Chevy cargo van and a 2019 20-ton Eager Beaver trailer.

Coleman likes to keep the fleet looking good at all times. Equipment is washed daily at the shop in the winter and weekly in the summer. He polishes trucks after hours and occasionally takes them to a detail shop. “People say things like, ‘You’d think that was a milk truck coming to

pick up a load of milk, not a load of septic,’” he says.

Having good-looking trucks is more than just a source of pride, Coleman says. It’s good business. “People assume if you take care of your equipment like that, you’ll take care of their property, too — and we do.”

WORKING WITH STAFF

Coleman’s bookwork is handled by a payroll service and an accounting firm, freeing the team to handle the physical labor. Coleman says he’d like to have more help but employees are hard to come by these days.

He feels fortunate to have Garn who has been with him 31 years. And he says Miller, his most recent hire with a couple years under his belt, is very motivated and likes to stay busy. Miller reminds Coleman of himself at that age — frustrated with the lack of advancement

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▶ Tim Garn pulls a long stretch of hoses to reach a backyard tank without driving on the lawn.

opportunities at his prior job and wanting something more for himself.

When assessing prospective hires, Coleman looks for a willingness to learn — and he is very patient. “I don’t care if I have to tell you something 10 times a day, I don’t holler and scream.”

He believes in paying as much as possible. But it’s getting harder. “When McDonald’s and Taco Bell are paying \$18, \$20 an hour, do you think you’re going to get a laborer for \$20 or \$22? They look at you cross-eyed.” He gives the guys Christmas bonuses, paid vacations, sick days — and they enjoy a summer family picnic and holiday dinners.

WORKING WITH CUSTOMERS

Coleman says he competes on service, not price. “I charge what I have to give them 110%. When you pump a tank you want to make sure you’re getting everything out of it and in order to do that you’ve got to charge enough.”

He says he has a strong following of customers, many of whom have been with him so long he’s now also working for their children.

His operating philosophy: “You have to listen to the customer and feel their pain and you just try to work with them. I’m always honest with them. And it’s about being clean, picking up after yourself, not leaving oil spots in their driveways, or snail trails on the lawn because you’re not rinsing the hose out. That’s why a lot of people like our service.”

Coleman still works seven days a week for his clients when they need it. He says it’s rare to get late-night calls but he personally answers the phone 24 hours a day, which people like because he can assess the situation and advise them.

CAREER SATISFACTION

Coleman says he enjoys being his own boss and finds this work very rewarding.

“People thank you and say things like, ‘You were a lifesaver.’ You’re the hero when you get calls on Christmas or Thanksgiving. When people are in a crisis and they have sewage coming up out of their bathtub drain or the toilet’s backing up, they don’t look down on you, whether they’re doctors or lawyers or whatever. Most people just have an appreciation.”

Coleman, 58, says he has no plans to retire. “I enjoy what I do. We make 99% of the people happy. And I’m blessed to have the two guys I have.” **P**



Simple Disposal

Waste disposal is a problem for many pumpers. The local municipal treatment plant may have restrictions on what they take, hours may be inconvenient, wait times can be frustrating, and the facility may be out of date or far away.

Jack Coleman does not have this problem. “It’s real good here,” he says. “They greet you with open arms. They’ve spent millions on the facility. Since I’ve been going down there the past 36-plus years, they constantly, every year, have big site development going on, just adding on and on.”

The state-of-the-art facility is the Metropolitan Syracuse Wastewater Treatment Plant. It takes the municipal sewage as well as septage, portable restroom and grease trap waste. The plant is open seven days a week from 9 a.m. to 5:30 p.m. “And they have emergency contact numbers you can call and get right in if you have to dump a load at 9 or 10 at night, whether it’s winter, spring, summer or fall,” Coleman says. And being passionate about keeping his trucks clean, he appreciates the 2-inch fire hose they provide for contractors to rinse their trucks.



▶ Garn pumps a tank with an unusual location at the base of steps leading to a home’s rear entrance and porch.

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Contributor

Ford Saeks is a business consultant and host of the Business Growth Show podcast. Visit his website, profitrichresults.com.

5 Tips to Revitalize Your Digital Presence

Don't be one of those business owners that makes the mistake of launching a website and then never updating it for a better user experience

By Ford Saeks

In today's digital world, your online presence is crucial to the success of your business. That goes for companies large and small, including small businesses in the wastewater industry. Are you struggling to stand out among the competition? It's always a good time to review your digital footprint and make adjustments as technology quickly changes.

In the same way you would buy new shoes to step up your style or your game, it's time to step up your online presence with these five tips: Optimize your website for search engines, create valuable content, leverage social media, use email marketing, analyze data to drive more traffic to your website and improve your online visibility. You can dive deeper into any of these strategies through your own online research; then take action.

First, these are common mistakes businesses make with their digital footprint:

- **Believing that having a website is enough:** A website is just one aspect of a business's digital footprint. It is important to have a presence on multiple platforms and actively engage with customers on social media.
- **Ignoring mobile optimization:** With more and more people accessing the internet on their mobile devices, it is crucial to ensure your website is optimized for mobile viewing.
- **Focusing solely on quantity over quality:** Having a large number of followers or likes does not necessarily translate to success. It is essential to focus on building a dedicated and engaged audience.
- **Believing that social media is a one-way street:** Social media is not just about promoting your business, it is also about engaging with your audience and building relationships.
- **Believing that paid advertising is the only way to reach a wider audience:** Organic reach can be just as effective as paid advertising, by creating valuable and engaging content, utilizing SEO and building relationships on social media.

Step up your digital game with these five tips to improve your online presence:

1. **Optimize your website for search engines and voice search.** Ensure that your website is optimized for search engines by using relevant keywords, meta descriptions, and alt tags. Additionally, consider optimizing for voice search by including long-tail keywords, conversational phrases and using natural language. This will help your website rank higher in search engine results, making it more likely that people will find your

➤ Social media platforms are a great way to reach a wider audience and drive traffic to your website. Make sure to create a consistent brand voice and regularly post engaging content.

business when searching for relevant products or services.

2. **Create high-quality, engaging content.** Produce valuable and informative content that speaks to your target audience. This could be in the form of blog posts, infographics, videos, webinars, podcasts and social media posts. The more value you provide, the more likely people will return to your website and share your content with others.
3. **Leverage social media and user-generated content.** Social media platforms are a great way to reach a wider audience and drive traffic to your website. Make sure to create a consistent brand voice and regularly post engaging content. Use social media ads and influencer marketing to reach even more people. Also, leverage user-generated content, like customer reviews, case studies and testimonials to build trust and credibility.
4. **Use email marketing and automation.** Email marketing is still one of the most effective ways to reach your target audience and drive traffic to your website. Make sure to segment your email list and send targeted messages to different groups of customers. Additionally, use automation to streamline your marketing efforts, such as sending abandoned cart emails, welcome emails and birthday emails.
5. **Analyze your data and optimize for conversion.** Track your website traffic, bounce rate and conversion rate using tools like Google Analytics. Use this data to see what works and what doesn't and make adjustments accordingly. Optimize your website for conversion by A/B testing different elements, like headlines, call-to-action buttons and layout.

IN CONCLUSION

Just like your shoes need an upgrade to keep up with the latest technology, trends and styles, your digital footprint needs fresh new strategies to stand out in today's digital world. Building a strong online presence takes consistency, time and effort. To gain the competitive edge, you need to step up your game with an improved digital footprint. And just like slipping on a new pair of runners, watch as your business takes off. **P**



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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

Be Prepared for Biting and Stinging Creatures in the Field

Spiders and snakes are among common threats septic technicians face when they open a system for pumping or other maintenance

By Sara Heger, Ph.D.

The most common animal we typically run into during service visits is likely a domesticated dog or cat, but this article focuses on some of the natural insects and snakes that we may come across during a service visit. While many of these encounters are harmless, others could startle or harm us while working around the septic system. Precautions should be taken to protect yourself and your employees.

A sting or bite is not only painful but the reality is that animals' mouths harbor hundreds of forms of bacteria, which are transferred into the wound when they bite. It may take antibiotics and hospitalization to remove an infection, and in some cases, the incident can have lifelong impacts.

Ticks

Ticks carry several diseases that can impact human health. Ticks live in tall grass and wooded areas and are usually active during the warmer months, and peak numbers vary across the U.S. and Canada. Preventing tick bites is essential because such bites can transmit two common diseases. Lyme illness is spread by the bite of an infected black-legged tick (also called a deer tick) or western

➤ Rattlesnakes, copperheads, coral and cottonmouths (water moccasins) are the four venomous snakes septic workers will most likely encounter.

black-legged tick, which are very hard to see and much smaller than common dog and cattle ticks.

While many people are bit and never show symptoms, others are plagued with joint pain and swelling, fever and headaches. In the worst cases, patients end up with damage to the heart, liver and nervous system. Lyme disease can impact patients for the rest of their lives. Ticks also can spread Rocky Mountain spotted fever with symptoms including rash, fever, muscle pain and confusion. If the disease progresses, it can damage the heart, kidneys and lungs, resulting in organ failure. Around 3% of all patients diagnosed with this disease die from the complications.

STEPS TO PREVENT TICK BITES INCLUDE:

- Wear closed-toe shoes, long-sleeved shirts and pants
- Pull socks over pant legs to prevent ticks from crawling up legs
- Wear light-colored clothes to make spotting ticks easier
- Use insect repellents that contain DEET or Icaridin and can be applied to clothing as well as exposed skin. Always read and follow label directions.
- Shower or bathe within two hours of being outdoors to wash away loose ticks and perform a daily check for ticks

Mosquitos

Mosquito season depends on where you live, but they need above-freezing temperatures to survive. Most of us have experienced mosquito bites that are itchy and uncomfortable, but the real danger comes from being bitten by a mosquito carrying West Nile virus. Many people infected with West Nile don't have any symptoms. But others may develop either West Nile non-neurological or neurological syndrome. West Nile non-neurological symptoms include headache, body aches, nausea, vomiting, skin rash and swollen lymph glands



➤ Rubber boas were found swimming in this tank during a pumpout. (Stephanie Stout photo)



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that usually resolve within 3-6 days. West Nile neurological syndrome is a severe infection that can include headache, high fever, neck stiffness, stupor, disorientation, coma, tremors, convulsions, muscle weakness and paralysis with long-term impacts. Steps to take to reduce the risk of mosquito bites include:

- Wear light-colored, long-sleeved shirts, long pants, and socks along with high boots
- Use insect repellent containing DEET, Picaridin or a similarly effective active ingredient on exposed skin
- Eliminate sources of standing water, such as stagnant pools, ponds, irrigation ditches, and rain barrels, where mosquitoes like to lay their eggs

Bees, wasps, ants, scorpions, spiders

Being stung by insects such as bees, wasps and hornets may be especially painful and even deadly for workers who are allergic. If someone on your crew has a history of severe allergic reactions to insect bites or stings, they need to be protected from stings and should carry an epinephrine autoinjector and wear medical ID jewelry stating their allergy.



▲ An installer encountered this black widow spider while repairing an aerator in the field. (Shane Irwin photo)

Fire ants, which are part of the same order as bees and wasps, are another biting insect that can be irritating or even deadly. Fire ants are very aggressive and if their nests are disturbed, they swarm quickly and deliver painful stings that inject venom under the skin. After a sting, a burning sensation develops and can last from 30 minutes to two hours. The burning is followed by itchiness that can last up to a week. In rare cases, they can result in a severe allergic reaction.

Scorpions usually hide during the day and are active at night. On septic system sites, they may be hiding under rocks, wood or anything else lying on the ground. Some species may also burrow into the ground. Most scorpions live in dry, desert areas. However, some species can be found in grasslands and forests.



▲ This snake was discovered on a tank manhole during a septic service.. (Jon Sargent photo)

When it comes to spiders, most are harmless, but brown recluse and black widow spiders are dangerous. They will bite when threatened, the female black widow will especially bite to protect her eggs. The bite can be serious and, in rare instances, deadly. Both spiders are nocturnal. They prefer dark corners or crevices, and warm, dry areas – like a control panel! They are commonly found in attics, basements, garages and storage areas. Brown recluse spiders often live in cardboard boxes.

STEPS TO REDUCE STINGS INCLUDE:

- Remain calm around the biting/stinging insect
- Wear light-colored, smooth-finished clothing that covers as much of the body as possible and tie pants bottoms or tape them to socks or boots
- Wear leather gloves and shake out gloves and clothing in areas with scorpions and spiders
- Clean up the clutter that scorpions or spiders favor
- Avoid perfumed soaps, shampoos and deodorants. And don't wear cologne or perfume
- Wear clean clothing and bathe daily

Snakes

Snakes, poisonous or not, can surprise employees and result in injuries. There are over 100 species of snakes across the U.S. and Canada with 22 being venomous. Snakes are around all year, but are most active between April and October when warm weather brings them out to mate. Rattlesnakes, copperheads, coral and cottonmouths (water moccasins) are the four venomous snakes septic workers will most likely encounter.

GENERAL PRECAUTIONS WITH SNAKES:

- Remain calm around the snake
- Watch where you place your hands and feet when removing debris. If possible, don't place your fingers under the debris you are moving
- Wear heavy gloves
- If you see a snake, step back and allow it to proceed
- Wear boots at least 10 inches high
- Watch for snakes sunning on fallen trees, limbs or other debris

A FINAL WORD

If employees are bitten by harmful insects and snakes, prompt first aid should be administered, followed by seeking professional medical attention. It is always helpful to note the color and shape of the insect or snake's head to help with treatment. **P**



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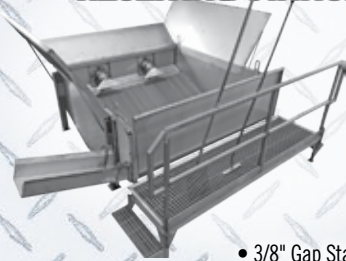
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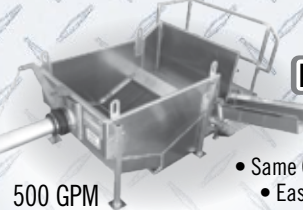
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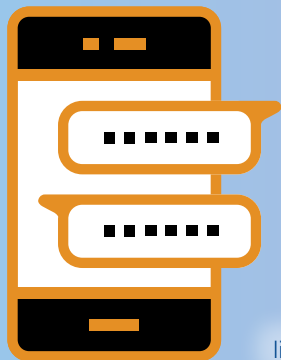
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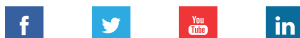
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 Cary Zeschke

Homeowner Education Is the Key to Lid Safety

When a local child nearly fell into a septic tank, Illinois pumper Cary Zeschke began reaching out to identify septic tank dangers

By Betty Dageforde

In September 2023, pumper Cary Zeschke received what appeared to be a routine call from a customer asking if he sold septic tank lids. But when the guy went on to explain why he needed it, Zeschke was horrified. The man’s wife and three-year-old had walked over to the neighbor’s house and the child stepped on top of a lid and it broke. At first Zeschke was under the impression the child fell into the tank seven feet in the ground but eventually learned the lid had wedged itself in enough to hold the child.

Every pumper knows each year children – and adults – fall into septic tanks and die. But when it happens in your neighborhood, it really hits home. Zeschke was inspired to step up his efforts to educate homeowners about the dangers.

Zeschke is the owner of Zeschke Septic Cleaning in Bloomington, Illinois, which provides septic pumping, grease trap maintenance, and lagoon and manhole cleanouts. He operates the company with his staff of four, including two full-time pumpers.

Pumper: Did you follow up with the homeowners?

Zeschke: The guy picked up the lid, and I told him that if he had other lids, he ought to replace all of them. He said they had three more but he chose to just do the one. I also called and talked to his wife. She did not understand what could have happened. So I explained, “Do you realize how lucky you were that that lid prevented him falling all the way into the tank? Once someone falls in a tank, they have to tread because it’s four feet of water and there’s only a foot between the top of the tank and the water level. And there’s nothing to hold onto.”

Pumper: What else did you do?

Zeschke: We had done some service with the neighbor next door, so I also called them to tell them to replace their lids. And I got in touch with one of the board members and she is going to bring it up at their annual HOA meeting. They’re going to have us come out and do a presentation.

We will tell them that we can either go around and inspect lids and replace them if needed or tell homeowners they can buy lids and replace them because there are a lot of kids running around these neighborhoods. And I told her that we can get inserts to put inside the plastic riser. It’s basically a plastic net you put down a foot or so in the riser and screw it to the sides so if somebody falls through they’ll fall on that.

“ It was Septic Safety Week and we got a call from Illinois State University from some students in the broadcasting school asking if they could interview us for the college TV station. We showed them a riser and how that works and all the safety things to look for when you’re doing these jobs. ”

- Cary Zeschke

I also went to the health department trying to find out where other HOAs are and how to contact them. What I’ve found so far is that it’s hard to do. The health department tried to help me but didn’t come up with anything. We know a few HOAs so we’re going to figure out how to contact the president or someone on the board. They’re hard to get a hold of because those are all voluntary positions.

Pumper: How did the media get involved?

Zeschke: Coincidentally, it was Septic Safety Week and we got a call from Illinois State University from some students in the broadcasting school asking if they could interview us for the college TV station. We showed them a riser and how that works and all the safety things to look for when you’re doing these jobs. And a local radio station emailed me about Septic Safety Week and we talked about doing something on their station, which I hope they’ll have us do.

Pumper: What is the scope of the problem in your area?

Zeschke: There are numerous subdivisions in our county that have this same situation where the tanks were installed prior to the homes being built. The lots were empty for quite a while before the houses were even built. The lids were on the ground and they were getting mowed by a farm tractor with a pull-behind lawn mower, or a bat-wing ditch mower. A lot of the lids got run over and chopped up. I remember going out there before the houses



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were built and you could see wide-open holes because lids had gotten hit by a lawn mower.

Pumper: How can you tell a lid is bad?

Zeschke: The fiberglass and plastic lids become super faded. You can see stress cracks just from the sun. If PVC is just sitting out in the sun it becomes brittle. Sometimes we'll see the screws have been removed. We always carry extra screws on the truck.

Pumper: How have your procedures changed over the years because of this danger?

Zeschke: When we install risers, before we became more aware of this kind of situation, we would put an 18-inch (ribbed culvert) tile riser around the 18-inch hole, bring it to ground level, put a lid on it and be done. And you had to take the tank lid off to do this. We quit doing that years ago. Now we put a 24-inch riser around the 18-inch lid and we leave the lid on the tank. So if somebody broke through, they're just going to fall on top of the tank and not fall in it because the tank lid is still on.

Pumper: Besides implementing this procedure what advice do you have for other contractors?

Zeschke: If they're not doing it this way, I would definitely suggest installing the interior plastic safety nets. And if you come across something unsafe, tell the homeowners, take pictures of it, and state it on your invoice.

Even before this incident, we contacted HOAs, telling them they need to address this issue. It's something we've talked about for years. Being in business for 21 years and reading these articles, I figured it would only be a matter of time before something would happen. It's just a ticking time bomb. **P**

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Tighter Regulations are Only a Matter of Time

Advanced treatment will become commonplace in every corner of the country, so wastewater professionals need to get on board with new technologies, says a NAWT board member

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 National Association of Wastewater Technicians.**



Casey Fiedler (Photos courtesy of Casey Fiedler)

Name and title or job description: Casey Fiedler, co-owner with Matt Gustafson

Business name and location: Michigan Septic LLC, Mason, Michigan

Services we offer: Everything septic — design and installation of conventional, advanced and alternative systems, maintenance, repairs, pumping. We do inspections for real estate transactions, operations and maintenance, and advanced and alternative systems. We don't do design work in-house but we work with outside engineers for that.

Age: 33

Years in the industry: I grew up in the business. My father, Terry Fiedler, bought Jerry Shunk's septic service in 1990 and sold it in 2018. I ran that business its last three years then started my own company.

Association involvement: I've been a member of the National Association of Wastewater Technicians for about five months and sit on the board of directors as the state representative for Michigan. I also sit on the board of directors for the Michigan Septic Tank Association.

Benefits of belonging to the association: In areas where there is fragmented oversight of the industry, such as Michigan, where we have disagreements between counties, and some counties have no oversight at all, a national organization gives you the ability to standardize a set of protocols and routines so everyone is speaking the same language and is on the same level of understanding. And it makes it so you can communicate among professionals and with homeowners without sounding like a bunch of idiots arguing with each other.

Biggest issue facing your association right now: An issue that faces the industry as a whole is trying to consolidate organizations. We have a lot of different organizations at regional, national and state levels that are all putting a lot of energy and effort into basically the same thing and not communicating. And one of the biggest challenges for NAWT and the industry is open communications between organizations — local health departments, state regulators, nonprofits with educational missions in the septic world. They're all pulling the industry forward but in slightly different directions.

Our crew includes: My co-owner, Matt Gustafson, does our site work and most of our estimating. His son, Ethan Gustafson, is our service tech and does technical troubleshooting. Matt's father, Roger Gustafson, is 72 and will not stop working. He works circles around everybody else. Cole Sworden works with Matt doing site work and putting systems in the ground. Trae Smith is our main pump truck driver.

Typical day on the job: We get together at the shop about 7:15 a.m. and do a quick team huddle. I brief everybody on anything coming up that might be something to watch out for. Guys are usually on the job site by 8 or 8:30. I do all our inspections, usually in the mornings. I drive water samples to the lab, which is not nearby so I grab some lunch on the road. Then I'm back in the office by early afternoon and get to all the phone calls and emails and follow-up inspection paperwork.

The job I'll never forget: When you do inspections you have to walk into people's houses and you never know what you're going to find. I showed up to a job and a piece of paper taped to the door said, "I'm on a Zoom call, let yourself in." I opened the door and the house smelled terrible. I went into the kitchen to get the water running so I could get a water sample and there were used, open needles everywhere. Everything was dirty and there was standing water all over. It was the nastiest site visit I've ever done.

My favorite piece of equipment: I live and die by my slide hammer probe from T&T Tools and my AMS hand auger. I can do 90% of my inspection work with only those two tools.

Most challenging site I've worked on: We are currently working on a site where the existing drainfield has what was called an under-drain in the 1960s. You'd have your distribution pipes, then your gravel, then under that were other pipes that picked up the wastewater as it came down. In the 1960s they permitted those under-drain pipes to then take it over to the stormwater sewer — which, of course, is no longer allowed. So the county mandated a replacement. The lot we're working on is postage stamp-sized

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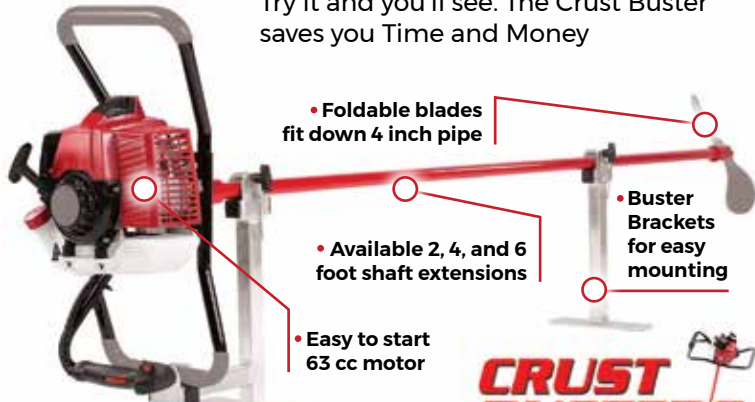
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with a landscaping pond, five mature trees and a well that has a 50-foot encroachment on one side. So we have a small space in which to build the new system. We're just starting to sink our teeth into that project but it will be some type of non-linear pressure distribution system.

Oops, I wish I could take this one back: Most of my frustrations come from inspections that are under a tight deadline. People call up last-minute with, "Nobody else can get to me and I'm closing on my dream house and I've got 10 days to do all my inspections." Those always come back to bite me. The seller wants it to be good, the buyer wants it to be bad, the Realtor wants the deal to close yesterday, and you get trapped in the middle of it. The idea that you can pull off a well and septic inspection in 10 days is laughable between getting records, scheduling, dropping off water samples, waiting for results. And there's no state-level standardized protocol so I have to compete with people who are not doing any of that. They dig a little hole and say, "Yep, you're good."

If I could change one industry regulation, it would be: Michigan is the only state without a well and septic program at the state level so every county makes up their own rules. A license is required only for pumpers — not installers or inspectors. So it's maybe not well thought out



▲ The Michigan Septic team includes, from left, Roger Gustafson, Trae Smith, Cole Sworden, Matt Gustafson, Ethan Gustafson and Casey Fiedler. Behind them is a 2022 Mack MD6 with a 2,500-gallon aluminum tank and National Vacuum Equipment VE blower.

where they're putting the emphasis on education and training. I would love to see a lot more thoughtful approach to unifying the industry and helping educate everyone.

Best piece of small business advice I've heard: Don't cut corners. Don't try to be a nice guy and overlook something because you're trying to save the homeowner a big headache. Do it the right way every time because as soon as you give an inch that's the one you're going to get a phone call about.

If I wasn't working in the wastewater industry, I would: I have a degree in outdoor education and leadership. I was a full-time backpacking guide and alpine ski instructor in Park City, Utah for seven years. If I could, I would still be doing that. It's a huge passion of mine. But it turns out ski instructors basically sell their kneecaps in exchange for money.

Crystal ball time – This is my outlook for the wastewater industry: With conservation of water and the shortages we're seeing around the country, it's only a matter of time before the wastewater industry, by necessity, is going to get tighter and more regulated. There will be more reuse and collection and tighter standards for discharges. I see the industry becoming more technical. We're starting to see chlorine, ultraviolet disinfection, drip irrigation, spray irrigation and pioneering technologies in areas that 20 years ago you'd dig a trench and put a pipe in it. Reuse and conservation practices are on the upswing. Every year we get more complicated, control panels get more buttons and switches and things to troubleshoot. If you're still just putting in concrete tanks and drainfield trenches, you might want to get ahead of the game because it's only a matter of time before the more advanced systems find their way into all corners of the country. **P**

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ProCom Headsets ATLAS PRO

The **ATLAS PRO** from **ProCom Headsets** is an all-in-one industrial-grade communication headset designed to withstand tough working environments and provide seamless, safe communication with everyone on the job. Crews who already utilize two-way radio systems can also integrate their existing system into the headset to

expand communication throughout the entire job site. The lightweight headset offers more than 13 hours of battery life to function throughout the workday. It uses ACS high-level encrypted talk channels to ensure interference will not be an issue and all conversations will be private. It is completely open-mic, enabling the crew to minimize pressing buttons and maximize time spent working. **727-692-8700; www.procomheadsets.com**

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THE BOOMER industrial sewer vacuum hose from **Kuriyama of America** is made with a 1/4-inch-thick red gum rubber tube designed for wet or dry applications where severe abrasion is a factor. The corrugated black conductive styrene-butadiene/natural rubber blend cover provides abrasion and ozone resistance. The hose can be grounded. All sizes are rated to full vacuum and a pounds-per-square-inch safety factor of 3-1 for 2- to 8-inch hose and 2.5-1 for 10-inch hose. The hose remains flexible in temperatures from 40 degrees below zero to 212 degrees F. It is available with soft-cuffed ends for easy installation and clamping. **847-755-0360; www.kuriyama.com**

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Imperial Industries Hydro 3600 Hybrid Excavator

The **Hydro 3600 Hybrid Excavator** from **Imperial Industries** is short and compact for maneuverability

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Pressure Lift HydraBore

The **HydraBore** equipment attachment from **Pressure Lift** fits on the end of any vacuum hose for a simple, cost effective approach to hydroexcavation. It breaks up soil, removing it quickly to reduce labor requirements to a one-person operator, keep projects clean and improve safety. The tool is designed to reduce operator downtime, changing clothes when finished, and requires fewer workers when pumping deeper and faster. It can also be used with smaller vacuums. **866-504-6596; www.pressurelift.com**



Rival Hydrovac T7 Tandem and T10

The **T7 Tandem** from **Rival Hydrovac** was designed primarily to be loaded with debris and drive within legislated road limits with most types of debris on board. The unit comes standard with

a scale that reads real-time weights in the cab and on the wireless remote. The **T10** is built with the same features and operating system, but with larger capacities and components. It is for both utility and industrial work. It is available in three chassis layouts to meet weight restrictions in a given area. An air compressor option allows for excavating with air when required, while a truck-mounted coring system allows for removal of hard surfaces prior to nondestructive excavating. **403-550-7997; www.rivalhydrovac.com**

RNV Hydrovac2

The **RNV Hydrovac2** can be placed on an RNV-approved 6-cubic-foot steel construction-grade wheelbarrow to create a portable hydrovac. It can vacuum down vertically to 12 feet to convey effluent sludge, sand and small aggregate. It can be combined with a pressure washer or air spade for another excavation solution. The unit weighs 42 pounds, requires a 120-vac 15-amp power outlet and will run on a 2,200-watt generator or inverter. **607-786-2139; www.rnvac.com**



Super Products Mud Dog 700

Mud Dog 700 vacuum excavators from **Super Products** are designed to meet the challenges of compact, urban projects as well as large-scale excavation projects. The unit features a 7-yard debris body and 600-gallon water tank.

This model comes standard as a dumpbody with an electric vibrator offering a 50-degree dump angle with the capability of dumping into a 48-inch container. Additionally, it is equipped with a rear-mounted, extendable, 8-inch-diameter boom that reaches 18 feet, has 270-degree rotation and pivots 10 degrees downward to minimize job site restoration and eliminate traffic congestion near roads. **800-837-9711; www.superproducts.com**

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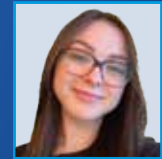


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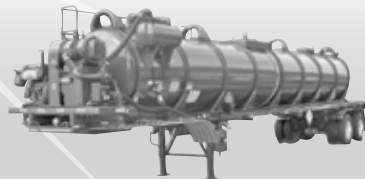
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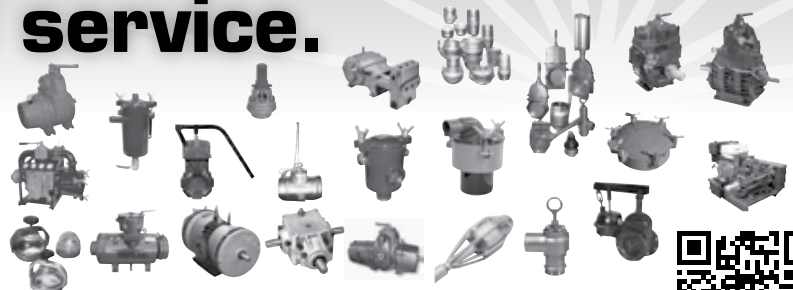
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NOZZLE

Hydra-Flex Machete

The **Machete** from **Hydra-Flex** is a linear oscillating nozzle built to take on hydroexcavation challenges in compact soils. It is ergonomic with the power to reach greater depths without the operator needing to bend over. The spray motion eliminates extra manual movements by the operator. It reduces the risk of undermining and can



take on bell holing, sloping, trenching and finishing applications. It blasts a 0-degree stream of water that oscillates to create a 15-degree wedge. As water flows, the rotor spins, forcing the rocker assembly to move back and forth, creating the oscillation movement. This combination provides the safety of a rotating nozzle with the force of a straight-line tip, making it a smaller nozzle with the same impact as nozzles with higher gpm. **952-808-3640; www.hydraflexinc.com**

VACUUM PUMPS



Fruitland 870 Series

Fruitland's 870 Series pump allows vacuum levels of 28.5 inches Hg and continuous vacuum of 27 inches Hg. It is capable of 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**

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**



Samson Pumps Truck Master 3 Future Series



The **Truck Master 3 Future Series** liquid ring vacuum pump from Samson Pumps has a capacity up to 412 cfm and generates 27.1 Hg in vacuum, along with air speed approximately 125 feet per second in a 3-inch suction hose. It weighs in at 216 pounds. It

provides a combination of ideal water handling capabilities, a nonclogging design, self-priming capability, high suction power, light weight, durability, low maintenance and silent operation. **www.samson-pumps.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



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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 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**

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South Carolina's Greenville County Is Ready to Limit Onsite Development

By David Steinkraus

Greenville County, South Carolina is close to placing restrictions on development using onsite systems. County government officials are motivated by a surge of development and concern that existing infrastructure cannot accommodate such growth. From 2010 to 2022, the county's population increased 21%, according to the U.S. Census Bureau. Between April 2020 and July 2022 growth was 4.3%.

Last fall, the County Council approved the second reading of an ordinance that would limit homes with onsite systems to one home for every 1.5 acres. This would apply only to developments with 10 or more lots, according to the *Post and Courier* of Greenville. The proposed rules would also require a 100-foot buffer between a stream and large developments using onsite systems.

County planning staff say they are receiving a growing number of requests from developers who want to use onsite systems for subdivisions of more than 200 homes.

"Building 200- to 300-house subdivisions where you're using a half to three-quarters of an acre per house was not an efficient use of the limited land we have left," said councilman Ennis Fant, chair of the planning and development committee, according to the *Post and Courier*.

A large number of people commented on the proposal. Several people representing real estate companies and developers said they were concerned the rules would place too many restrictions on new projects.

The council approved an amendment that would require reauthorizing the rule after two years.

NATION

The U.S. Senate adopted an amendment that would increase funding for the Rural Decentralized Water Systems Program.

The program provides grants and loans to people in rural areas to install or repair onsite wastewater systems, according to a press release from the office of Sen. Cory Booker, D-N.J. Booker sponsored the amendment with Sen. Tommy Tuberville, R-Alabama.

Funding for the program would increase from \$5 million to \$20 million for fiscal year 2024. At least \$10 million would be paid to low-income households as grants for onsite systems.

The amendment became part of the three "minibus" appropriations bills passed by the chamber last fall.

Missouri

The state Department of Natural Resources awarded a \$2.6 million grant to the nonprofit H2Ozarks. It will use the money to help people repair or replace failing onsite systems in some watersheds around Lake of the Ozarks, Harry S. Truman Lake, Pomme de Terre Lake, Lake Niangua and Table Rock Lake.

All of the money is passing through the state from the U.S. Environmental Protection Agency, according to a press release from H2Ozarks.

The organization is also administering two other onsite remediation grants: in Arkansas a \$1 million grant for the Upper White and Buffalo river watersheds, funded by the natural resources division of the Arkansas Department of Agriculture; and in Missouri a \$130,000 grant funded by Greene County.

Montana

Pumpers in the Bitterroot Valley of Ravalli County are searching for locations to dump septage now that the Missoula Wastewater Treatment Plant has reduced the amount of septage it accepts.

Pumpers were told the plant would cut out-of-county loads by 60%, reported the *Bitterroot Star* of Stevensville. Although Missoula takes septage from six other nearby counties, Ravalli County sends the most. Last year pumpers there took more than 1.4 million gallons of septage to Missoula. Now outside septage is capped at 60,000 gallons per month. At least one company in the valley is hauling septage the 143 miles to Helena.

Conrad and Tonya Eckert, of Eckert's Patriot Pumpers, said they have spent years warning officials about the consequences of not planning for increased septage volume generated by a growing number of homes. "We couldn't get anyone to understand what was coming," Conrad Eckert told the *Bitterroot Star*, "but now it has hit us."

New York

People in Cattaraugus County with failing onsite systems may be eligible for part of a \$400,000 community development block grant awarded to the county Health Department.

Funding is first come, first served, and applications are made through the department's grant partner Connecting Communities in Action. To be eligible, people must have an owner-occupied single-family dwelling and meet income limits. Those range from \$45,500 for a single person in the home to \$85,750 for a home with eight people.

Massachusetts

The Falmouth Board of Health is considering a change in its onsite rules that would ban cesspools. Under the proposed rules, any cesspool found during a wastewater inspection would be automatically considered to have failed.

The proposed regulations would also increase required distance to groundwater. Advanced treatment units would not be eligible for a reduced separation distance if more than 25% of the property is within 300 feet of a marine resource. And system designs would be required to show where an advanced treatment unit could be located on a property if such technology is mandated in the future.

North Carolina

Homeowners in Haywood County may receive grants to help repair or replace failing onsite systems. Grants pay 75% of total repair costs, reported the *Smoky Mountain News*. Eligibility will be determined by the severity of the failure, financial need and proximity to a waterway.

The program is a partnership of the county Health Department and the Haywood Waterways Association and is paid for by the state Department of Environmental Quality and the Pigeon River Fund of the Community Foundation of Western North Carolina.

Florida

Residents of DeLeon Springs must upgrade their onsite systems and now may draw on grants to help offset the cost.

A total of \$2.2 million, distributed by Volusia County, will be divided into \$10,000 rebates for people updating their systems, reported the *West Volusia Beacon*. Money is payable to a licensed onsite contractor and is available only in the priority focus area of DeLeon Springs.

Virginia

Homeowners in parts of Orange, Madison, Rappahannoc and Culpeper counties are eligible for grants to reimburse 50% to 80% of the cost of pumping, inspecting, repairing or replacing onsite systems.

How much people may receive depends on what a system needs and on income, reported the *Culpeper Star-Exponent*. Grants are available in sections of the watersheds of the Rush, White Walnut Run, Blue Run, Robinson and Upper York rivers. **P**



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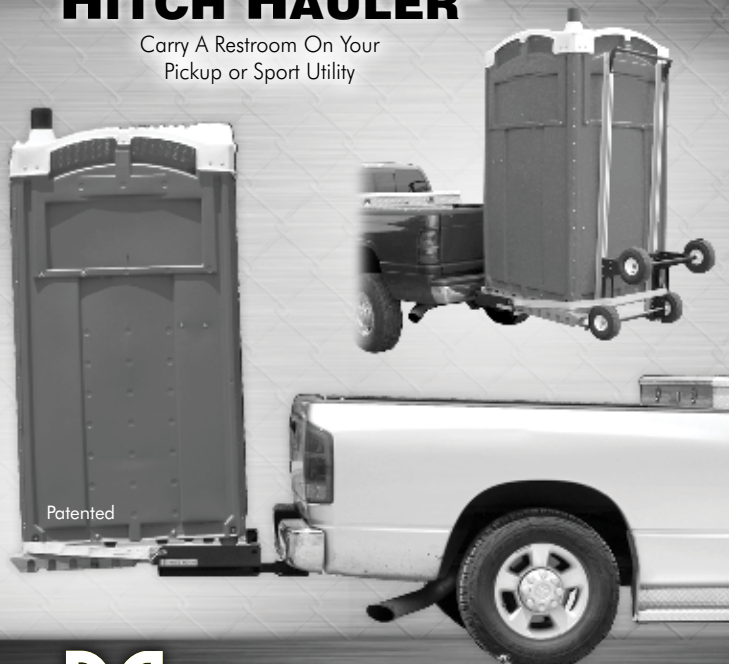
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Rafi Khatchikian added a graphite metallic 2024 Freightliner M2 with a 2,800-gallon aluminum tank and National Vacuum Equipment 887 pump built out by Imperial Industries. A 350 hp Cummins L9 engine tied to an Allison automatic transmission powers the truck. Features include a 50-gallon freshwater tank with a Hannay hose reel, hose tray pegs to help contain the hoses, aluminum visor, shovel holders and wheels, a 2-inch ball valve sample port on the rear manway, rear sight glasses, front- and rear-facing cameras for easier backing at the dump, heated valves, black leather seats, stereo and AC. Sticker Chick Graphics, South River, New Jersey provided graphics. Khatchikian is the driver, and the truck is used for residential and commercial septic service. **P**

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Applied Heat Transfer joins SJE Rhombus as new rep

SJE Rhombus announced Applied Heat Transfer as its new manufacturers' representative agency for metro New York and Long Island, New York. Established in 2009, Applied Heat Transfer's sales team includes mechanical engineers with experience in the New York City HVAC market. In addition to SJE Rhombus, they represent several manufacturers, including Raypak, ThermaFlo, Sondex and Wilo.

Samson Pumps and Fruitland Manufacturing form business partnership

Samson Pumps and Fruitland Manufacturing, a Canadian vacuum solutions manufacturer within the mobile vacuum industry, announced a business partnership in North America. The partnership will leverage Samson Pumps' expertise in liquid ring vacuum technology and Fruitland Manufacturing's market experience to deliver customer solutions within the mobile vacuum industry. **P**

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www.vacuumsalesinc.com (888)VAC-UNIT (822-8648) (PBM)

2023 US Jetting 4018-300 jet trailer. Stock# 14107. **(888)VAC-UNIT (822-8648) www.vsirentalsllc.com. (PBM)**

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JET VACS

2023 Freightliner 114SD cab & chassis with a Vacall AJV1215 Combination Jet/Vac – 12 cubic yard debris & 1,500-gallon water – Roots 824 blower with General 87 GPM @ 2,000 PSI water pump (coming in October) Stock# 14079
www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)

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PORTABLE RESTROOM

Used Portable toilets for sale in N MN. (200) Polyjohn PJN3 \$400/ea special events and construction (forest green, navy & purple). (80) Satellite forest green Global construction \$300/ea. (6) Polyjohn Comfort XL HDCP gray/forest green construction grade \$600/ea. (8) Polyjohn High Rise with roof \$950ea. 218-591-1736 (P02)

10 Olympic fiberglass toilets. MUST take ALL 10. \$1,200, in good condition. Call 203-748-6906 NY/CT line. (P02)



100 white Satellite Aspen portable toilets in great condition. Can be used for construction or events. Standard unit-\$275.00, flushable unit with sink-\$395.00. Customer is responsible for pick-up or transport from N.Y., **800-634-2085 (P03)**



50 PolyJohn Polylift Hi Rise units. All in perfect, rentable condition with everything working. This unit retails for \$1,440 new. Buy our used ones for \$300. Customer is responsible for shipping or pick-up in New York. **Call 800-634-2085. (P03)**



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PORTABLE RESTROOM TRUCKS



2012 Ram 5500 diesel, automatic, Satellite 650 waste, 300 fresh, Conde pump with hydraulic PTO, two unit carrier, 212,000 miles, **\$35,000. Call 845-883-7880. (P02)**



2019 Ford F550 6.7 powerstroke, 6 speed automatic. PTO 1200-gal Keevac tank, 400 Fresh, 800 Wast. New Honda pressure washer. 2 toilet hauler. 105,000 miles. New brakes all way round. 500 miles ago **\$55,000 call or text 208-419-9926 Kent. (P02)**

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)**



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. (P02)**



2018 Dodge 2500. 117,350 miles. Rack and Liftgate included, can hold 3 standard portable restrooms with liftgate extended. Runs great, All 4 new tires, and have all maintenance records. **\$28,000. Call 208-949-0117 (P02)**



2020 Hino 268, 18 ft flatbed with lift gate, 350 gallon split fresh/waste, pto pump, **\$50k Contact: Daniel Tom, daniel@bayareasan.com, 925-858-7738 (P03)**



2021 Ford F550 4X4 6.7 Powerstroke, 10 Speed Automatic, Hydraulic PTO 1200-gal Keevac Tank, 400 fresh, 800 Waste. Fresh water hose reel, Honda Pressure washer, 2 toilet Hauler, New brakes all the way around 500 miles ago, New front tires, Serviced every 5000 miles, 40,383 miles, Owners personal pumper. **\$99,000. Call or Text 208-419-9926 Kent (P03)**

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)**



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)**

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)**

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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)**

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SELLING OUR 06' International 7600, very solid unit, well maintained, lost contract so don't need, C-13 CAT, 18-speed Eaton Fuller, 18k fronts, 40k rears, 308k miles, newer 3,500-gallon vac tank, Masport pump. Ready to work. \$54,900. Can deliver anywhere for a fee. Serious buyers only please. **Call 608-558-0870. (P02)**



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



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. (P02)**



2009 Peterbilt Septic Pump Truck with 140,819 miles, ISMC Cummings motor, 18 speed manual fuller transmission. 2017 4500 gallon tank lined inside, Masport water-cooled pump, water tank and hose reel. Ready to work. **Asking \$75,000 OBO. Raymondhowardsseptic@gmail.com PH# 386-288-9919 or 386-365-1218. (P02)**



New 2024 Mack MD6 2100 Gallon Steel Tank Battioni MEC11000 Ballast(354 CFM) One 36x24x24 & One 24x24x24 Polished Tool Box On Each Side 18" Bed Liner Up The Side Of Tank Dual Inlets 26k GVWR 6.7 Cummins Engine (300HP) 2500 RDS **Allison Transmission Diff locks Bluetooth Audio Vinyl Seats 501-388-0052 (P02)**

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)**



2,000-gallon aluminum septic pumping tank skid, new NVE pump system. \$44,500/obo. Trailer not included, Call or text for more details. **315-486-1711 Located in Hammond, NY 13646 (P02)**



2024 Peterbilt 548, L9 Cummins Engine, 3000 Allison Transmission, 66k GVWR, 4000 Aluminum Tank, Battioni BLW210 Blower (798CFM) **Ready Soon. Call Hayden Evans 501-388-9464 (P02)**

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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 (P02)**

2022 348 Peterbilt Septic Truck (N MN). 25,400mi. Allison 3000 Trans. 4307 NVE Blower. Toolbox Jetter 4000 PSI. 4200 gal EAM Alum. Tank (200 fresh). \$199K 218-591-1736 (P02)

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



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@lovettservices.com Price: \$100,000 OBO. (P02)**



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)**

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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# 0045V. www.VacuumSalesinc.com, (888) VAC-UNIT (822-8648). (PBM)

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

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

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TRUCKS (DUMP, SEPTIC, MISC.)



2019 MV607 Int. Cummins, Allison, 155, 500 miles, 500/1500 aluminum tank. TSI Tank Services, Inc. 866-720-4999 (PBM)



2000 Volvo- 4000 gallon newer steel tank- 117,000 miles- diesel engine- 10 speed- lift axle work ready truck. Call Ken at 865-577-1157 (P02)

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2000 Mack RD6- 9 speed- LL1 transmission 243,000 miles- 4000 gallon steel tank- lift tank hoist- Wittig pump and good running engine. \$30,000.00 Call Ken 865-577-1157 (P02)



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)



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)



in the
SPOTLIGHT
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MODULAR RESTROOM UNITS DESIGNED TO DETER VANDALISM

Vandalism is too often an unfortunate reality of the portable restroom business. Whether it's graffiti, theft or property destruction, it becomes a time-consuming and costly issue for PROs.

Portable Solutions Group made use of modifying shipping containers into an array of containerized solutions and engineered enclosures with their line of DropBox products, and among the lineup are a series of modular restrooms designed to keep vandalism disruptions and costs to a minimum.

"Most of these acts of vandalism occur in areas of low public visibility, like restroom facilities," says Robert Slagel, CEO and president of PSG. "So, we applied our expertise in site security and modular builds to create a restroom unit that was secure and comfortable for its users."

For Slagel and PSG, providing extra security to the restroom stalls when designing was a must-have, so DropBox modular units are access-control compatible. "This unit allows customers to require badge access to enter the restroom, leaving a data point for accountability," Slagel says. "Badge entry enhances security, keeping your job site safe while minimizing disruptions."

DropBox restroom units are manufactured with the heavy construction industry in mind. They feature a shipping container exterior shell and a finished industrial interior with individual stalls to provide privacy. Though heavy duty in construction, the modular units can still be easily moved throughout sites and according to PSG, provide a solution for new construction, outages and project turnarounds.

To create a comfortable user experience, the units are climate-controlled, and each stall comes standard with a full-size toilet, running-water sink, hand dryer, soap dispenser and mirror.

PSG offers various toilet types and occupancy and size options and will build to the user's request. "The units are completely customizable, from exterior paint to interior finishes and flooring," Slagel says. "The added security of our access control software is optional, with many variations, including badge entry, facial detection and exterior 360 cameras."

Depending on the customer's site needs, the modular restrooms may have self-contained tanks or connect to municipal utilities. Access to the fresh and wastewater tanks is through container cargo doors or an additional door on the exterior of the units.

Slagel says customers are most satisfied with the restroom's durability for a moveable unit, making it feasible for semi-permanent and permanent use if needed. **740-532-7822; www.portablesolutionsgroup.com P**

TV INSPECTION



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