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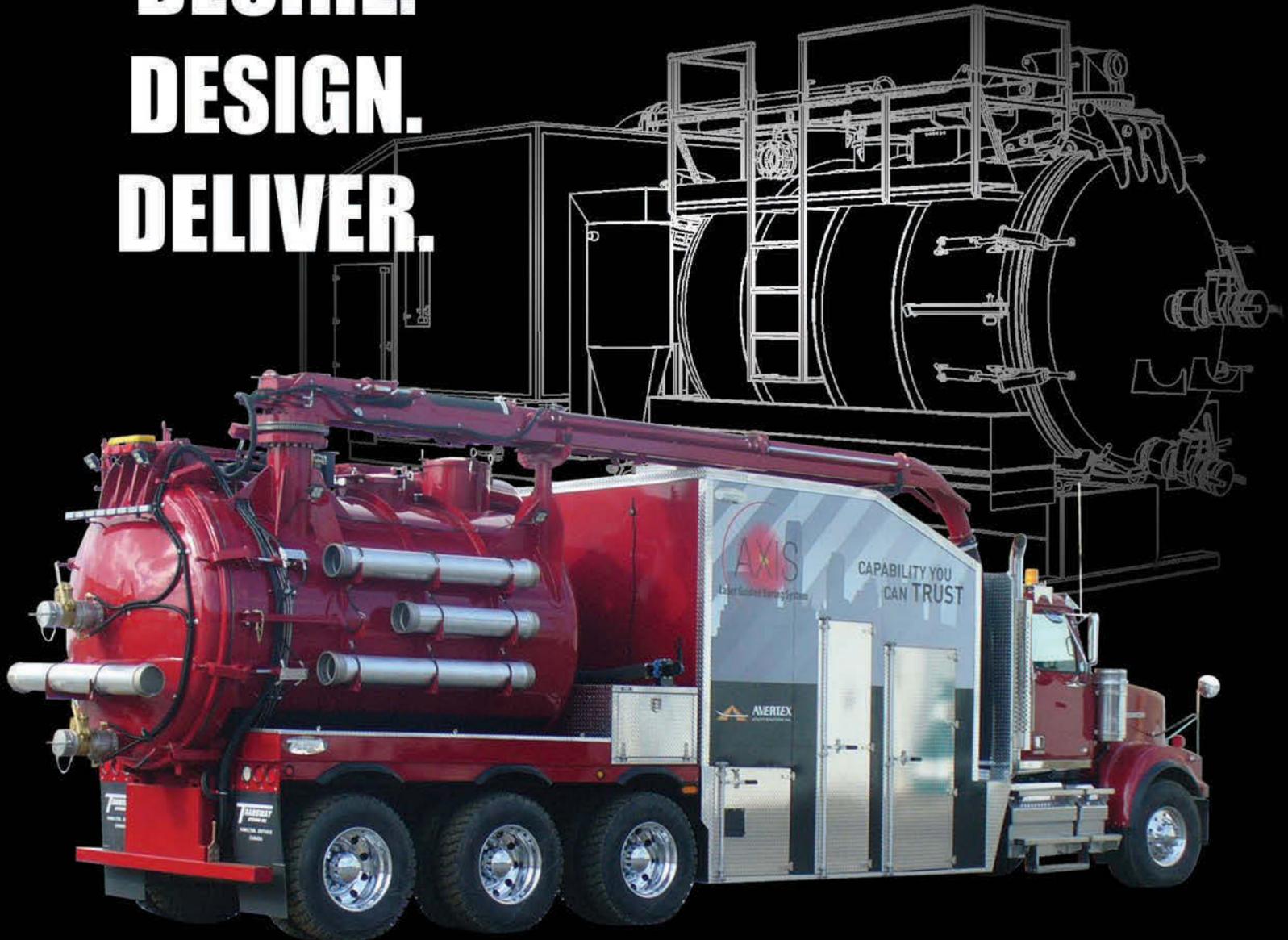


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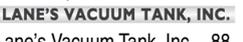
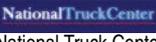
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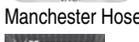
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Contact Jim with your comments, questions and opinions at [editor@pumper.com](mailto:editor@pumper.com).

# Do the Job Right

Failing to meet basic service standards is to risk losing a customer, not catching an environmental hazard or worse **By Jim Kneiszel, Editor**

**M**ost pumpers will be hitting their stride soon, working earlier mornings and later evenings to satisfy the avalanche of service calls the busy season brings. Tomorrow, or next Friday, or one day a month from now you may greet the morning with 10 appointments and only 13 hours of daylight. That doesn't mean you or your drivers can give any service call the short shrift.

It's a continual challenge to deliver the quality service homeowners and businesses expect and require. How busy technicians answer the call of duty can have life-altering impacts in the community. I am not being overly dramatic, either. Being a professional pumper comes with a great responsibility to the safety and well-being of your customers.

A recent headline drove home that point. In Arizona earlier this year, a toddler fell through a broken septic tank lid and fell into a full septic tank. Luckily the little girl survived, thanks to the brave actions of witnesses on the scene who dove into the tank and pulled her out. I assume this septic tank had been woefully neglected and that a pumper hadn't been called to service it in years.

## SERVICE TOUCHES

But when you pump several tanks a day – all summer long – the lesson from this story is that you need to carefully inspect every riser and lid you encounter, and don't walk away from a single one of them if it poses a threat of danger. As pumping pros, you can't afford to overlook a warped lid, a stripped security screw, or a cracked or eroded concrete lid.

A thorough inspection of the lids and risers is just one of many priorities to keep in mind as business ramps up this time of year. Failing to meet basic service standards is to risk losing a customer, not catching an environmental hazard or worse.

Here are just a few reminders that will keep customers calling you back and bring you home safe after each day's route:

## TREAD LIGHTLY ON THE CUSTOMERS' PROPERTY

On busy days, sometimes you have to get in and out in a hurry. But you still have to take great care to leave a customer's yard as close to the way you found it as possible. Don't leave ruts in the lawn with your truck. Don't snap off an overhanging tree branch backing into the driveway. When you dig up a lid, lay out a tarp to catch all the dirt and replace sod as carefully as you can. Roll your hoses to avoid dripping septage in the yard. These are aesthetic and safety musts.

## TAKE THE TIME TO ANSWER QUESTIONS

It doesn't matter how well you do your job, a pump-and-run mentality is a good way to lose a customer. Homeowners and business owners value

good customer service and they're willing to pay for it. They want to know the condition of the tank, to see how you've completed the service call, and are interested in your advice on how to best care for their systems. When you arrive, ask them about their expectations and explain what you're going to do. Suggest a schedule for the next pumping and up-sell by offering periodic effluent filter cleaning or other ongoing services they may value.

## DON'T IGNORE VEHICLE SAFETY CHECKS

It doesn't matter how busy you are, you must allow time for a pre-route truck inspection every morning, and it's just as important to look over the vacuum system at the end of a long day. Check condition of the tires, the lights, the brakes, suction hoses, fluid levels and make sure the truck meets your general cleanliness standards. If you have a crew of drivers, it's a good idea to start the day (or at least once a week) with a tailgate safety meeting. Review personal protective equipment (PPE) necessary for the daily workload, talk about any special circumstances you expect and field questions. At the close of the day, wash dirty trucks, clean out the cabs and check the secondary moisture trap to make sure waste won't be sucked into the vacuum pump the next time you fire up the system.

## TAKE NOTES ON EACH SYSTEM YOU SERVICE

Good recordkeeping now will save time and prevent head-scratching down the road when you're called back to a home or business. You should have an electronic file on each customer, and take notes in the cab after you finish every service. Jot down things like the tank location, whether you needed to dig up the lid, the best place to park the truck, how much hose you had to pull to reach the tank, landscaping you had to work around and any service preferences voiced by the customer.

## THANK THE CUSTOMER FOR THEIR BUSINESS

It should go without saying, but when we're at our busiest, we sometimes forget to thank customers for their loyalty. A service business is a people business, first and foremost, and that can get lost while running a hectic route. Customers will remember how they're treated more than they'll remember you came out and did your usual good job. A snub can cost you a sale, and without enough sales, you won't be this busy again.

## GOOD JOB TODAY

There's a reason you're so busy as a septic service contractor. You're good at what you do and you care about your customers. But just like any business, you're only as good as the service you provided today, and you'll have to go out and prove it again tomorrow. ■

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Charlie Hatler, owner of Pit Stop Portables in Chattanooga, Tenn., unloads a unit beside the Tennessee River for the 3 Sisters Bluegrass Festival. (Photos by David Steinkraus)



# RESTROOMS IN RIVER CITY

**Following Chattanooga's growing fortunes, Tennessee's Charlie Hatler builds his family business on strategic moves and savvy service**

By David Steinkraus

Like other once heavily industrial cities, Chattanooga, Tenn., has reinvented itself with tempting tourism attractions, cleaner air and water, and an optimism for the future. The beautiful riverfront town is situated within an easy driving distance of millions upon millions of potential visitors and sees more of them every year.

And the renewal effort has resulted in many growth and efficiency opportunities for long-time restroom provider Pit Stop Portables. The second-generation family company started out small, but now serves an abundance of commercial customers and a burgeoning special-event scene.

## SHIFT TO PORTABLES

Septic pumper H.K. Hatler added portable sanitation to his service menu in the early 1970s, hauling around heavy wooden restrooms for a franchise outfit. When the company withdrew from the market, H.K. purchased the inventory and redoubled his efforts. His son and the current company president, Charlie Hatler, started riding along on routes in high school. Then in 1983 the family business became a 50/50 partnership, and eventually Charlie took over when his father retired.

Today Pit Stop works only portable sanitation, with construction accounting for 85 percent of revenue and special events providing 15 percent. The company's largest customer is the Tennessee Valley Authority, the federal government corporation that is the nation's largest public power provider, supplying electricity for 9 million people in parts of seven states. It does this with a combination of hydroelectric dams and nuclear power plants.

(continued)

## Profile

### Pit Stop Portables Chattanooga, Tennessee

**OWNER:** Charlie Hatler

**FOUNDED:** 1972

**EMPLOYEES:** 7

**SERVICE AREA:** Southeastern Tennessee and northern Georgia

**SERVICES:** Portable sanitation

**ASSOCIATIONS:** Chattanooga Area Chamber of Commerce, Better Business Bureau

**WEBSITE:** [www.pitstopportables.net](http://www.pitstopportables.net)



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Technician Justin Collins unloads a group of Five Peaks restrooms for the 3 Sisters Bluegrass Festival. In the background is the Tennessee Aquarium that helped revitalize downtown Chattanooga.

same time, the mountains naturally keep customers from spreading out too much. Hatler places most units 40 to 60 miles around Chattanooga, which also includes a bit of north Georgia.

### IN THE YARD

Pit Stop maintains an inventory of about 1,000 portable restrooms for construction sites and 160 units for special events. Construction units are a mix, generally Tufway and Taurus models from Satellite Industries. For special events, Hatler relies on units from Five Peaks. All of these have mirrors, a three-roll tissue holder and a dispenser for hand sanitizer.

He does have a couple of Satellite Maxim 3000 flush units that are used infrequently. He has experimented with providing office trailers but found

Pit Stop has had restrooms at TVA's Sequoyah nuclear plant practically from the beginning. There's always some sort of activity at the plant, such as scheduled downtime for maintenance. While the plants have enough permanent bathrooms for the regular staff, an expanded maintenance crew requires extra capacity. Also, some areas of the Sequoyah grounds aren't served by permanent bathrooms and must have portable restrooms, such as the building for groundskeepers. Between 10 and 15 portable restrooms are at Sequoyah all the time.

### HELP FROM PARTNERS

Pit Stop does not do all of this by itself. Hatler partnered with three other companies to bid on the contract for all TVA facilities. Then the companies coordinate service for the greatest efficiency.

"Sometimes we have to sub out to another company because it's just not practical for me to service these small dams that need only one or two restrooms for two or three months and the site is 80 or 90 miles away," he says.

That does not mean his delivery drivers haul trailers full of units all the time. Construction jobs, and some of the TVA sites, also order in trickles – one unit today and maybe another one or two a couple of weeks later.

Sometimes an 80-mile drive is necessary. Pit Stop supplies toilets for TVA's Watts Bar nuclear plant where a second generating station is under construction. The site has 80 units and 29 hand-wash stations. Two trucks go there five times a week. "We service every day, except weekends, and the units still get hammered," Hatler says.

Residential construction also plays an important role in the business. An increasing number of homes are built on mountaintops because of the spectacular views, and Pit Stop supplies restrooms for the builders. At the



Justin Collins, left, and Charlie Hatler unload a Satellite Industries Liberty wheelchair accessible restroom in downtown Chattanooga, Tenn.

“Close enough is not good enough. I have to get them to understand [a restroom] leaves here only one way: It's perfect.”

— Charlie Hatler

it an unsustainable sideline. The units took such a beating that after three years, just as the purchase cost was paid off, their condition was too poor for continued leasing.

Hatler also rents out 15-yard trash containers made by Wastequip. He has 16 containers, which are out most of the time for home remodeling or small construction projects, he says. They are often a convenient add-on for portable restroom orders.

Pit Stop Portables runs on five vacuum trucks. The smallest is a cab-over Isuzu that came with another company Hatler bought. It has a 600-gallon waste/150-gallon freshwater steel tank and a Masport pump. It stays in the yard and handles special events and is also the backup in case one of the larger trucks breaks down.

Also in the fleet are three rigs from Abernethy Welding, all with Masport pumps: a 2011 UD with 1,500-gallon waste/250-gallon freshwater steel tank; a 2012 UD with 1,500-gallon waste/250-gallon freshwater steel tank; and a 2008 UD with an 800-gallon waste/200-gallon freshwater steel tank. He also runs a 2013 Hino with an 800-gallon waste/200-gallon freshwater steel tank and Masport pump from Lane's Vacuum Tank.

(continued)



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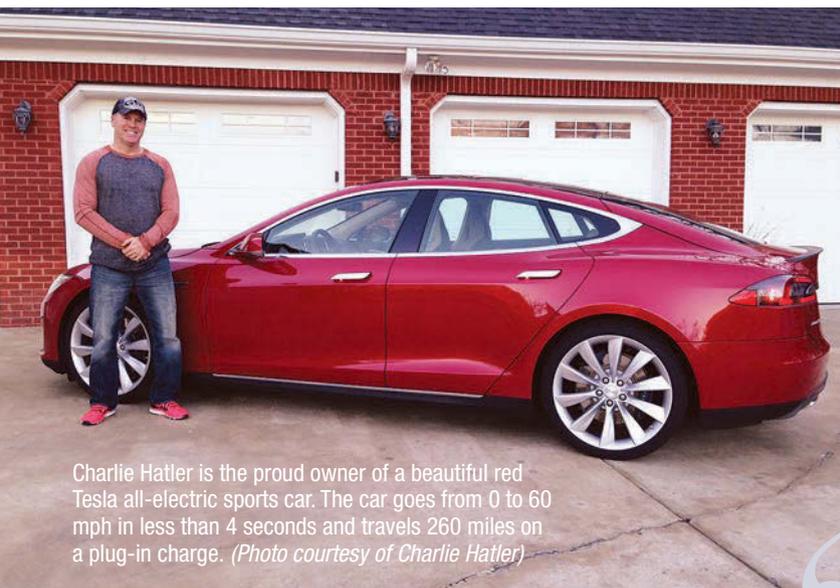
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Charlie Hatler is the proud owner of a beautiful red Tesla all-electric sports car. The car goes from 0 to 60 mph in less than 4 seconds and travels 260 miles on a plug-in charge. (Photo courtesy of Charlie Hatler)

## Electric car. Electric fleet?

Charlie Hatler had never heard of Tesla Motors before its trendy electric-powered Model S was named 2013 Car of the Year by *Motor Trend* magazine. The owner of Pit Stop Portables in Chattanooga, Tenn., had never considered driving a hybrid or electric car before, but that soon changed. He placed an order and has been driving the bright red beauty for a year now.

Now an enthusiast for the high-end electric sports car, Hatler has begun thinking about the future potential of alternative power systems for his fleet of work trucks.

"I've got 10,000 miles on it, and it's been absolutely flawless. I see these cars with fumes coming out of their tailpipes, and it does make you wonder. We should have been driving electric cars 50 years ago. It's smoother and the acceleration is incredible."

When *Motor Trend* tested the Tesla, it found acceleration to 60 mph was just under 4 seconds. There's no transmission, no oil to change, no power steering fluid because steering is electrically assisted, and no antifreeze. Brake fluid is somewhere in a sealed system. Hatler likes that the only fluid he has to worry about is the blue stuff that washes his windshield. He never has to stop at a gas station. He plugs it in when he gets home, and in the morning it is fully charged, ready to go up to 260 miles before another charge.

Although it weighs almost 5,000 pounds, the weight is very low so it still handles well.

"But you better have it pointed straight if you're going to jam on the accelerator. It has a quickness that you don't get with an internal combustion engine," Hatler says. He's almost had collisions three times because of that quickness. The Tesla allows him to move a few car lengths with a speed that other drivers aren't used to, which has put him into other cars' blind spots just as they change lanes.

The price was over \$100,000, Hatler says. "I have had cars in this price range before, but I have never been happier than with this automobile. And I will also be receiving a \$7,500 tax credit for buying an electric car this year."

Brands including Hino, Kenworth, Peterbilt and Ford have introduced a diesel-electric hybrid truck, which Hatler finds interesting. But he doesn't think they provide the same advantages as pure electric.

"If I could go to an all-electric truck fleet, I would do it in a heartbeat," he says. "An internal combustion engine is a dinosaur. I cannot believe in this day and age we're still dependent [on that technology] to move us around."



The screen on Hatler's Tesla computer loads the *Pumper* website so he can keep up on all the latest wastewater industry news while he's on the road. (Photo courtesy of Charlie Hatler)

For delivering units, Pit Stop uses a 20-foot UD flatbed, a Ford F-550 flatbed, and a Chevrolet pickup that carries three units with the tailgate down. The trucks can also pull the 10- or 12-unit Explorer Trailers from McKee Technologies, or a trailer from Lane's that will carry either eight standard portables or four standard units plus four handicapped-accessible units.

## SERVICE QUALITY COUNTS

Hatler is successful because of very simple steps. He tries to keep his restrooms new and looking nice, and doesn't harass people by asking for business. "They can count on us. We do what we're supposed to do." And the word spreads. He believes quality service is a key to portable sanitation business success.

He encourages an attitude of quality in his staff. That is sometimes difficult with new employees who may see a portable restroom as nothing more than an outhouse. Attention to detail is hard to teach, but Hatler stresses it. "Close enough is not good enough. I have to get them to understand it leaves here only one way: It's perfect."

If I could go to an all-electric truck fleet, I would do it in a heartbeat. An internal combustion engine is a dinosaur. I cannot believe in this day and age we're still dependent [on that technology] to move us around.

— Charlie Hatler

Part of his success is also tied to the fortunes of Chattanooga itself. The city was once an industrial center, and although it still has some chemical plants, much of the heavy industry has closed. Of course a benefit of that is people can now breathe easily because no cloud of pollution floats in the Tennessee River valley, Hatler says.

The loss of industry turned the downtown into a decrepit place for a time, Hatler explains. Then leading citizens banded together to begin a revitalization program. Now in Downtown Chattanooga on any given night visitors find concerts, activities, good restaurants and lots of other people. The city is conveniently located about two hours from Atlanta, and most of the people in the eastern half of the country are within a day's drive.

## BUSINESS ON THE MOVE

Hatler's business had been located about 10 miles from the city center on land once the site of an Army munitions plant. The city and county got the land from the federal government and decided Pit Stop didn't fit their ideas for a business park. What looked like a problem turned into a bonus when a real estate agent told him about a new listing.

Pit Stop now occupies several interconnected former industrial buildings with a large lot to store portable restrooms, and the site is about 10 blocks from the city's rejuvenated riverfront. The new location made it easy for Pit Stop to supply and service restrooms for events such as RiverRocks, a nine-day festival of adventure sports games such as boulder climbing, a 100-mile bike race, and a race for canoes and kayaks.

It's still warm in Chattanooga in mid-October, so the 3 Sisters Bluegrass Festival that kicks off RiverRocks draws a big evening crowd. People swarm the public space and stroll back and forth across a pedestrian bridge that connects downtown Chattanooga to small shops and restaurants that have sprouted on the opposite bank of the river.

There's the Nightfall series of free concerts every Friday, May through August. For that Hatler dispatches 13 restrooms, a handicap unit and

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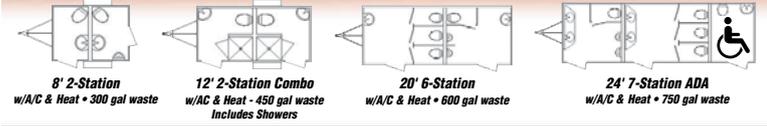


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a hand-wash station. Head of the Hooch, a collegiate rowing regatta, takes about 150 units, and the Riverbend nine-day music festival requires about 130 restrooms plus holding tanks for vendors.

### ON THE GROW

In 1983 Pit Stop Portables had 100 construction restrooms and another 10 for special events. "And if we had all 10 of them out on a weekend we thought we were rolling in hog heaven. Now if only 10 are out we think something's wrong," Hatler says.

Dustin Allen, on the forklift, and Jerry Scruggs load portable restrooms in the Pit Stop Portables yard. The company uses transport trailers from McKee Industries-Explorer Trailers and Lane's Vacuum Tank to move large orders.

More than 30 years later, Pit Stop is bigger, busier and thriving, Hatler says. If it is true that a rising tide lifts all boats, then the rising fortunes of Chattanooga will also raise those of Pit Stop Portables, which found success by following new opportunities ballasted with careful attention to quality of service. ■

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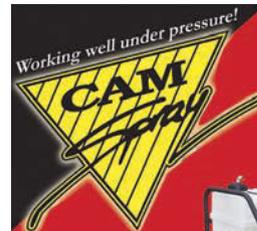
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# Hiring: Play Your Cards Right

Finding the best employees is no poker game; it's serious business **By Patrick Valtin**

**J**ohn was a successful physical therapist. With his practice expanding, he decided to hire an office manager and found the ideal candidate in Alice. She had the perfect resume – on paper, she was an “ace” – so he hired her the same day. But five months later, when he learned that Alice’s rough personality (undetected during the interview) was the major reason for his patients’ sudden lack of loyalty, he fired her. She sued him for breach of “implied contract,” as her probationary period was over. The court awarded her \$550,000, and John was forced to sell his practice in order to comply with the judgment.

There are four aces in hiring. However, it’s not about playing cards; it’s about picking people who will help you win. These aces are your most important “hiring cards,” or tools, yet they are not equal in value. You must know exactly what you want to measure and in which order to avoid John’s kind of experience.

Your four aces of selection are, in the proper sequence:

**Performance mindset.** This is your ace of diamonds. Detecting high performers is your top priority. The number one reason you hire someone is to get the job done — no matter what that job is. Most business owners and hiring managers evaluate candidates with their heart rather than with their head. Emotions control the process.

What you need to consider is this: (a) Does the applicant mention measurable results/achievements in his or her resume or job application? (b) Are there references to support those achievements? (c) Does the applicant provide practical, results-oriented examples of past performance? (d) Does the applicant feel at ease with your results-oriented questions?

**Willingness.** This is your ace of hearts. Many call it “positive attitude.” Some people are willing to work hard, learn more and do new things. Showing a positive attitude when problems arise can make the difference between hell and paradise in the working environment, especially when working in a team.

Willingness to learn, accept responsibility and exceed expectations is so important! When asked why they usually fire employees, only 9 percent of business owners said “inability to do the job.” But 69 percent of them cited attitude-related reasons such as absenteeism and tardiness, bad attitude or work ethics. The remaining 22 percent mentioned other attitude-related reasons.

These detectors can help you identify top performers with high willingness and the right attitude: (a) The applicant can easily provide on-the-job examples of situations where he or she had to demonstrate a positive attitude in order to solve a problem. (b) When challenged during role playing

or a simulation, the applicant shows a willingness to respond and solve the problem. (c) The applicant can show evidence of willingness when he or she had to solve problems in order to help a group.

**Know-how.** This is your ace of clubs. You want to have competent employees who can at least master the basic technical skills required on the job, whether you’re hiring a driver, a mechanic, a sales rep or a receptionist. In a 2010 national survey, more than 70 percent of managers revealed that recently hired high school students proved to be deficient in basic academic skills, such as grammar, spelling and written communication.

The best way to measure an applicant’s practical, nonacademic skills is to put the person to the test. Here are some important rules, no matter what the desired technical skills are: (a) Never trust the academic evidence of know-how in a resume. (b) Never rely on an applicant’s previous experience to demonstrate technical skill for your vacant position. (c) Don’t be afraid to put the applicant to a test.

**Personality.** This is your ace of spades. You should measure personality last – not because it is the least important criterion but because if you let yourself be influenced by a “nice” personality, it could mean trouble, big trouble! Never trust what you see during the interview. Too many employers fail to detect the difference between temporary personality and the lasting one.

Why is personality your ace of spades? If you play cards, you might know that the ace of spades is called the death card. Personality can be your hiring “death card” for two reasons: First, if you are influenced by an applicant’s temporary personality, chances are you will hire the wrong person. Second, you must detect those vital, job-related soft skills – such as the ability to be flexible, accept criticism and work under pressure – because they will determine success on the job.

The most effective approach in detecting job-related personality factors is this: (a) When you develop your job description, make a full list of soft skills vital to the job. (b) Honesty being a crucial soft skill, you can start checking it through resumes/job applications and phone screenings. If you have reservations, challenge the applicant on any nebulous topic during the interview, and use reference and background checks to confirm your doubts. (c) Ensure that you have prepared scenarios that challenge the applicant on each of your selection criteria. (d) Remember: people reveal themselves best when they are confronted with unprepared or unexpected situations.

Business is often a gamble, and the odds of success lean on your ability to judge the aces at your disposal. Don’t trust the poker faces who present themselves in interviews; know your hand so you can guarantee that the house will win. ■



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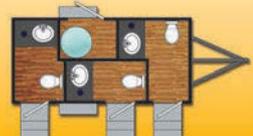


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## RULES & REGS

Rules and Regs is a monthly feature in *Pumper*. We welcome information about state or local regulations of potential broad interest to onsite contractors. Send ideas to editor@pumper.com.

# New Florida plan calls for massive government payout for septic tank replacements

By Doug Day and Sharon Verbeten

**R**eplacing failing septic tanks is one part of a broad bill to improve water quality in Florida. The \$380 million cleanup plan proposed by five lawmakers is expected to receive attention this year in the legislature. A septic tank inspection law passed three years ago was later repealed after public opposition.

As drafted, the new bill would require the state's Department of Environmental Protection and local governments to identify leaking septic systems and replace them - with the state paying the entire bill. The proposal would also require wastewater treatment plants to cut nitrogen from their effluent, require slow-release fertilizers for lawns, require best management practices for agriculture that are now encouraged but not mandated, and ban new water withdrawal permits if they would have a negative effect on water flow in springs, rivers and aquifers.

### Ohio

State health officials will try again to enact new septic standards, six years after their last attempt was rescinded when homebuilders and Ohio lawmakers complained they were too expensive. The new proposal would offer homeowners more and lower-cost options, according to the state's Department of Health.

The rules would require adequate amounts of soil in different regions of the state to treat home sewage. If soil is deemed inadequate for a new or replacement septic system, homeowners would have to install more-expensive treatment equipment or additional soil. The state feels it is necessary because Ohio's septic tank law, enacted in 1977, did not set a clear standard for how much soil is needed. The new rules would not force homeowners to replace working systems, but would apply to new houses and replacements for failed septic systems.

State data reveals 4,031 new septic systems were installed statewide in 2012; more than half were standard septic systems with an average cost of less than \$8,000.

### Idaho

The state Department of Environmental Quality is working on changes to its regulations on the design, construction and operation of septic systems. The revisions will address the installation and use of in-trench sand filters and the development, recording and surveying of septic system easements for local health districts in Idaho. ■

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Derrick Nelson, owner of Nelson Sanitation and Rental Inc., is shown while working at the Benton County Fair in St. Cloud, Minn. (Photos by Kathleen Purdy)

# HARD WORK MEETS OPPORTUNITY

Good things continue to happen for Nelson Sanitation and Rental as it serves a growing metro Twin Cities area **By Dee Goerge**

**A**n urban-to-rural population of about 200,000 in the northern reaches of the Minneapolis-St. Paul metro area has proven the perfect location for Nelson Sanitation & Rental Inc. to take root and grow over 30 years.

Jerome Nelson started the one-man pumping business in tiny Rice, Minn., in 1979, but through hard work, shrewd decision-making and a burgeoning market for its services, the company has enjoyed substantial growth. Second-generation owner Derrick Nelson recognizes a broad base of potential markets - construction, entertainment, recreation and residential - and sees a bright future through technology and further diversification.

## LONG DAYS, HARD WORK

Jerome Nelson was motivated to start the business during a layoff from his railroad job. A friend who owned a septic service company suggested he start his own business, so Jerome bought a 1959 International truck and outfitted it with a new tank and a gas-powered trash pump. His business grew by word of mouth, and for a few years he worked for both the railroad and himself. That meant many long days - and some unique requests.

*(continued)*

## Profile

**Nelson Sanitation & Rental Inc.**  
Rice, Minnesota

**OWNER:** Derrick Nelson

**FOUNDED:** 1979

**EMPLOYEES:** 6

**SERVICES:** Septic service, portable sanitation and storage containers

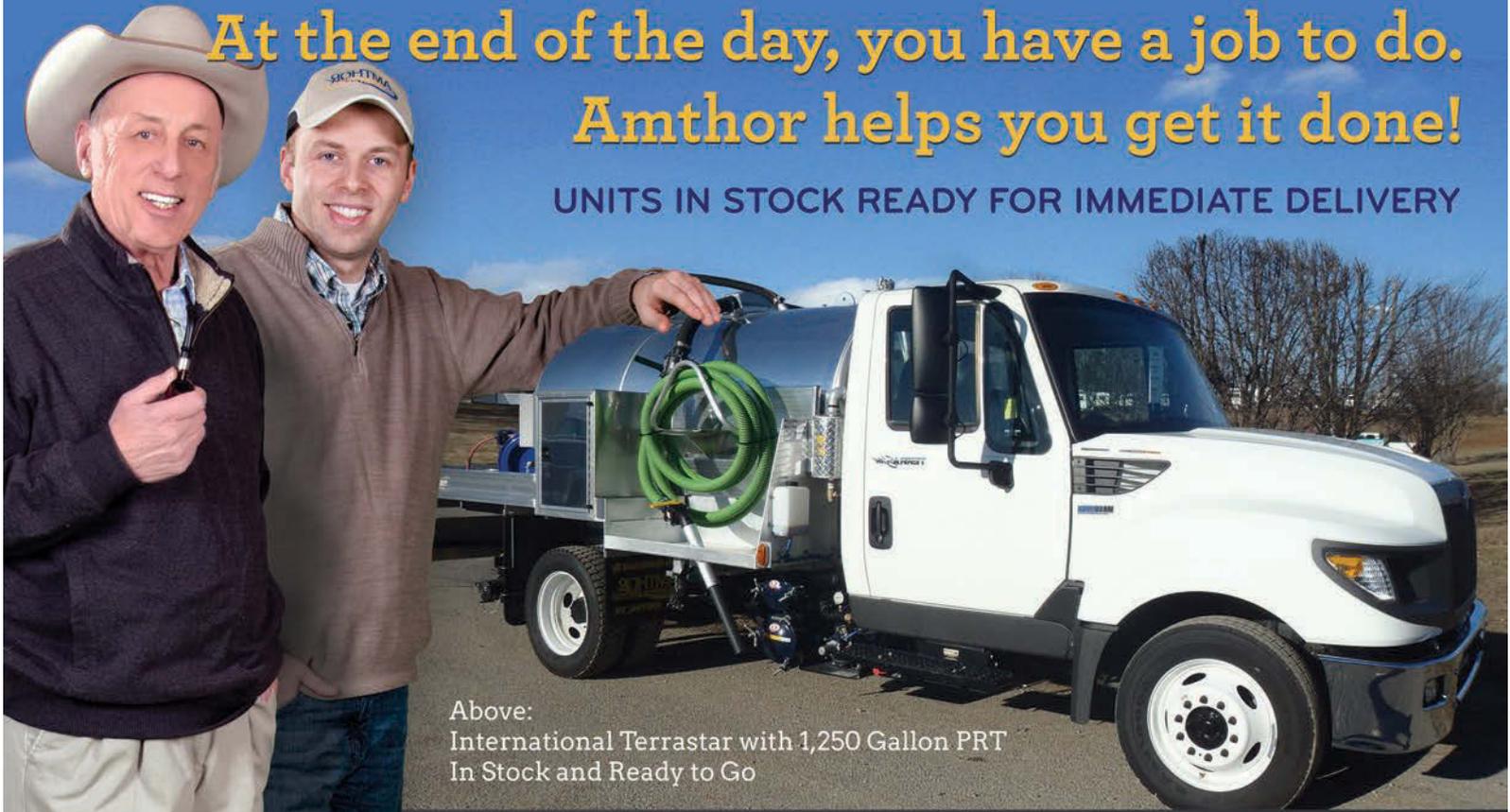
**TERRITORY:** St. Cloud, Brainerd and Northern Minneapolis-St. Paul metro area

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**Right:** The Nelson Sanitation & Rental Inc., team includes, from left, Randy Symanietz, Tyler Nelson, Lenny Meyer and Derrick Nelson.

**Below:** Derrick Nelson guides driver Tyler Nelson and his 2004 International truck from Engle Fabrication into place, while technician Lenny Meyer, with his 2008 Ford F-550 from Satellite Industries, looks on at the Benton County Fairgrounds.



“We used to pump a lot of dairy barns,” Jerome recalls. “Usually it was at 5 a.m. in the winter, and a farmer would call that a cow kicked off a water cup and the water flooded the gutters.” Barn cleaners were designed to handle solids, not liquids, so he would pump out the gutters.

The septic business grew as more people moved from city to country life – and so did the after-hours workload. And as licensing requirements and regulations mounted over the years, Nelson secured the necessary training and invested in new equipment. Portable sanitation was just starting to mature as a business model when the elder Nelson purchased four restrooms in 1994 as a way to earn extra money to put three sons through college.

Two sons went to college and on to new careers. Derrick, now 30, was the youngest and grew up with the business and stayed with it. “I started when I was 16, and we only had 40 to 50 units,” he recalls.

Jerome handled the septic side of the business. Derrick helped pump tanks in the fall and took care of the portable restrooms. Strictly providing pumping services, Nelson’s refers repairs and new system installations to other companies. Jerome retired in 2011, but continues to help out in the summer, delivering restrooms and pumping septic tanks whenever he’s needed.

“Back 20 or 30 years ago, people had old, rickety trucks and they just pulled in and pumped septs. Now everything is treated. We’ve got clean, knowledgeable people out there. We’ve got good trucks. We give people pointers on water use and everything else.”

— Derrick Nelson

sure we cleaned the restrooms.”

He watches for opportunities and reads local newspapers to find events and new construction. Nelson has established contracts with many construction companies, and about 60 percent of the restrooms go to construction sites. He also contracts with city celebrations and large events. With all the marketing, the company has grown to keep an inventory of 900 restrooms.

### GOOD WORKERS, CLEAN FLEET

Quality starts with good equipment and clean equipment, according to Nelson. And employees understand the company’s high standard for personal and equipment appearance, timeliness and quality work. Nelson makes random checks to make sure standards are met. By offering competitive wages, along with health and retirement benefits, the company has little turnover. The full-time workers have been with the company five years or more.

### GROW AND DIVERSIFY

In 2010, Derrick purchased the portable restroom division from a local rental company, and a year later he invested in new portable storage containers. By 2012, he recognized he had to cut back or grow. He grew by hiring a full-time manager to help with sales and office work. It was a good decision that boosted business.

Nelson has always been proactive. Initially the portable restroom rentals went to area parks and weekend events. “I went out there and started getting city bids, then construction companies,” Nelson says. “We were competitive with new restrooms, and we made

(continued)



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## A helping hand with marketing

Derrick Nelson, owner of Nelson's Sanitation & Rental Inc., remains vigilant about tracking down potential clients, but since hiring Amanda Gunther as manager in 2012, he doesn't have to block out work time to make sales calls. Contacting new customers is one of her jobs.

Gunther had been familiar with Nelson's business, and was frustrated with an inability to advance in her career at a local bank. With a finance degree and a minor in marketing, she preferred to work in sales and marketing. The timing was perfect when Nelson offered the job.

"Derrick just had his hands full. He was in the truck, looking for work, doing the billing and trying to keep up on payments. He didn't have the time to do everything, and he didn't want to have his customers neglected," she says.

Now she answers customer's questions, takes care of the bookkeeping, makes calls to potential customers and helps Nelson look for ways to tap into new markets. She rode with Nelson a couple of times to better understand the job, and by working as a team, the business grew significantly in 2012.

"I like the challenge," Gunther says. "They've always grown, even in bad times, but it's nice to see them grow more. It's nice to be the person behind the scenes contributing to all of that."

This year, building the septic pumping side of the business is the main focus. Gunther ran three newspaper ads at the end of 2012 with coupons for septic pumping, which paid dividends when drainfields froze over the winter and homeowners needed their tanks pumped. The ads ran again in the spring, and Gunther sent out reminder cards to customers who hadn't pumped their tanks in awhile.

"It's nice to have her input," Nelson says. He appreciates the time it has freed up for him to focus on quality customer service, and in turn, keep the business successful.

To make their work easier Nelson invests in up-to-date equipment.

Most of the company's restrooms are Satellite Industries Tufway models equipped with hand sanitizers. They also carry High Tech II restrooms, sinks including The Breeze, The Wave, and Handistand, and 300-gallon holding tanks, all from Satellite. The used restrooms he purchased from the rental business are all green - PolyJohn Enterprises and Satellite units.

Nelson and employees fabricated frames to transform standard units into what they call the "Flyer." The Flyer units are moved by crane and used by roofing and construction companies working on multistory buildings. The St. Cloud Hospital rented 25 units during a remodel/expansion project.

Nelson's has an inventory of 20-foot and 40-foot storage containers. Contractors use them to keep construction sites clean and to prevent thefts of tools and materials such as copper. A 2003 Landoll Corporation trailer and 2003 Volvo semi tractor transport the containers. He also uses the trailer to move skid-steers and large construction equipment as an extra service.

The fleet of vacuum trucks includes two for septic pumping: a 2004 International 4300 with a 2,800-gallon steel tank from Engle Fabrication LLC, and a 1999 International 4900 with a Satellite 2,000-gallon steel tank, both with Masport pumps.

"I plan to buy another truck to cut back on overtime," Nelson adds. With one more route, workers will have more reasonable hours, and customers

will have their septic tanks pumped in a timely manner.

The trucks for portable sanitation service include: three 2008 Ford F-550 trucks from Satellite with 650-gallon waste/300-gallon freshwater steel tanks, and a 2004 Isuzu truck with a 650-gallon slide-in, steel tank from Imperial Industries. All the trucks have Masport pumps.

An assortment of locally fabricated trailers transport four, eight, 14 and 20 portable restrooms.

The fleet will have a new home on 5 acres in Rice, just off the main highway. The business is outgrowing the current shop on its 1 1/2-acre lot. Nelson purchased the larger acreage and plans to build a much larger shop and office.

“You think you know the fastest route, but when we switched over to GPS we saved 30 to 40 miles on every route. I was surprised.”

— Derrick Nelson

### HIGH TECH

Besides cleanliness, Nelson appreciates technology. In 2005, he purchased laptop computers and installed a GPS program developed by his computer programmer brother Chris for the restroom service trucks, so drivers have each day's routes mapped in front of them. More recently he upgraded with Clear Computing to benefit from the software's full range of services.

"You think you know the fastest route, but when we switched over to GPS



**Right, top:** Technician Lenny Meyer washes down a restroom at the Benton County Fair during a service route.



**Right, bottom:** Technician Tyler Nelson pumps waste into the septic system near Rice, Minn., using an International truck built out by Engle Fabricating.



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we saved 30 to 40 miles on every route," he says. "I was surprised."

To promote the business, he and Chris designed a website in 2005. In 2011 they made several upgrades, including a user-friendly shopping cart. Potential customers can view the restrooms, sinks and storage containers and click on the models and numbers they want to get an itemized quote.

"It works really well and gives us the edge a little more," he says. Besides the company's presence online, Nelson continues with traditional advertising in the phone book and newspapers.

Amanda Gunther, the manager, frees owner Derrick Nelson from some of the office duties.

### BUILDING PROFESSIONALISM

The business has changed greatly since Jerome Nelson started out nearly 35 years ago.

"Back 20 or 30 years ago, people had old, rickety trucks and they just pulled in and pumped septs," Derrick Nelson says. "Now everything is treated. We've got clean, knowledgeable people out there. We've got good trucks. We give people pointers on water use and everything else."

Between quality service, technology and office help, Nelson expects the company to continue to grow and "to change the way people view the septic service business." ■

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# The Vacation Blues

## How do one-worker, one-truck pumpers handle operations when they're going to be away from the office for a few days?

*This feature in Pumper reports noteworthy conversations that take place at the Pumper Discussion Forum, an online forum for industry professionals found at [www.pumper.com](http://www.pumper.com). Pumper Discussion enables exchange of information and ideas on septic and drainfield installation and maintenance, trucks and equipment, portable sanitation, chemical and additives and much more. Information and advice in "Overheard Online" is offered in good faith by industry professionals. However, readers should consult in depth with appropriate industry sources before applying such advice to a specific business situation.*

### QUESTION:

We have a destination wedding coming up; our friends are getting married. I run the truck and the business by myself. I've told the installers who use me via letter. Let's say we leave Monday morning.

I'll just change the message to something polite on Saturday night and turn off call forwarding because all calls are forwarded to my cell. I'm not dealing with that.

I'm interested to see what others do in this situation. Leave and hope for the best? I know my good customers should be fine; they care for their systems. I also know you're going to get those few arrogant messages such as "I guess I'll call someone who wants to work." I just don't want to have this in the back of my mind. Any advice?

### ANSWERS:

Since I'm a one-man band, I have the same problem. The only time I go away is for the Pumper & Cleaner Expo. But when I go, I have another pumper who covers for me. I trust him. He is also a one-man band. So I cover for him as needed. It works out good.

I have some holding tanks that have to be pumped once or twice a week. So I can never really leave without making sure they get done somehow.



I send all of my customers a reminder card to tell them when they are due, and add a note with any days I will be closed for vacation. Most of my clients have been regular customers for many years. (It helps having been in this line of work for 45 years.) I have never lost a job from an established customer. If I do lose a job, it's not the end of the world. I have never seen a tombstone that said, "I wish I would have spent more time at work!"



I'm taking a couple of days off myself. As I only have one number - my cellphone - I will be fielding calls when I have a moment. I do have a guy that used to work septic that I can get to cover for me in case of a real emergency. Most of the rest I will just be telling I am booked solid until I get back. Will I lose a couple of jobs? Probably. You can't get them all.

My only real worry is one customer that, if they go down, it is a drop-everything-and-come-running situation. But they don't break down very often. The last time it was 10,000 to 12,000 gallons a day for 19 days. That was a once in 10 years type of thing, but you never know. A guy can go crazy worrying about it all. Plan the best you can, hope a bit and try to enjoy yourself. ■

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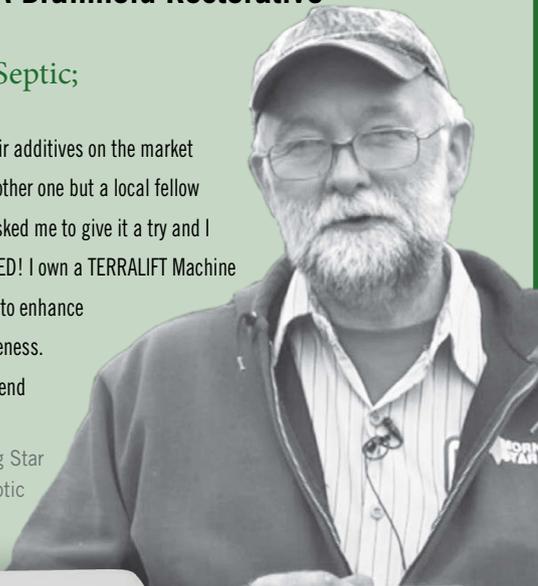
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Briana Jones is a digital editor for COLE Publishing.

# Pay Now or Pay Later

Federal fuel efficiency rules may be extended for work trucks beyond 2018. Would the sticker shock from new truck technologies be offset by more miles per gallon in your service vehicles? **By Briana Jones**

The Obama administration has announced it will seek to extend fuel efficiency regulations for medium- and heavy-duty trucks for models beyond 2018. The second phase of the fuel efficiency standards will again target air pollution reduction for the trucks that carry septic service vacuum tanks.

The 2011 fuel standards applied only to truck models for the years 2014 through 2018, calling for a 20 percent reduction in heavy-vehicle emissions by 2018. According to an article at LATimes.com, experts estimated manufacturers would need to boost fuel efficiency for trucks to an average of 8 mpg to meet the new standards.

Take a look at this example to put it into dollars and cents. Your current truck, we'll call this truck A, gets 8 mpg and costs \$100,000. If you drive 100,000 miles annually, you use 12,500 gallons of fuel. Let's say diesel fuel costs \$4 per gallon, which means you pay \$50,000 in fuel costs per year. If you

run the truck for 10 years, the total cost for fuel is \$500,000.

A new truck, truck B, gets 16 mpg under the fuel efficiency standards, and costs \$125,000, assuming a 25 percent price increase. If you drive 100,000 miles, you use 6,250 gallons of fuel. At \$4 per gallon for diesel fuel, you pay \$25,000 in fuel costs per year. If you run the truck for 10 years, the total fuel cost is \$250,000.

The total cost to purchase and operate truck A for 10 years is \$600,000, and the total cost to purchase and operate truck B for the same time is \$375,000. So, paying \$25,000 more up front for a new truck saves \$225,000 over a 10-year life of the truck.

## REDUCE DEPENDENCY

The Obama administration's belief is that tightening restrictions on carbon emissions from trucks will cut back on overall pollution, reduce the nation's dependence on foreign oil and save consumers money.

Heavy-duty trucks are the second-largest source of transportation greenhouse gas emissions, according to the U.S. Environmental Protection Agency. Extending the program beyond model year 2018 will essentially further reduce fuel consumption with more advanced technologies.

The President requested a first draft of the regulations for medium- and heavy-duty trucks by March 2015, and ordered the EPA and U.S. Department of Transportation to finalize the rules a year later.

In a White House press release, President Obama said new tax credits would be offered "both for companies that manufacture heavy-duty alternative-fuel vehicles and those that build fuel infrastructure so that trucks running on biodiesel or natural gas or hybrid electric technology, will have more places to fill up."

Updated medium- and heavy-duty trucks with advanced — greener — technology could translate to higher sticker prices for consumers, but price has, and always will, factor into your truck-buying decisions. Or when you buy anything for that matter. Now you might just have to consider the costs of upgrading to cleaner vehicles, but remember, you will also be helping to decrease greenhouse gas emissions.

Required increases in fuel efficiencies benefit everyone, especially those business owners who want to increase profitability. And who doesn't want to make more money? Based on the above example, your fuel-efficient fleet will make you more profitable, and at the same time perhaps attract customers looking for an environmentally friendly septic business.

As a business owner who invests in dump trucks, equipment-hauling medium-duty flatbeds or vacuum trucks, do you favor or oppose a plan that reduces emissions, raises mpg standards and adds to the price of a truck?

And do you think the increased mpg standards offset the new truck price tag? ■

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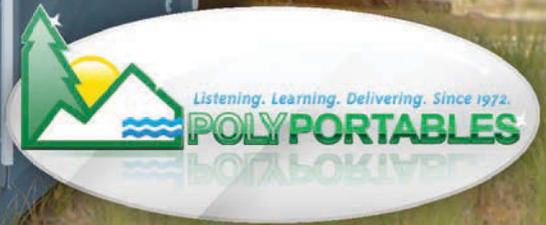
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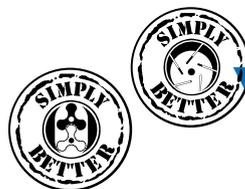


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Tom Bell poses with his two restored Pontiac GTO early muscle cars. Bell finds most of his old cars while running portable sanitation routes through his Pennsylvania territory. (Photo courtesy of Tom Bell)



## Flexing Their Muscles

**When they're not running a vacuum rig, this Pennsylvania father-son pumping team is out in the gearhead garage working on their latest 1960s big-block beast** *By Ed Wodalski*

**T**om Bell, 61, estimates he owns between 20 and 25 classic cars, trucks and motorcycles. His son Shawn, 31, a hobbyist in his own right, puts the figure closer to 30. "We bring home cars and trucks like other people pick up stray dogs and cats," Shawn says.

Behind every vehicle, there's a story to tell. Like the time Tom, co-owner of Bell's Sanitation Services in Grove City, Pa., sold his prized 1970 Z-28 Camaro to buy an engagement ring or the septic pumping job that cost him \$37,000.

"I've always been into cars," Tom Bell says. "I would rebuild cars and buy and sell; that's how I'd finance my hobby."

### TRACKING THE ELUSIVE GOAT

Bell's collection includes '73 and '93 Corvettes, but he loves retelling how he came in possession of two rare 1964, first-year-model Pontiac GTOs.

A girl named Trisha attended school where he worked as the principal at the time. She rarely talked but one day asked if he liked cars. She said her dad had three 1964 GTOs and they were pretty nice. But before Bell could see them, Trisha left the school.

That might have been the end of the story except for a chance call from a man in a neighboring town needing his septic tank pumped. Generally Bell, who watches his mileage, would have refused the job, but circumstances were going to bring his truck nearer to the customer that week.

"The gentleman never gave me his name," Bell recalls. "When I pulled in there was a two-car garage and four cars in the driveway." Finished pumping

the septic tank, Bell knocked on the door. A woman answered and he asked her name. "Evanoski," she said. Trisha was her daughter.

Bell explained how he had been the principal at Trisha's school. Short story: Bell spent \$37,000 to buy two GTOs that day.

Bell's collection also includes two Chevy Camaros, two Ford Mustangs, a Volvo, a '79 Volkswagen Beetle convertible and a '71 Volkswagen bus, several Mercedes Benzes and a '48 Chevy flatbed truck. Two-wheelers include a '71 Honda Trail 90 and 1974 Yamaha motorcycle with 800 original miles.

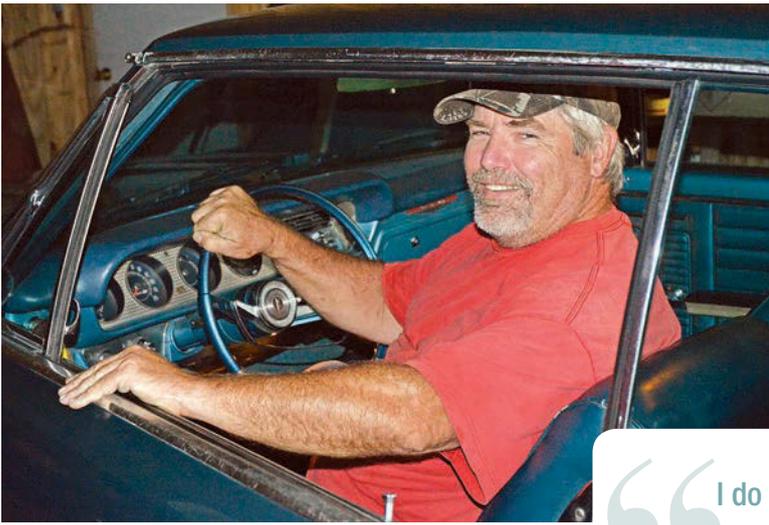
### FOUND ON RESTROOM RUNS

"We have a '96 Mustang Cobra Shawn and I bought last year, and I just bought an '86 Dodge Aries K-Car station wagon. I have a 1982 Chevette diesel. We have trucks. I have a '69 International, four-wheel-drive pickup with 33,000 original miles we found in the middle of Pittsburgh. Shawn has an International Scout and several farm tractors."

Bell finds most of his vehicles while traveling rural roads delivering portable restrooms. "We see them sitting in people's yards or in people's barns," he says.

The collection, valued at between \$150,000 and \$200,000, is stored in two garages at Bell's house and another across the street. Two years ago he purchased a 3 1/2-acre lot for the restroom and septic business, which came with a four-bay garage. Shawn also has a garage at his house, but the busy April through September restroom season doesn't leave much time to tinker.

"I do make some car cruises but in the summertime we work seven days



Tom Bell is shown behind the wheel of a prized 1964 Pontiac GTO, one of several cars in his collection. (Photo by Ed Wodalski)

a week," Tom says. "I have restrooms to clean and a lot of times I'll be picking them up on Sundays from different events."

Bell says he started the restrooms business on a whim about 10 years ago with 10 units and a slide-in tank. "Don't ask me why, but all of my life I wanted to own a portable restroom business," he says.

"I started looking around and there wasn't anyone in our immediate area. There were people servicing the area, but there was really no one in our county that did portable restrooms. I had an old 3/4-ton Dodge, and that's how we started," he says. "I'm still using that pump and tank today [350-gallon waste/150-gallon freshwater with Conde pump (Westmoor) and Honda motor]."

Bell also has a restroom trailer, eight ADA units and three hand-wash sinks. "I tell people, anybody can put a restroom in your yard, but it's the service that counts." Bell's truck fleet includes a 2008 Ford (600-gallon waste/300-gallon freshwater) and 2005 Ford F-550 with Progress aluminum tank (1,350 gallons) built out by Satellite Industries, and a 1997 GMC 3500 four-wheel-drive pickup with a 350-gallon waste tank and 275-gallon freshwater tote. Tom and Shawn built out the septic truck they use - a 1991 Chevrolet Kodiak with 2,300-gallon tank.

### SMALL PUMPING OPERATION

"Shawn has always been mechanically inclined," Bell says. "He's very interested in trucks. He does lift kits on four-wheel-drive vehicles. He modifies trucks; he customizes them - wheels, tires, whatever people want. He still does that on the side. It's kind of a hobby for him."

In 2011 Tom added septic pumping to the business after retiring as assistant school superintendent.

"We're a small operation; just two of us," he says of the approximately 200 PolyPortables and Armal units in inventory.

The racing bug has also bit Bell over the years. He and pumping competitor Jerry Schaffer, owner of Approved Toilet Rentals in Ellwood City, Pa., sponsor rival race cars on the dirt tracks of western Pennsylvania and Ohio. "We have a lot of fun with that. It's always the battle of the restroom companies, and both of our drivers are pretty good."

Bell says his love of cars stems from growing up in the muscle car era. "There were Hemis, Road Runners, Chargers, Boss Mustangs. It was the golden age of performance," he says of the 1960s. "When I graduated from high school, I hate to say it, but I probably wasn't the most studious person and I was having trouble getting into college."

That's when fate stepped in. A nearby college needed a wrestler. Bell

had wrestled at 180 pounds and decided to give it a try. He did fairly well, but after one year transferred to Slippery Rock University, where he met his future wife, Kathy.

Tom also owned a 1970 classic copper and white Z-28 Camaro with 350 V-8 engine (360 hp) and four-barrel carburetor. It was a gorgeous car, but in 1977 Tom needed money to buy an engagement ring and land for a house.

### IN SEARCH OF THE ROAD RUNNER

Years later, Bell bought the car back. "It's been a slow [25-year] process, but I've almost got it done," he says. "We're putting the interior in now." It's one car Bell will never sell. "It's the car my wife and I went out on our first date in," he says.

While Tom likes old and unusual cars, Shawn likes things that move - fast. Topping the list is his 2010 Ford pickup with 6.4-liter diesel engine. "It's probably the most powerful thing I ever drove," he says. It has 550 horses and 1,170 ft-lbs of torque. Shawn would like to see 1,000 horsepower some day.

Despite his ever-growing collection, Tom Bell is always on the lookout for a 1969 Plymouth Road Runner. Why? "When I graduated from high school I was going to buy one, but I ended up buying a Plymouth Fury 111 instead. But I want a 1969 Road Runner. That's on my bucket list." ■

"I do make some car cruises but in the summertime we work seven days a week. I have restrooms to clean and a lot of times I'll be picking them up on Sundays from different events."

- Tom Bell



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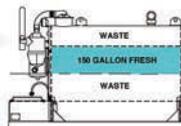


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Erik Gunn is a business writer in Racine, Wis. Readers may direct inquiries to him by contacting this publication at 800/257-7222 or e-mailing editor@pumper.com.

# In Sickness and Health

Wellness programs are easy to set up, cheap to run and can save you money in the long run **By Erik Gunn**

**H**ealth benefits to cover your employees when they're sick are a necessary expense. But have you ever thought of doing more – encouraging them to make healthier choices?

A workplace wellness program is no substitute for a health plan, but over time, it could help you reduce your benefits costs. And it pays off in other ways, too.

Employers who offer wellness programs report reduced sick time, heightened productivity, and even a boost in morale and teamwork, says Julie Stich, research director for the International Foundation of Employee Benefit Plans. The Wisconsin-based organization conducts research and advises employers on benefit trends and practices.

In a 2012 survey of more than 500 International Foundation members, 70 percent reported some kind of wellness program, Stich says. They're especially common at big companies, which often hire outside vendors to provide them. Health insurers sometimes offer wellness programs to the companies they serve, too – either as part of the benefits package or as an add-on.

But wellness programs aren't just for large employers, Stich says. They don't have to be complex or costly – and you don't even have to hire an outside consultant to put one together.

"There are some easy, less complicated things a small employer can do, things that can make a difference," she says. "You can start small and build from there."

## EIGHT IDEAS

So where do you start?

### 1. Healthy snacks

"It can be as simple as making sure that in the vending machines there are healthier choices available," says Stich. Cut back on the sodas and add bottled water. Replace some of the candy bars with lower-fat or sugar-free varieties.

### 2. Lunch and learn

Your local health clinic or hospital probably has a speakers' program that can send experts out to talk to the public: the hospital dietitian on healthy eating, an internist on preventing colds, or a physical therapist on preventing exercise injuries. Schedule them during the lunch break and encourage employees to attend. If you ask several different organizations, you can probably get enough topics and speakers for a monthly event.

### 3. Encourage exercise

"You can buy everybody who works for you a pedometer so they can track how many steps they take every day," says Stich. Just the awareness will motivate some people to get up and move more.

If you wish, turn it into a low-key contest, awarding an inexpensive gift card to the person with the highest pedometer reading every quarter. (You might want to create categories of competitors, so people whose jobs keep them at their desks – the office help – aren't always "losing" to people in the field whose work has them moving around all day.)

### 4. Screenings and shots

Once again, turn to local health providers. Host a health screening afternoon with nurses or other professionals who come in, take employees' blood pressure and offer other simple assessments. Even some employees with health insurance probably haven't made a habit of getting an annual physical from their doctor. This could help spur them into doing so.

Ask your local Visiting Nurses Association (<http://vnaa.org>) about providing annual flu shots. Some employers choose to partially or fully subsidize the cost to encourage participation; the expense might be worth it to prevent just a few absences of three, four or even more days in the heavy flu months.

### 5. Kicking butts

Local chapters of the American Lung Association ([www.lung.org](http://www.lung.org)) or the American Cancer Society ([www.cancer.org](http://www.cancer.org)) can set up a program to help smokers in your workforce kick the habit.

### 6. Paring off the pounds

Weight Watchers and other weight-loss programs often set up work site-based programs, meeting after work or during breaks. Some might discount fees in return for the chance to enroll a group of people at once. Some employers choose to subsidize enrollment, but nothing says you have to.

### 7. Room to move

Workplace fitness centers are becoming popular with some employers. They don't have to be big or sport Olympic-sized swimming pools – or any pool at all. They don't even have to have expensive weight machines. It may be enough to put a walking trail on the property and encourage employees to use it during the lunch break. Even a sidewalk around the perimeter of the building can suffice.

"It's good to get out in the middle of the day," says Stich, a regular user of the walking trails that her own employer has put up at its headquarters.

If you want to do more, consider offering classes in everything from aerobics to yoga. Look for qualified teachers at the local YMCA or other fitness organizations. Or see if a local fitness center will discount monthly fees for your employees. If your cash flow permits, you might offer to subsidize the fee as an employee benefit.



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**2011 Mack Granite  
Tri Axle 4,600 Gal. Pres Vac Truck  
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CMack MP-8 @ 505 hp, Mack air ride, Eaton 10 spd., 18K/20K/46K axles, super single air up/down pusher, grounding cable, Galyean 4,620 gal. steel vac tank with 20" manway and valve heaters, Jurop rotary vane pres/vac pump, hose trays, ac/jake/cruise, electric windows and door locks, heated mirrors, block heater, catwalk, 5.38 ratio, 207K miles showing, 292" WB



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## 8. Kick it up a notch

A little competition, like the pedometer contest, can stimulate interest. If you want to expand on that, consider all kinds of friendly health and fitness challenges for participating employees. Award points for reporting healthier eating habits, attending those monthly health talks, or taking part in an exercise program, for example. Winners can get simple prizes, or even a slight discount on the employee portion of the health insurance plan premium.

There is almost no limit to the sorts of wellness programs you can offer. Purchase some fitness DVDs for employees to borrow and watch at home. Have a healthy recipe "taste-off" during lunch, or pick a special day when you ask everyone to bring a salad to pass.

Try an offbeat fitness initiative: Last summer, says Stich, the benefits foundation had an employee bocce league. The Italian lawn bowling game was infectious – even people who didn't join a team kept track of the standings.

Creating a team of interested employees to organize and run the wellness program can spark interest. "The more involvement you get from the people who are participating, the more you can build participation," Stich says. Remember, though, that "not everyone participates." And there's nothing wrong with that.

There is one group you do want to take part – you and your top management. If employees take seriously your encouragement to use the fitness center but never see the supervisor there, "the message gets mixed

then," Stich says. "The more buy-in you get from your leadership, the more participation from employees there will be."

## THE PAYOFF

It isn't easy to measure the profit from wellness programs – and you won't see it overnight. "You can't start a program in November and know by December how much money you've saved," says Stich. "There's usually about a three- to five-year time frame before you can measure the cost impact."

Fewer than one employer in five that the foundation surveyed tried to measure their return from wellness initiatives. But in a follow-up survey, she says, those who drilled down to that level reported saving two to three dollars on average for every dollar they spent on wellness.

Savings, she adds, isn't just measured in the dollars your health benefit plan pays out. "If you've got a healthier workforce, they'll be coming to work," Stich says. "They'll need less time off because they're sick. And if they're feeling good, they'll be more productive for you. That's part of it too."

Help your people live healthier lives, and your bottom line will be healthier, too. ■

“ There are some easy, less complicated things a small employer can do, things that can make a difference. You can start small and build from there. ”

**Julie Stich**

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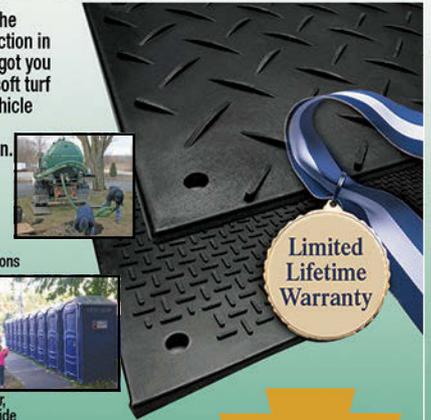
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Jim Anderson, Ph.D., is an emeritus professor at the University of Minnesota Department of Soil Water and Climate, education coordinator for the National Association of Wastewater Technicians, and recipient of the pumping industry's Ralph Macchio Lifetime Achievement Award. Email Jim questions about septic system maintenance and operation at [editor@pumper.com](mailto:editor@pumper.com).

# The Disease Shield

Follow these tips to create an effective barrier between you and the myriad of waste-borne pathogens lurking at your next septic service stop **By Jim Anderson**

Last summer, I taught an inspection course on behalf of the Indian Health Service for tribal members from Minnesota, Michigan and Wisconsin. They were interested in the training because they were about to institute an inspection and inventory program on tribal lands. Several questions prompted the training: What types of systems are on their lands? Are they operating properly? And how large a job is it to replace or repair failing systems?

This information will be used to create a plan within each reservation to systematically upgrade onsite systems. I had more than a professional interest in these activities because my lake cabin is within reservation boundaries. The class, though relatively small, included some experienced wastewater treatment system operators and new and inexperienced people. The focus of the class was on inspection procedures, but those just starting out asked the question: Are there things I should be worried about from a personal safety perspective?

The obvious answer here is yes! As we become more experienced in the industry, we have a tendency to take safety issues for granted and not worry enough about them. So this is a good opportunity to remind ourselves about the risks we encounter every day and measures we can take to prevent problems.

## PROMOTE TRAINING

There should always be the opportunity and willingness to take training courses on health and safety issues for businesses and individuals who conduct inspections. This can include everything from Occupational Safety and Health Administration (OSHA) training on excavation and workplace safety to general health and safety and first aid courses conducted by your local state Extension Service or health services offices. Safety presentations should be a part of state association conferences and education events. It is your responsibility to know the rules and regulations that impact your business.

One other point before looking at some safety specifics: You should provide employees with a health and safety document. This should cover all aspects of your business. Having the document and an active training program will protect you, your employees and customers. From a regulatory standpoint, this will help with health and safety audits. Consult with your agency representatives to see what is required.

One of the first concerns voiced at the Indian Health Service workshop was the potential for exposure to disease by working around sewage. Domestic sewage can contain pathogens and disease-causing organisms including bacteria, viruses and protozoa. Examples of bacteria-caused diseases are E. coli infection and bacterial dysentery, viral diseases like polio

and hepatitis, and those caused by protozoans such as amoebic dysentery. These are all good reasons to be careful as the system is opened and probed. This is also an area where, over time, we become less squeamish and unconcerned about the potential for sickness. Just because things become routine, we shouldn't let our guard down during an inspection. Here are some suggestions for avoiding problems due to pathogens.

**Always wear rubber gloves.** This is often difficult because gloves get in the way of opening things and it is easy to become frustrated and remove them. Another point is that leather gloves do not make for good protection because the bacteria and viruses can stay in the leather, creating an ongoing risk for sickness.

**Keep your hands and fingers away** from your mouth, nose, eyes and ears, which are all places or paths for infection. Before eating or smoking wash your hands thoroughly. Treat any cuts or scratches immediately using an antibiotic and protect the area from contact with sewage.

**Change clothing and shower immediately** after work; a good strategy is to wear coveralls that can be put on and taken off at the site and kept in the back of the truck or trailer, away from the cab.

**Wash work clothes separately** from other household laundry. This goes not only for clothes but towels or rags used during work. They should be washed in hot water, preferably with a chlorine bleach for disinfection.

**Have your immunizations up to date.** These would be for typhoid, polio and hepatitis.

**Have a first aid kit handy** as well as a supply of insect repellent and hornet and wasp spray.

**Have alcohol-based waterless hand cleaners** along with antibacterial soaps and hand-wipes to use when washing hands when possible until leaving the work site. These can be used until you're back at home or the shop where hands can be thoroughly washed.

## CONSIDER YOUR EQUIPMENT

We often don't think about the equipment we use, such as sludge judges, probes, hooks and soil augers, which can come in contact with the sewage. These implements should be cleaned away from houses, water sources and human contact. If appropriate, they can be washed into the septic tank. I always recommend technicians maintain a hose dedicated to this on the truck so they don't need to rely on the homeowner's hose and needlessly expose customers and their families to potential pathogens. Back at the shop, the tools can be washed in a bleach solution.

Next month we will look at some of the other safety issues onsite and pumping professionals need to keep top of mind. ■

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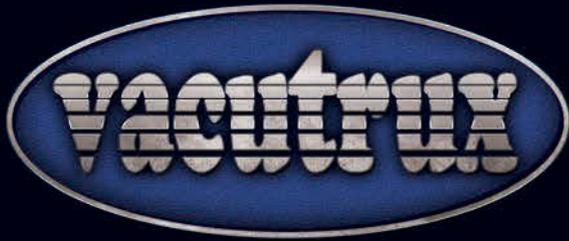
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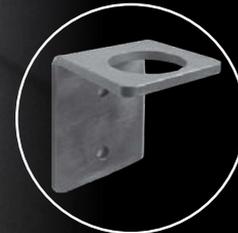
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# Joining Forces

In Wisconsin, pumpers and installers work together for the betterment of the decentralized wastewater industry **By Doug Day**

Like many state industry associations, the Wisconsin Onsite Water Recycling Association provides many continuing education opportunities for its members. For those who strive to excel in their profession, WOWRA also offers a two-day course that goes beyond the basics of onsite wastewater and gets into ethics, customer relations and professionalism.

Since February 2012, George Klaetsch and Katie Boycks have managed WOWRA as executive director and association manager, respectively. WOWRA was formed in 1974 to represent installers in the Badger State as well as soil testers, designers, manufacturers and related governmental and education personnel. Through Klaetsch Public Affairs Strategies, the two also represent the state's Wisconsin Liquid Waste Carriers Association (WLWCA), and Wisconsin Precast Concrete Association (WPCA).

While the groups have individual issues and interests, they usually converge somewhere along the line.

## What impressed you most when you took over the management function?

**Klaetsch:** About five years ago, WOWRA created the Private Onsite Wastewater Treatment System [POWTS] Evaluator Training and Certification Program. It is totally voluntary; there is nothing in state laws or rules that require onsite professionals to take the course. It is for those who want to become stronger and build their expertise in the proper techniques for conducting evaluations of private onsite wastewater treatment systems. About 50 people have been certified. We're now doing outreach to the Upper Peninsula of Michigan because onsite professionals there have expressed some interest.

**Boycks:** It also helps create consistency when evaluating POWTS. One day is classroom work; the second day is spent out in the field evaluating actual systems. It covers ethics and requirements, evaluator/client relationship and responsibilities, evaluation procedures from data collection through final reports, and procedures for evaluating POWTS. They have to pass an exam to receive certification and an ID card they can display to show customers that they've taken the extra step to excel in their profession.

**Klaetsch:** It was created from the ground up by four WOWRA members: Todd Stair, Rick Apfel, Rich Halverson and Susan Schambureck. They

created everything from the curriculum and instructional material to the test and procedures needed to offer 16 continuing education credits to help onsite professionals excel. The certification tells everyone in the housing industry, installers, pumpers, home inspectors and real estate agents, that the resident of that home can be confident and secure in the knowledge that their POWTS is operating correctly.

## You are relatively new to WOWRA; what stands out to you at this point?

**Klaetsch:** The ability of the membership to coalesce during the time of the transition. The board of directors, and a tremendous number of members, were very dedicated and loyal to the organization. It took a lot of time to select a new management firm, move the offices, and do all the work needed like changing checking accounts, transferring the books and website. We had to rely on them, especially President Aaron Ausen. They were very patient and willing to work with us.

## What does your WOWRA membership look like?

**Boycks:** We have 152 members, primarily installers, with a few pumpers. We have 22 associate members who are mainly suppliers. We provide them with an electronic newsletter every two weeks along with a quarterly newsletter that gets mailed to them.

Our annual winter conference is held in January in association with the liquid waste haulers group. Attendees can get a combined 28 continuing education credits for both the Department of Safety and Professional Services and the [state] Department of Natural Resources.

## How about the other two organizations you manage?

**Boycks:** WLWCA has 172 members and there are 55 in WPCA. WLWCA is doing a great job with their summer conference, which is a new approach versus the classroom training they did in the past. For the past two years, they've held the conference at



Reach George Klaetsch and Katie Boycks at 608/441-1436 or info@wowra.com.

“About five years ago, WOWRA created the Private Onsite Wastewater Treatment System Evaluator Training and Certification Program. ... It is for those who want to become stronger and build their expertise in the proper techniques for conducting evaluations of private onsite wastewater treatment systems.”

- George Klaetsch

trucking companies and received hands-on training on brakes, blowers and doing truck walk-around inspections. They also had stations for continuing education credits on testing, calibrating and logging pH meters and test strips, understanding pH meter temperature correction, and when to repair or replace different types of valves.

WPCA is doing something new this year by providing rigging and signaling training for compliance with OSHA [U.S. Occupational Safety and Health Administration] regulations. We are bringing in an outside trainer to train company reps who can then go back and train the rest of the employees at their shops.

**What are your main membership services?**

**Klaetsch:** The primary services we provide for all three groups are programming, information and legislative representation. Programming for WOWRA includes access to around 60 total CEUs a year that can be applied to maintaining their certifications. Our information resources include what's happening at the state capital or within the regulatory agencies, and lobbying on behalf of our members. We cover the state legislature and administration, so that includes other issues like worker's compensation and unemployment. We also have a political involvement program called Wisconsin Industries for Environmental Protection. It is a conduit program; members voluntarily donate money and can direct their funds to the campaigns of candidates of their choice. It is done jointly with the waste haulers and precast concrete groups to represent the entire onsite wastewater community.

**It is interesting that you manage all three groups. Are there benefits to that?**

**Klaetsch:** There really are. It gives us a really strong understanding of how the installer and pumper businesses are interrelated and we have a better appreciation of the manufacturers' side. They were all under the same umbrella before, too. When they made the decision, individually, to transition to a different firm for association management and lobbying, they worked together to create their requests for proposals and did all the screening, interviewing and selection as one unit. They do work very well with one another. ■

**Here's the course outline for the WOWRA Private Onsite Wastewater Treatment System (POWTS) Evaluator Training and Certification Program:**

- **Purpose of training program**
  - Standard of practice
  - Code of ethics
- **Program basics**
  - Evaluator/client relationship
  - Professionalism
  - Evaluation agreement
  - Winter POWTS evaluations
  - Hydraulic testing policy
- **Safety**
- **Data Collection**
- **Procedures for evaluating**
  - Septic tanks
  - Dose tanks
  - Pretreatment
  - Soil absorption areas
  - Biological clogging mats – process and interpretation
  - Soils
  - Holding tanks
- **General procedures and knowledge**
  - Terminology
  - Calculations – area, tank volume
  - Setbacks
  - Frozen POWTS
  - The POWTS biological environment
- **Reporting**
  - Determination of function
- **Field demonstrations and practice**
- **Written exam**
- **Practical exam**

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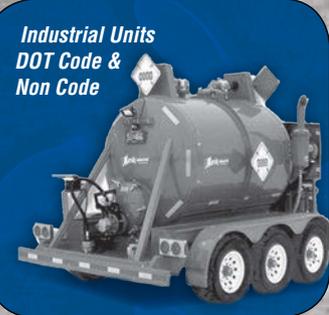
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## SORRY WE MISSED YOU AT THE SHOW.

After an accidental fall on February 8th,  
Charlotte passed away on February 21st.  
She will be missed by all.



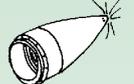
Charlotte Parker 7-14-47 to 2-21-14

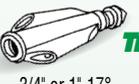


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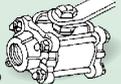
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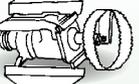
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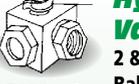
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# NAWT Organizes Webinar on Property Transfer Inspections

By Dhru Bhatt

Since the early 1990s the National Association of Wastewater Technicians has conducted workshops providing a standardized procedure to conduct onsite system inspections at the time of property transfer. This has been and will continue to be one of the mainstays of the NAWT Education Program. Now NAWT is poised to take the lead to develop a webinar involving several organizations to promote real estate transactions.

The initial drive to develop the workshops grew out of questions raised with some of the NAWT founders about whether a standardized procedure could be developed and an education program initiated. The program was developed and unveiled at the Pumper & Cleaner Environmental Expo International in 1995. The program was overhauled in 2004 and 2005 with a U.S. Environmental Protection Agency grant for assistance. Since then, more than 3,000 inspectors have taken the course and over 1,000 currently maintain NAWT Certification. There are annual program updates and improvements.

In 2004, NAWT was invited by the EPA to participate with seven other national organizations in a Memorandum of Understanding (MOU). The invited organizations all had some involvement with septic systems. The MOU partners' mission was to promote use of septic systems and requirements for management. Today the Partnership has grown to 17 participating national organizations. NAWT's involvement helped solidify pumpers as a professional industry.

As a result of this longstanding relationship, Kit Rosefield - NAWT's MOU representative - was approached by partnership representatives to ask if NAWT wanted to play a key role in developing a real estate inspection webinar. Of course, based on history and interest, NAWT jumped at the chance to make this happen. The webinar will take place in late April or early May. At the time of this writing the exact date had not been set. Keep an eye out for the announcements of when the webinar will be provided. This is another example of how your organization keeps pumpers in the national spotlight.

## LOOK FOR ROUNDTABLE UPDATES

At the Pumper & Cleaner Expo in February, NAWT representatives chaired and led discussion sessions on the last morning of the show. The two sessions are ones that should be of continuing interest to pumpers. First, there was a discussion on hydraulic load tests for systems during property

inspections. This has been an area of continuing interest and discussion by NAWT members. Check the website for updates and changes to these guidelines. With an active membership, new information and discussion items are constantly being added.

The second session involved discussion of disposal fees and when it makes sense for a pumper or group of pumpers to think about developing a new facility. There were also discussions of how to get out in front of bad actors with your local facility to avoid punitive across-the-board reactions to improper materials being added to the waste stream. Ideas were shared on how to propose standards and protocols to the wastewater treatment facility before problems arise, and establishing procedures to follow to determine the culprit without turning the local fee structure upside down. ■

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## Arizona

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## Arkansas

Arkansas Onsite Wastewater Association  
[www.arkowa.com](http://www.arkowa.com)

## California

California Onsite Wastewater Association  
[www.cowa.org](http://www.cowa.org); 530/513-6658

## Colorado

Colorado Professionals in Onsite Wastewater  
[www.cpow.net](http://www.cpow.net); 720/626-8989

## Connecticut

Connecticut Onsite Wastewater Recycling Association  
[www.cowra-online.org](http://www.cowra-online.org); 860/267-1057

## Delaware

Delaware On-Site Wastewater Recycling Association  
[www.dowra.org](http://www.dowra.org)

## Florida

Florida Onsite Wastewater Association  
[www.fowaonsite.com](http://www.fowaonsite.com); 321/363-1590

## Georgia

Georgia Onsite Wastewater Association  
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Georgia F.O.G. Alliance  
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## Idaho

Onsite Wastewater Association of Idaho  
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## Illinois

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## Iowa

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## Kansas

Kansas Small Flows Association  
[www.ksfa.org](http://www.ksfa.org); 913/594-1472

## Kentucky

Kentucky Onsite Wastewater Association  
[www.kentuckyonsite.org](http://www.kentuckyonsite.org); 855/818-5692

## Maine

Maine Association Of Site Evaluators  
[www.maine.com](http://www.maine.com)

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[www.mapss.org](http://www.mapss.org)

## Maryland

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## Minnesota

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## Missouri

Missouri Smallflows Organization  
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## Nebraska

Nebraska On-site Waste Water Association  
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## New Hampshire

New Hampshire Association of Septage Haulers  
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Granite State Designers and Installers Association  
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## New Mexico

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## North Carolina

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North Carolina Portable Toilet Group  
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North Carolina Pumper Group  
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## Ohio

Ohio Onsite Wastewater Association  
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## Oregon

Oregon Onsite Wastewater Association  
[www.o2wa.org](http://www.o2wa.org); 541/389-6692

## Pennsylvania

Pennsylvania Association of Sewage Enforcement Officers  
[www.pa-seo.org](http://www.pa-seo.org); 717/761-8648

Pennsylvania Onsite Wastewater Recycling Association  
[www.powra.org](http://www.powra.org)

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## Washington

Washington On-Site Sewage Association  
[www.wossa.org](http://www.wossa.org); 253/770-6594

## Wisconsin

Wisconsin Onsite Water Recycling Association  
[www.wowra.com](http://www.wowra.com); 608/441-1436

Wisconsin Liquid Waste Carriers Association  
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## NATIONAL

Water Environment Federation  
[www.wef.org](http://www.wef.org); 800/666-0206

National Onsite Wastewater Recycling Association  
[www.nowra.org](http://www.nowra.org); 800/966-2942

National Association of Wastewater Technicians  
[www.nawt.org](http://www.nawt.org); 800/236-6298

## CANADA

### Alberta

Alberta Onsite Wastewater Management Association  
[www.aowma.com](http://www.aowma.com); 877/489-7471

### British Columbia

WCOWMA Onsite Wastewater Management of B.C.  
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### Manitoba

Manitoba Onsite Wastewater Management Association  
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### New Brunswick

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### Nova Scotia

Waste Water Nova Scotia  
[www.wwns.ca](http://www.wwns.ca); 902/246-2131

## Ontario

Ontario Onsite Wastewater Association  
[www.oowa.org](http://www.oowa.org); 855/905-6692

Ontario Association of Sewage Industry Services  
[www.oasisontario.on.ca](http://www.oasisontario.on.ca); 877/202-0082

## Saskatchewan

Saskatchewan Onsite Wastewater Management Association  
[www.sowma.ca](http://www.sowma.ca); 877/489-7471

## Canadian Regional

Western Canada Onsite Wastewater Management Association  
[www.wcowma.com](http://www.wcowma.com); 877/489-7471

# Depth Ray

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**NEW** Depth Ray Generation II system offers many options:

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- ✓ Solar Power For Mobile Storage Tank Monitoring

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- **WEATHER PROOF DISPLAY ENCLOSURE**, component ratings: NEMA 4X/IP.65 / Rust and Corrosion Proof.
- **DIGITAL DISPLAY**, Indicates choice of gallons, barrels, inches, imperial gallons.
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- **SOLAR / BATTERY POWER SYSTEMS**, for mobile storage tanks in remote locations.
- **WIRELESS HAND HELD / CAB REMOTE CONTROL UNIT**, Displays tank levels and valve controls from job site.

Available from Distributor, Original Equipment Manufactures.  
For more information contact the manufacturer of the system:



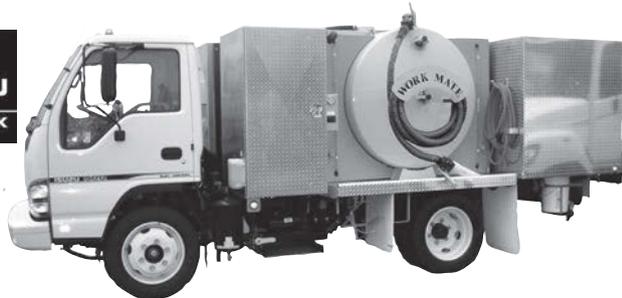
Phone: **800-220-2052**  
**610-430-3988**  
[www.depthray.com](http://www.depthray.com)  
[www.eldredgeequipment.com](http://www.eldredgeequipment.com)

One year limited warranty on parts and operation. Refer to the Depth Ray manual for details.

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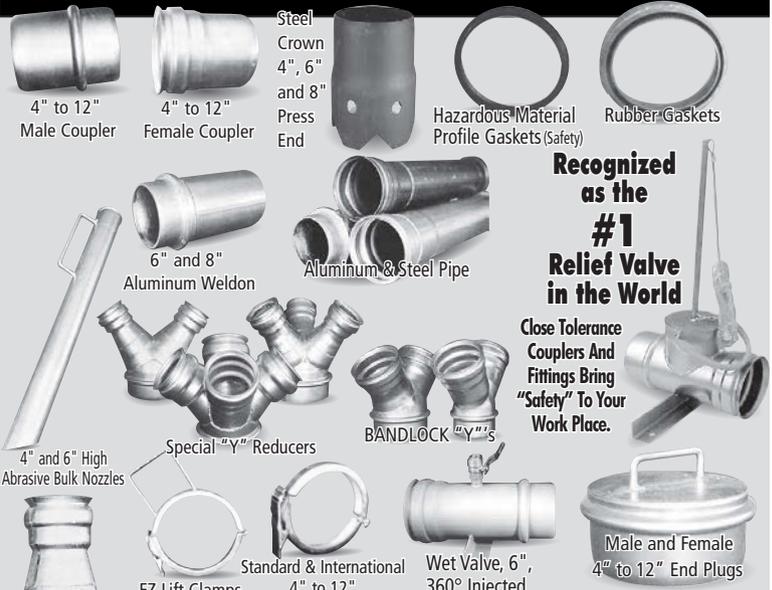
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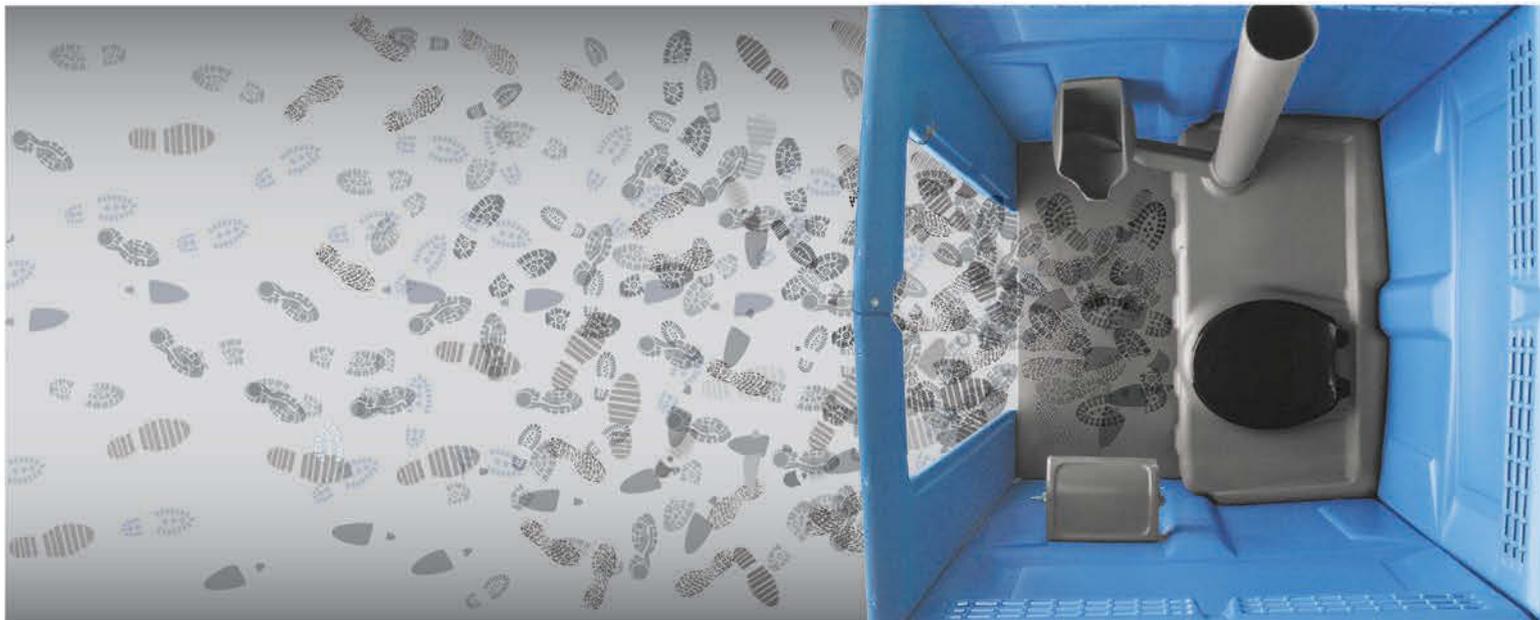
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foot flush



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[www.satelliteindustries.com](http://www.satelliteindustries.com)



## Aqua Drain Sewer Services Inc.

Ottawa, Ontario, Can.

**P**resident Yanick Brule drives this wrapped up 2013 International 7500 with a 3,000-gallon steel tank and Fruitland 500 vacuum pump. The truck is powered by a 350 hp MaxxForce DT10 engine tied to a 10-speed manual Fuller transmission. Convenience features include topside and rear manways, rear sight glasses, work lights in the back, a stainless steel toolbox, stainless diamondplate hose racks, 4-inch inlet and 6-inch dump valve. The interior is well-appointed, with air-ride seats, tilt and cruise, AC and stereo. Elaborate graphics including a checkerboard, swirling blue water and the Canadian red maple leaf were produced by Studio Signs. The truck splits time between residential septic and flood cleanup work. ■

### SHOW US YOURS!

**Got a truck with real WOW appeal? Show it off to Pumper readers!**

Send photos of your truck after it has been lettered with your company name. Any industry-related truck is acceptable. Please limit your submission to one truck only.

Your Classy Truck submission must include your name, company name, mailing address, phone number, and details about the truck, including tank size, cab/chassis information, pump information, the company that built the truck, and any other details you consider important. In particular, tell us what features of the truck help make your work life more efficient and more profitable. Email your materials to [editor@pumper.com](mailto:editor@pumper.com) or mail to Editor, *Pumper*, P.O. Box 220, Three Lakes, WI 54562. We look forward to hearing from you!

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# TankTec vacuum trucks

# Portable Sanitation and Special Events

By Craig Mandli

Coordinating portable sanitation at special events often requires equipment designed to provide service to a large number of attendees over a brief period of time. We offer up options for equipment and accessories geared toward serving large gatherings.

## PORTABLE RESTROOMS

### MOBILE URINAL

**Pluto3** mobile urinals from **Atlas Portable Sanitation** enable organizers to increase capacity and reduce waiting lines at large special events. The units are easy to maintain and stackable for convenient transport. Four people can use the unit simultaneously, and the raised walls provide extra privacy. The unit comes with stainless steel security bars and a plastic seal for vacuum entry. [www.ploutourinal.com](http://www.ploutourinal.com).



### FOUR-PERSON PORTABLE URINAL

The **KROS** urinal from **Kros International USA** incorporates built-in partitions to allow up to four men to urinate side-by-side with privacy. It stands 6.5 feet tall,

has a 3.5- by 3.5-foot base, holds 105 gallons, weighs 190 pounds and features a large integrated tank. It can be used for events or to curb public urination problems in urban settings, decrease the load on portable restrooms, and shorten long waiting lines. **855/576-7872; [www.krosinternationalusa.com](http://www.krosinternationalusa.com)**.

### EASY-TO-CLEAN PORTABLE RESTROOM

The **Tufway** portable restroom from **Satellite Industries** has a spacious, well-ventilated interior to reduce odors. A combination of floor and molded-in wall vents promote continuous airflow. The urinal drains down the vent pipe to prevent unwanted tank odors from entering the cabana. The seat is positioned at the furthest point from the urinal, away from odor and user's direct sight. The unit is a low-maintenance, easy-to-service restroom that can withstand impact and abusive handling without cracking or breaking. Adding slope to the tank and floor surface forces liquids to drain, not puddle, and the sump-design tank improves deodorizer coverage and assures quick, complete waste removal. **800/328-3332; [www.satelliteindustries.com](http://www.satelliteindustries.com)**.



### FLUSHING PORTABLE RESTROOM

The **Aspen Elite** portable restroom from **Five Peaks** has a freshwater flush system and hand-wash sink. It incorporates a separate freshwater tank behind the waste tank. The 64-gallon dual-tank system holds 19 gallons of freshwater and 45 gallons of wastewater. The hands-free flush system is operated by an enclosed foot pump. The tank's flip-style lid makes servicing easier. It includes the 21-gallon-capacity Sierra Forearm hand-wash sink with a large basin, operated by a hands-free foot pump. The lid flips open for filling and is secured by a locking latch. **866/293-1502; [www.fivepeaks.net](http://www.fivepeaks.net)**.



## PORTABLE RESTROOMS

### URINAL UNIT

The **Urinal Unit** from **PolyPortables** is built within the shell of an Enhanced Access Unit. The 61- by 61-inch portable restroom can service up to four men at a time comfortably. The trough tanks mimic plumbed troughs. It has a walk-through shell, two 70-gallon urinal trough tanks and multiple service ports accessible from inside the unit at either end of each waste tank. **800/241-7951; www.polyportables.com.**



### PORTABLE RESTROOM SERVICE TRUCK

The **WorkMate** portable restroom service truck from **FMI Truck Sales & Service** has sidewinder tanks with equal weight distribution to extend brake life and improve handling. Two food-grade poly water tanks are plumbed to provide brine, freshwater, premix or any combination of fluids with no corrosion or rusty water. With over 60 cubic feet of storage space, the ergonomically designed workstation minimizes restocking and unnecessary driver movement. It has the ability to carry four restrooms on the bed, and an E-track load securement system eliminates the need for ropes. The vacuum system is plumbed using hot tar hose and Masport components. **800/927-8750; www.fmitrucks.com.**



### INTERCHANGEABLE TEMPORARY RESTROOM

The **Stop, Drop & Go** interchangeable temporary restroom from **JAG Mobile Solutions** operates as a series of non-axled boxes designed to be moved and placed either by forklift, tilt-back, roll-off or with a trailering system. They can be placed into



tight quarters by forklift, have a reduced overall height and offer ideal egress. They are available in a variety of configurations, including ADA-compliant models, in sizes from 8 to 24 feet, with custom or factory interiors. **800/815-2557; www.jagmobilesolutions.com.**

### VACUUM TANK



The rectangular vacuum tank from **Crescent Tank Mfg.** allows for the design of an all-in-one vacuum and restroom transport truck. Its low profile offers a lower center of gravity

and makes space for a bed to haul portable restrooms, hand-wash stations and other equipment. Liquid waste is held inside the rectangular tank; fresh water is kept in a separate poly tank. The vacuum tank can be configured for volumes of 100 to 1,000 gallons. **585/657-4104; www.crescent-tank.com.**

### PORTABLE RESTROOM SERVICE TANK

Stainless steel 1,200-gallon, two-compartment portable restroom service tanks from **Mid-State Tank** are available on Chevrolet chassis with pressure/vacuum pumps for dual service and a water system. Tanks are available in aluminum or stainless steel for septic and portable restroom service trucks. **800/722-8384; www.midstatetank.com.**



## SERVICE VEHICLES/COMPONENTS

### FLAT-TANK RESTROOM HAULER

The **Flat Vac** versatile multi-purpose portable restroom tank truck from **Amthor International** allows the operator to carry up to 12 restrooms on top of the tank, as well as pull a restroom delivery trailer. The tank has a rounded bottom with a full-length formed sump design for drainage and full baffles for strength. The flat tank has separate wastewater and freshwater compartments, as well as an option for a chemical or brine compartment. It is available in steel, stainless steel or aluminum. Each unit comes with a workstation and a vertical cabinet with an aluminum extruded door including numerous shelves. A liftgate is installed behind the tank to load and unload restrooms. All units are custom-built to specifications. **800/328-6633; www.amthorinternational.com.**



### QUICK-CONNECT COUPLING



**GatorLock Couplings** from **Green Leaf Inc.** allow for the quick connect and disconnect of tanks, pumps, transfer lines and more. The locking mechanism reduces the possibility of unintentionally opening the cam levers, which could result in personal injury and costly spills. Polypropylene couplings are highly resistant to chemical solvents and environmental stress. The line includes 1/2- through 3-inch locking cams, as well as 1/2- through 4-inch nonlocking in Series A-F. The maximum operating pressures are 90 to 125 psi at 70 degrees F. **800/654-9808; www.grnleafinc.com.**

The maximum operating pressures are 90 to 125 psi at 70 degrees F. **800/654-9808; www.grnleafinc.com.**

## SERVICE VEHICLES/COMPONENTS

### EASY-TO-OPERATE SERVICE TRUCK

The **Princess II** from **Keith Huber Corporation** is an easy-to-operate unit equipped with a high cfm vacuum pump, rear restroom carrier gate and four large water-resistant cabinets with more than 30 cubic feet of storage space. It features a 1,500-gallon tank with 1,100-gallon waste/400-gallon freshwater capacity; a pressurized water system with a 12-volt motor-driven pump delivering 45 psi at 7 gpm; 50 feet of 1/2-inch water hose and a spring-loaded retractable hose reel; a 160 cfm vacuum pump driven by a transmission-mounted push-button PTO; a valved 3-inch intake with 50-foot quick disconnect hose; dual suction ports with water and hose reels; a four-way valve to control vacuum loading and pressure discharge; and a 2-inch water tank drain with remote-mounted driver's side valve for quick bucket fill. **800/334-8237; www.keithhuber.com.**



### PORTABLE RESTROOM SERVICE VEHICLE

The **PRSV** portable restroom service vehicle from **Ledwell** is designed to overcome service obstacles through improved efficiency, safety, performance and durability. It is

available with tank capacities of 900, 1,500, 1,750 or 2,000 gallons, comes with an interior-coated freshwater tank with a 20-inch manway, dual restroom carrier, 160 cfm direct-drive vacuum pump, electric rewind vacuum hose, 3-inch discharge, and carbon or stainless steel construction. **888/533-9355; www.ledwell.com.**

### PUMPING SERVICE UNIT

Portable restroom service trucks from **Vacuum Sales** have rotary vane pump options that include models from Presvac, Fruitand, CVS and Jurup. They are rated at 28 Hg full vacuum, with 200 to 800 cfm, and include heavy-duty tank construction, with relief set at 14.5 psi. Tanks are dual compartment with load-dampening baffles to ensure driving safety on- and off-road. They are available in carbon steel, aluminum, 304 or 316 stainless steel or 316 high-polish stainless. They come in 850- to 2,000-gallon capacities. Options include transfer pumps, heated valves, custom hose trays and toolboxes. **800/547-7790; www.vacuumsalesinc.com.**



## TRANSPORT TRAILERS

### PORTABLE RESTROOM TRANSPORT TRAILER

The portable restroom transportation trailer from **Johnny Mover Trailer Sales**

has a skid locking system that secures multiple units using an iron bar locked into place with a chain binding system. Models are available to handle from six to 20 restrooms, and all feature front deflectors to protect units from road spray and debris, brakes, paint options, lighting and leaf-spring suspension, with optional powder coating and chrome wheels. **800/498-3000; www.cesspoolcleaners.com/johnny.html.**



### EASY-LOADING TRANSPORT TRAILER

Restroom delivery trailers from **Liquid Waste Industries** are made from heavy-duty steel and feature double torsion axles, electric brakes and flush-

mounted lights. Available with or without 4-foot side rails, trailers have built-in winch straps on all corners and a T-beam down the middle to secure one side of the skid. Hooks are evenly spaced along the sides to weave through and over skids. Trailers are 23½ inches high for easy loading and unloading. Custom upgrades include gates, leaf spring axles, fold-down ramps, LED lights and choice of hitch. **877/445-5511; www.lwiinc.com.**

### VERSATILE TRANSPORTER TRAILER

The galvanized **Explorer** transporter trailer from **McKee Technologies - Explorer Trailers** has easy-to-adjust carrier slats that box in virtually any size of restroom skid and allow multiple-size

skids to be configured securely in the same load. Models range from 8 to 48 feet, accommodating up to 24 units. All models include fully independent-suspension axles that virtually eliminate side-to-side shock transfer. They are available with a front wind deflector to protect restrooms from road spray, stones and wind loading. Hot-dip galvanizing provides corrosion protection. **866/457-5425; www.explorertrailers.com.**



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## PORTABLE RESTROOM MOVERS

### TRANSPORT DOLLY

The **Armal** transport dolly is used to move WAVE portable restrooms from one location to another. It is made of lightweight aluminum, making it easy for one operator to maneuver a portable restroom quickly and effectively. It is made for rigorous daily use, and speeds up the process of picking up and/or dropping off portable restrooms in a safe and efficient manner. **770/491-6410; www.armal.biz.**



### RESTROOM HAND TRUCK

The **Super Mongo Mover** hand truck from **Deal Assoc.** moves both standard and ADA handicap restrooms. Its aluminum and steel frame is lightweight and strong, and is available with up to eight wheels for use on soft ground. The operator stands on the rear axle so their body weight works to help tip the restroom, while the long handle provides leverage, making it easier to tip back heavy restrooms with minimal strain. It can be carried on the back bumper of a vacuum truck or trailer, or strapped to a restroom for transport. **866/599-3325; www.dealassoc.com.**

It can be carried on the back bumper of a vacuum truck or trailer, or strapped to a restroom for transport. **866/599-3325; www.dealassoc.com.**

## SLIDE-IN UNITS

### STAINLESS STEEL SLIDE-IN UNIT

The **400/200** slide-in unit from **Best Enterprises** is built with 304 stainless steel. It carries 400 gallons of waste and 200 gallons of freshwater. It is equipped with a 3-inch dump valve, 2-inch sight glasses, a Hypro Roller pump and motor, and a Conde Super 6 vacuum pump with a platform-mounted Honda 5.5 hp electric-start engine. **800/288-2378; www.bestenterprises.net.**



### SLIDE-IN PORTABLE RESTROOM UNIT



The **PMT980** portable restroom service unit from **Imperial Industries** is a steel two-compartment tank with 680-gallon waste and 300-gallon freshwater capacities. The production unit has most of the same features and benefits as a custom model. It is available in two models, a standard truck-mounted unit with a Masport HXL4V vacuum pump or in a modular unit with a Masport HXL3V vacuum pump and 9 hp Honda gas engine. The modular unit is self-contained and can be mounted on a standard chassis frame or a flatbed. The modular unit comes complete with the electrical package and is prewired and plugs into a standard chassis trailer outlet adapter. **800/558-2945; www.imperialind.com.**



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## SLIDE-IN UNITS

### VERSATILE SLIDE-IN UNIT

Slide-in tanks from **KeeVac Industries** are manufactured from 54/54-grade aluminum. Units are available in 300- to 2,000-gallon capacities, with flanged and dished heads. They are manufactured in several different styles, including waste only, two-compartment or three-compartment units. Pump choices include Masport, Conde and Juro in both gasoline and diesel. Larger units for trailers and roll-off trucks are also available. Units come with vacuum/pressure pumps, washdown pumps, 50-foot washdown hose and 30-foot Tiger Tail hose. Primary, secondary and oil catch mufflers complete the package. **866/789-9440; [www.keevac.com](http://www.keevac.com)**.



### WEIGHT-DISTRIBUTED SLIDE-IN

The standard slide-in unit from **Lely Manufacturing** has a Conde Super 6 vacuum/pressure pump, with an electric-start Honda 5 hp engine. Its freshwater compartment is designed for equal weight distribution. Options include Ju-

rop or Masport pumps; and steel or aluminum construction. It has a 3-inch discharge with a valve and camlock fitting, a 12-volt water pump with 50 feet of hose and a nozzle, and 30 feet of 2-inch Kanaflex hose with a valve and wand. Units are available in multiple sizes, and can be primed and painted to specification. **800/334-2763; [www.lelyus.com](http://www.lelyus.com)**.

### SELF-CONTAINED SANITATION UNIT

The **PickupTanx** self-contained sanitation unit from **Vacutrux Limited** is designed for quick, problem-free pump-outs of portable restrooms and other small liquid waste pumping jobs. The vacuum tank and components are hot-dip gal-



vanized for corrosion protection and finished with textured primer and a polyurethane topcoat. Units are available as single or multi-compartment tanks with standard in-stock sizes of 300, 450, 660 and 840 gallons, as well as larger custom-built sizes, for chassis sizes from 3/4-ton pickup to multi-axle heavy trucks. They have Wallenstein vacuum pumps with gas or diesel engine drive from 5.5 to 40 hp. All accessories and hoses are included. **800/305-4305; [www.vacutrux.com](http://www.vacutrux.com)**.

*(continued)*



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Integrated audible alarm & warning light with toggle testing switch.



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The Flagg-Air 340HP does not carry the NSF seal. Check local and state regulations for approval in your area.

### FEATURES:

- Motor is fully enclosed
- Prewired
- 7-amp mini-breaker
- Powder coated steel brackets w/ rubber vibration restrictors
- Stainless steel shaft w/ bronze counter shaft
- High impact plastic suds diffuser & aspirator tip



**\$350.00**  
2-YEAR WARRANTY

## ALARMS • TIMERS CONTROLS



**P101-FA-2**  
24-HOUR  
TIMER  
/w mini-breaker & warning light increment setting 15 minutes

## ROTARY VANE COMPRESSORS



**GAST**  
Models:  
0523 (4.5 cfm) ... \$335.00  
1023 (10 cfm) ... \$496.00

## REGENERATIVE BLOWERS



Model: R3105-12

## DIAPHRAGM AIR PUMPS



Models:  
EL 60 • EL 80  
EL 100 • EL 120

## BULLET™ HIGH HEAD FILTERED EFFLUENT PUMPS

18-Month Warranty

All stainless steel construction built for years of dependable service

- 1/2 HP, 10 amp motor
- Prewired
- 15-foot power cord

Models:  
BP12 (12 gpm) ... \$280.00  
BP20 (20 gpm) ... \$272.00



## LIFT STATION PUMPS



## PISTON AIR PUMPS



Models:  
LA-60 • LA-90B  
LA-100 • LA-120

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## WATER TANKS

### FRESHWATER DELIVERY SYSTEM

The **WaterWorks** freshwater delivery system from **PolyJohn Enterprises** uses an on-demand electrical pump to deliver up to 93 gallons of freshwater. A semi-transparent tank shows how much water is available, and an auxiliary tank can be added to double capacity. The system weighs 46 pounds empty, making it easy to transport. Its compact size fits inside most closets. An access cover and water-draining valve make cleaning easy. For graywater storage, 250- and 300-gallon tanks are available. The system is designed to operate on regular household current, and the circuits are protected by GFCI and a low-water electrical shut-off. **800/292-1305; www.polyjohn.com.**



### CUSTOM PORTABLE RESTROOM DECALS

Screen-printed pressure-sensitive decals with vibrant ultraviolet inks from **Roeda Signs and ScreenTech Imaging** advertise company names to portable restroom users. They are made of a 3.5 mil white outdoor vinyl with a coated high-tack adhesive and a 90-pound paper liner back-slit for easy application. Decals are designed to get attention, and durable to make a lasting impression. Screen-printed mini magnets are also available in portable restroom and pumper truck shapes. Larger vehicle magnets are also available. **800/829-3021; www.screentech.com.**



## DECALS/LIGHTING/RESTROOM ACCESSORIES

### PORTABLE RESTROOM DECALS

Portable restroom decals from **Allied Graphics** can help companies advertise other services they provide. They typically include the company name, telephone number, website and QR code so customers can scan directly to a company website. Service decals can relay the service schedule to users of restrooms and customers. If you are unable to service a unit, a lack-of-service tag is beneficial to inform a customer as to why the unit was not serviced. Decals use a special adhesive system to properly bond to textured surfaces. **763/428-8365; www.allied-graphics.com.**



### GROUND PROTECTION MATS

Recycled plastic ground protection mats from **AlturMATs** protect the turf/subsurface, while providing access to equipment without the risk of getting stuck. Multiple styles of ground protection mats are available. They have a load rating of 120 tons and provide a fast, effective way to build a temporary road durable to withstand the weight of heavy equipment. Outrigger pads are also available. **888/544-6287; www.altmats.com.**



### PORTABLE RESTROOM TISSUE

**BTP1500** 1,500-sheet 1-ply toilet tissue from **BulkTP** meets both weekly service needs and high-traffic event demands. Combining the high capacity of the small-core roll and the versatility of the household roll, it will fit in every restroom manufacturers' dispenser and last until the next service. It is packaged in either 48- or 60-roll cases. It is finished with "tale tape" that acts like a tab for starting the roll so users don't have to fight the glue. **888/645-4225; www.bulktoiletpaper.com.**



### CUSTOM SIGNS AND DECALS

Custom decals, and magnetic and aluminum signs are manufactured to order by **J.C. Gury Company**. The company also makes vinyl cut decals for vehicles, equipment, portable restrooms, rental fence signage and advertising job site signs. **800/903-3385; www.jcgury.com.**

### SOFT PORTABLE RESTROOM TISSUE

**Simply Soft** toilet tissue from **Del Vel Chem Co.** offers an alternative to standard tissue with the small-core roll lasting 2½ to 5 times longer and the double roll lasting 1½ to 3 times longer than standard rolls. Each roll is individually wrapped and packaged for protection. **800/699-9903; www.delvel.com.**



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(continued)



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**1999 Peterbilt** 33,000 GVWR 300HP, 10-speed waste fryer oil collection truck with 150-250 gallon containers



**2014 Peterbilt**  
2800 gallon tank



**Peterbilt 337**  
3600 gallon aluminum hoist tank



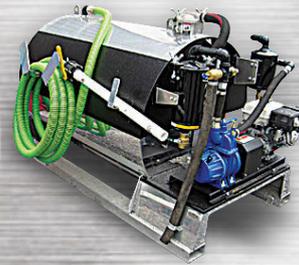
**Peterbilt**  
4500 gallon stainless, hoist tank



**2014 Peterbilt's In Stock**



**Self Contained Unit**  
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**Slide-In Units**  
500-1,000 gallons, 1 or 2 compartment; select a pump package & engine HP. Standard units "Always in Stock" all light weight aluminum, many available options.



**21' Steel Lumber-PRT Body**

## DECALS/LIGHTING/RESTROOM ACCESSORIES

### RUST-RESISTANT ECONOMY PADLOCKS

Brass economy padlocks from **Lock America** are available keyed alike in five distinct colors to match the most common portable restrooms. They feature durable chrome-plated brass shackles and brass bodies, making them virtually rustproof. They allow an operator to prevent theft of paper products, which can be a significant long-term expense, deter vandalism and provide better customer service by ensuring clean units. **800/422-2866; www.laigroup.com.**



### SOLAR-POWERED LIGHTING

Solar-powered lithium technology provides the energy to the 4 LED bulbs in roof-mounted lights from **LunarGlo**. Circuitry controls the consistent light source at 6 lumens during operation. Lights are waterproof and withstand high-pressure washing. The unit turns

on at dusk and off at dawn. There are no moving parts to fail. It exceeds California's Occupational Health and Safety Administration Title 8, Section 3317 requirements. It mounts in roofs up to 7/8-inch thick in less than 3 minutes using only a drill. For added security, plastic adhesive can be used during mounting to better secure the light. **574/294-2624; www.lunarglo.com.**

### PORTABLE RESTROOM MAGNETS

Highly visible portable restroom magnets from **Magnets by Stamp Works** are an ideal leave-behind for customers. These high-quality full-color weatherproof magnets can be used instead of business cards, and come in custom shapes like a company's portable restroom. **800/758-2743; www.stampworks.net.**



### CENTER-PULL TISSUE AND DISPENSER

The **Center Pull Toilet Tissue and Dispenser** from **National Tissue Company** allows the user to touch only the tissue needed, creating a safer, more sanitized environment. One pull dispenses a high-quality, fully embossed, perforated sheet, eliminating waste and reducing consumption. **800/962-9588; www.nationaltissue.com.**



### COMPACT SOLAR LIGHT

The **Model PR-1F** solar light from **Startronics Solar Lighting** is compact, at 5.25 by 5.25 by 2 inches. It is equipped with a high-quality solar cell featuring a protective coating and

bezel. A small rechargeable battery and solid state circuit board turn the lights on at night and off during the day. The case mounts on top of the roof with two fasteners. A small PVC fixture cap contains the LEDs and attaches to a bushing that protrudes through the roof. **800/811-1985; www.startronics-solar.com.**

## RESTROOM TRAILERS

### CUSTOM-MANUFACTURED RESTROOM TRAILER

Custom-manufactured restroom trailers from **Advanced Containment Systems** have heavy-duty steel-frame construction approved and certified by the U.S. Army. They come with 400-plus-gallon sloped holding tanks built into the chassis free-flowing drainage. Options include climate control, no-touch flush and sink controls and high-quality sound systems. Amenities are offered with many size and layout options, including ADA options. **800/927-2271; www.acsi-us.com.**



### EASY-SETUP RESTROOM TRAILER

The **Fortress 204** restroom trailer from **ART Co.** is designed for fast and easy setup with a sleek, streamlined appearance. Optional hydraulic jacks enable technicians to level

the trailer with the press of a button. The steps store beneath the trailer and roll out by pressing two release buttons and pulling, then automatically lock in place. Available in several configurations, the 20-foot trailer can accommodate up to 10 stations. Standard features include a hidden dump valve, 780-gallon waste tank, unibody frame, integrated skirting, heavy-duty 2 5/16-inch trailer hitch, heavy-duty tongue jack, lockable exterior storage compartments, aluminum cabinetry, stainless steel sinks, rubberized flooring, a durable, easy-clean interior with aluminum trim, and ducted heat and air conditioning. **269/435-4278; www.arestrroomtrailer.com.**

(continued)

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## RESTROOM TRAILERS

### THREE-STATION RESTROOM TRAILER

The three-station 14-foot restroom trailer from **Comforts of Home Services** has a 450-gallon waste tank that provides 1,125 to 1,350 uses between servicing.

It offers three private restrooms, which can be unisex or gender specific. It comes standard with a 13,500 Btu air conditioner and 5,600 Btu heat strip, which can keep the trailer comfortable down to 50 degrees F (optional packages are available to operate the trailer in colder climates). The standard interior package includes white FRP walls with wood trim, choice of sheet vinyl floor, pedestal sinks, RV-style foot pedal flush toilet and a utility room. **630/906-8002; www.cohsi.com.**



### CONVERTIBLE PORTABLE RESTROOM TRAILER

The **Wendy** convertible portable restroom trailer from **Rich Specialty Trailers** can be used as a construction site or special event restroom unit.

By locking an interior door, it offers a five male and one female station floor plan to be used on a male-dominated construction site. By locking a different door, the floor plan can be converted for events with three male and three female stations. It is available with onboard freshwater and a winter package. **260/593-2279; www.richrestrooms.com.**



### CORROSION-RESISTANT ACCESS PLATFORM

Fiberglass-reinforced plastic, or FRP, corrosion-resistant grating, stair treads and railings from **Fibergate Composite Structures** are used to build platforms that provide safe access to restroom trailers. The components are manufactured with specially formulated resin systems that will not rust or rot, reducing overall maintenance. The slip-resistant surfaces provide added safety, and the lightweight composite products will reduce the overall weight of trailer systems. **800/527-4043; www.fibergate.com.**



### REMOTE-SITE RESTROOM TRAILER

The **CUSITEC 3000 S** portable restroom transport trailer from **Sanitarios y Quimicos de Mexico** was designed for remote areas where a service truck is too costly or not available on a daily basis. It has a two-compartment self-contained bottom tank, with 126 gallons for wastewater and 65 gallons for freshwater. It can be used up to 3,000 times before servicing, and features an easy-discharge valve and 42-gallon water tank for the hand-wash unit. **915/239-8919; www.syqonline.com.**



wastewater and 65 gallons for freshwater. It can be used up to 3,000 times before servicing, and features an easy-discharge valve and 42-gallon water tank for the hand-wash unit. **915/239-8919; www.syqonline.com.**

### SOLAR-POWERED RESTROOM TRAILER

Solar-powered, self-contained restroom trailers from **NuConcepts** are designed for the special-event market where space, capacity, electrical or water connections may be limited. Units have a 40-gallon freshwater tank, 65-gallon waste tank, incandescent lighting, enclosed stainless steel sink and flushing china toilet. Each restroom offers an average of 125 uses between servicing. Options include air conditioning, powered roof vents, water heaters, interior heat, power converters and winterization. **800/334-1065; www.nuconcepts.com.**



### PORTABLE RESTROOM TRAILER

The **Tow-Let** portable restroom trailer remains sanitary and usable while being towed from job to job for up to a month before service is required. Permanently mounted on a trailer, the unit is a self-contained polyethylene portable restroom with a 50-gallon waste tank and 30-gallon freshwater tank for washdown. A solar-powered 12-volt system powers the washdown pump, which charges the hose on a self-retracting reel. The unit also includes a single-user hand-wash sink, LED interior lighting with control panel and a storage box for supplies. Larger size tanks (including a 300-gallon waste tank for long-term placement) are available, and units can be customized to match company colors. It can be towed behind any vehicle with a 2-inch ball receiver. **712/623-4007; www.tow-let.com.**



(continued)

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## SHOWER TRAILERS

### MOBILE SHOWER TRAILER

Mobile shower trailers from **Ameri-Can Engineering** are available in handicapped-accessible and ADA-compliant models. Each trailer is designed for rugged long-term use and to easily accommodate large numbers of users with comfort and cleanliness. They are easy to set up and service. Trailers are custom crafted from the frame up. They are available in many different sizes, interiors and floor plans, with extra-large steel epoxy-lined waste tanks and TorFlex axles. **574/892-5151; www.ameri-can.com.**



### SELF-CONTAINED SHOWER TRAILER

The self-contained shower trailer from **Black Tie Products** has an on-board 1,200-gallon freshwater holding tank and generator, attached stair system, and sinks that extend from under the trailer for convenient setup

and takedown. It is designed to promote efficient flow of a high volume of users, with two rooms each having eight individual shower stalls and private dressing areas, along with six sinks, electrical outlets and mirrors attached to the outside of the trailer. It is ideal for use at multiday events. **877/253-3533; www.restroomtrailersonline.com.**



## PORTABLE SINKS

### PORTABLE HAND SANITIZER

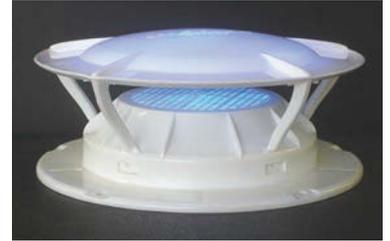
The **TJ Handy Stand** portable hand sanitizer unit from **T.S.F. Company** has four foam sanitizer dispensers, and comes assembled at 18 pounds. It has a dome top, with a 6-gallon base with a fill cap and drain plug in the base so it can be filled with water for stability. The base also has holes so the unit can be staked down. It comes in a variety of colors. **800/843-9286; www.tuff-jon.com.**



## ODOR CONTROL PRODUCTS

### ONE-WAY AIRFLOW VENT

The **360 Siphon** from **360 Products** can be used when a one-way airflow updraft is needed to eliminate high-pressure conditions in enclosed spaces, primarily in waste holding tanks but also in restroom trailers. It provides an oxygen-rich environment to promote aerobic waste breakdown and exhaust odors and gasses into the open air. It works in any wind condition, stationary or mobile, and the design will not allow a downdraft to occur in the vent pipe. The siphon has no moving parts, requires no maintenance and operates at 100 percent effectiveness at any angle. **503/559-8094; www.360productsinc.com.**



## Steel Tanks Aluminum Tanks

Steel Tanks		Aluminum Tanks	
<ul style="list-style-type: none"> <li>• 2014 International Terastar, 1000 Waste, 300 Fresh.....\$70,500</li> <li>• 2014 Dodge 5500, 1000 Waste, 300 Fresh. 4x4.....\$71,500</li> </ul>	<ul style="list-style-type: none"> <li>• 2014 Ford F-550, 900 Waste, 300 Fresh, Gas.....\$59,000</li> </ul>	<ul style="list-style-type: none"> <li>• 2014 International Terastar, 1100 Waste, 400 Fresh.....\$74,500</li> </ul>	<ul style="list-style-type: none"> <li>• 2014 Ford F-550, 900 Waste, 300 Fresh, Gas.....\$62,000</li> <li>• 2014 Dodge 5500, 900 Waste, 300 Fresh. 4x4.....\$74,500</li> </ul>

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**888/970-0955; www.biodyne-midwest.com.**

## WASTE TANK TREATMENT PACKS

**Porta-Treat** packs from **Bionetix** contain natural and safe aerobic bacteria that digest odor-causing compounds and waste. The bacillus spores used have been shown to reduce large waste particles that settle to the bottom. The cellulose present in toilet paper is reduced to odorless carbon dioxide and water. The bacteria release extracellular enzymes to help minimize waste so the bacteria have better access. By reducing waste and odor-causing compounds, the holding tank is left fresh and clean, reducing downtime and maintenance costs. Simply toss the water-soluble pouches into the holding tank. **514/457-2914; www.bionetix-international.com.**



## ODOR CONTROL PRODUCTS

### URINAL SCREENS

**Urinal Screens** from **Chempace** freshen the air for up to 30 days. VOC-compliant in all 50 states, fragrance gradually releases to provide 24-hour odor control in portable restrooms. They eliminate odors at the source by releasing optimized bacteria that clean the urinal. The design reduces splash back, which cuts cleaning time. The translucent design allows full view of the urinal drainpipe for trapped debris. They are available in mango, spiced apple and soft linen fragrances. **800/423-5350; www.chempace.com.**



### NONTOXIC RESTROOM DEODORIZER

Portable restroom deodorizer from **Porta Pro Chem Co.** is nontoxic, non-allergenic and free from phosphates, formaldehyde, dichlorobenzene, enzymes and heavy metals. It neutralizes odors by forming a nonvolatile complex with the odorant. The chemistry safely bonds the odors in solution rather than chemically modifying them. It is environmentally safe and biodegradable. It is offered in full strength and economy concentrate, as well as ready-to-use. Many fragrance choices are available in totes, drums or pails. **888/673-5846; www.ccountrysupply.com.**



### FRAGRANCE OIL

**Oil Works** ready-to-use fragrance oil from **Green Way Products by PolyPortables** combats odors from pump exhaust and portable restrooms. Simply add a small amount to a scent box or restroom holding tank, use as an additive with pump oil, or use to recondition fragrance disks. It is available in multiple fruity or floral fragrances. **800/241-7951; www.polyportables.com.**

### PORTION CONTROL TABLET

**EverPro** portion control tablets from **J & J Chemical Co.** are available in Bronze and Mini sizes, and are ideal for frequent pumping and the high pace of special events service. The self-mixing solution creates a correct charge every time. The effervescing action disperses the charge completely and evenly throughout the holding tank. There is no need to stir or mix, increasing efficiency. Tablets are available in multiple sizes and fragrances. **800/345-3303; www.jjchem.com.**



### PORTABLE RESTROOM DEODORANT

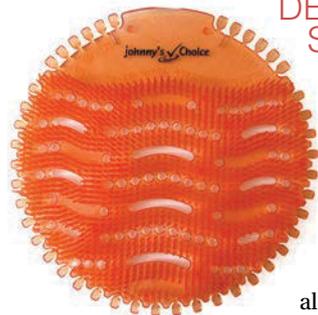
**Xtreme Clean** portable restroom deodorant from **Surco Products** comes in easy-to-handle water-soluble packets, meaning no more sticky packets, blue fingers or wasted product. It is made with a clean and easy-to-handle water-soluble membrane, and contains Metazene molecular odor counteractant and a powerful biocide. Portion control prevents overuse, waste and theft. **800/556-0111; www.surco.com.**

### BACTERIA-ACTION URINAL SCREENS

**Bravo** urinal screens from **Walex Products** are a urinal odor-control product featuring bacteria action that deodorizes and cleans. The fragrance release lasts 30 days. The shape and ribbed surface reduce splashing and the product fits in all styles of urinals. **800/338-3155; www.walex.com. ■**



### DEODORIZING URINAL SCREENS



**Deodorizing Urinal Screens** from **Johnny's Choice by Chemcorp Industries Inc.** provide effective screening for urinals, and also freshen and deodorize. Optimized bacteria reduce odors and surface buildup in urinals. In addition, the upper surface has protrusions to reduce splash back, which also reduces cleaning time and improves sanitation. Each screen comes with a set of month and date tabs, which can be used as installation or replacement date reminders. They are available in mango and apple spice fragrances. **888/729-6478; www.johnnyschoice.com.**

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By Ken Wysocky

## SELF-PROPELLED AMPHIBIOUS DREDGE CLEANS PONDS AND CANAL

The self-propelled **Mud Cat Traxx** amphibious dredge from **Liquid Waste Technology** requires little setup time and eliminates the need for cables. "You just drive this machine off the trailer, hook up the hose, drive it into the pond and start pumping," says Steve Panasuk, sales manager for Liquid Waste Technology. "You don't need a crane to lift it into the water, so it mobilizes quickly."

Made of durable saltwater aluminum, the dredge has a 115 hp John Deere engine, joystick controls and dual-track drive, enabling it to maneuver over ground and into lagoons, lakes, rivers or canals.

"It's basically designed for dredging stormwater ponds, canals, wastewater lagoons and lakes. In Florida there are hundreds of miles of canals where people drive their boats, and the canals silt up. You can drive in the dredge and easily pump the silt and sand over the top of the canal."

Pumpers looking to expand their revenue stream also can use the dredge for municipal sludge recycling, as well as removing the sand, silt and sediment that build up in reception ponds and canals.

The dredge weighs 13,500 pounds and is 37 feet 5 inches long with the boom extended. It is 8 feet 5 inches wide and 11 feet 2 inches high with the boom folded. Low ground pressure makes the machine suited for environmentally sensitive areas. "It has a very light footprint as it goes over material," Panasuk says. "You can use it without destroying the grass on the bank of a lake, pond or canal."

Safety features include six internal bulkheads, ROP rollover protection with sun shield, nonskid decking, operator vacant seat shut-off and safety railing.

Auxiliary tools allow mechanical and hydraulic dredging to 10 feet, as well as weed cutting, raking and collection. "If you have a lot of weeds, you can cut and basket the weeds, move them to shore and then go in with the hydraulic or mechanical dredge to clean out the pond," Panasuk says. "It's a multiple use type of tracked vehicle."

Options include a cutterhead/slurry pump, auger/slurry pump, weed basket cutter, weed/trash scoops, 24-inch clam rake, 16-inch trenching bucket, 28-inch bucket, one-tooth rock ripper, 48-inch dredge rake and 12-inch stationary thruster prop. **800/243-1406; www.lwtpithog.com.**

## LIBERTY PUMPS DUPLEX GRINDER SYSTEM

The ProVore 680 duplex system from Liberty Pumps is powered by two 1 hp grinder pumps and features V-Slice cutter technology. The unit shreds feminine products, rags and other unwanted debris. Operating on 115 or 230 volts, the system can be plugged into a standard 20-amp circuit. The unit is 24 inches tall and ships complete with alternating pump control unit. **800/543-2550; www.libertypumps.com.**



## ZOELLER Z-RAIL PUMP DISCONNECT SYSTEM

The Z-Rail pump disconnect system from Zoeller Co. is designed for threaded discharge submersible pumps. Rated to 250 feet TDH, the system is available in 1 ¼-inch vertical or horizontal NPT, 1 ½-inch and 2-inch vertical. Additional versions and configurations, including nonsparking for use with Class 1 Division 1 pumps in hazardous locations are available. **800/928-7867; www.zoeller.com.**

## COXREELS FLUID PATH 1195 SERIES REELS

The 1195 Series fluid path reel from Coxreels has an inline swivel, remodeled low profile outlet riser and improved operating pressure range (1,000 psi). Featuring a one-piece, all-welded A-frame base, the reel is designed to handle 50 to 125 feet of 2-inch hose. The NPT swivel is anchored to a bearing assembly machined from solid billet aluminum. **800/269-7335; www.coxreels.com.**





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## INDUSTRY NEWS

### Baldwin Filters manager named representative of the year

Donna Curtis, district sales manager for Baldwin Filters, was recognized as Tidewater Fleet Supply's Manufacturer Representative of the Year for 2013. Selection was based on product quality, order fill, fleet and commercial customer calls, training and product knowledge, new business development and overall service.



Donna Curtis

### Kohler creates story-sharing blog

Kohler Co. created a story-sharing blog, Believing In Better ([www.believe.kohler.com](http://www.believe.kohler.com)), to highlight the successes in sustainability achieved by its associates, channel partners and consumers.

### Martin Engineering names distributor

Martin Engineering named Canadian-based Belterra Corp. exclusive distributor for its bulk material handling components in Canada.

### Bio-Microbics unveils new logo

Bio-Microbics, manufacturer of decentralized wastewater and stormwater treatment systems, unveiled a new logo that includes the blue from its Science/FAST marine division and the green from SeptiTech, the company's latest acquisition.



### Wee Engineer's Parker passes away

Charlotte Parker, secretary/treasurer for Wee Engineer and wife of company co-founder Robert M. Parker Jr., passed away Feb. 21 from head injuries sustained in a fall. She was 66. According to her son and company vice president, Seth Parker, she will most be remembered for her spirit. "She was just a phenomenal person to be around. All the employees loved and adored her. Every time she walked through the door, she got the respect of everybody."



Charlotte Parker

A survivor of two heart transplants (1992 and 2003), Parker handled the company's advertising and financial accounts and was a regular attendee of the Pumper & Cleaner Environmental Expo. She is survived by her husband of 45 years and their three children (Robert Daniel Parker, Dustine Ellen Chase and Seth Richard Parker). Founded in 1992, Wee Engineer of Dayton, Ind., builds vacuum trucks, portable restroom trailers and environmental equipment. ■

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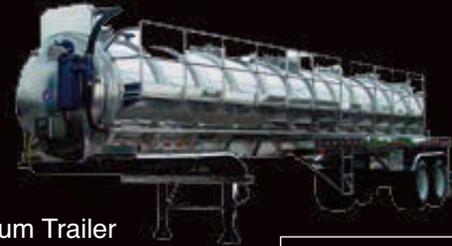


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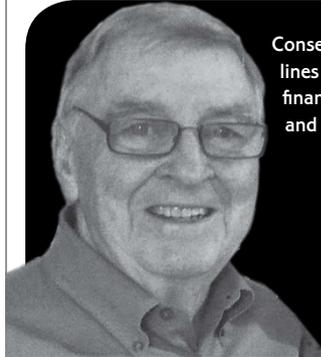


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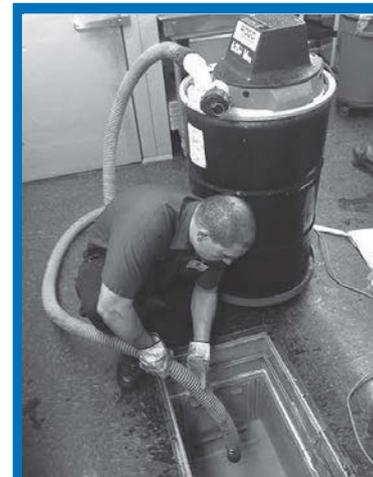
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**2006 Chevrolet C8500:** Vactor Ram Jet V8015 Rodder, 1,500-gallon tank, articulated hose reel, 80gpm rodder pump, a/c. Stock# 3317769. .... \$47,500

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[www.artstrucks.com](http://www.artstrucks.com) (P04)

2001 Sreco water jet on an International 4900 tandem axle. 100gpm, 2,000psi pump. 3,000-gallon water tank. 600 feet of jet hose. Was a city-owned unit. Price \$57,500. [www.empireequip.com](http://www.empireequip.com) 714-639-8352. (PBM)

## JET VACS

Jack Doheny Supplies Inc. offers a full range of late model combo units and DOT industrial vacuum loaders. Call us @1-800-3DOHENY. (PBM)



**2007 Aquatech B10/1500:** CAT 335hp (EPA 04) with Allison automatic transmission. 88,000 miles. 1,400 hours. Roots 624 blower, 8" x 19' extendable boom, pump-off option, internal tank flush, 6-function joystick. Excellent condition.

KLM Companies  
617-909-9044 (PBM)



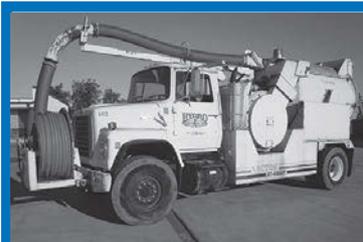
**2004 Sterling L7500:** Vac-Con V390L-HA combo sewer cleaner, 9-yard debris tank, FMC 50gpm pump, 3 vacuum compressor fans, a/c. Stock# 3317789. .... \$89,500

800-292-7007, TX  
[www.artstrucks.com](http://www.artstrucks.com) (P04)



**2002 International 4300:** Vac-Con V230H combo sewer cleaner, FMC/Bean 40gpm pump, 3-yard debris tank, 2 vacuum compressor fans. Stock# 3317792. .... \$59,500

800-292-7007, TX  
[www.artstrucks.com](http://www.artstrucks.com) (P04)



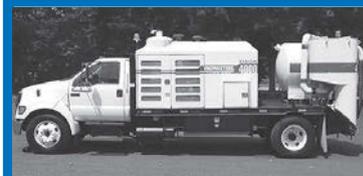
**1986 Vactor Ford LN 8000** combination unit. 42,000 original miles, 4,000 hours. CAT diesel, Allison auto transmission. Ford 300 gas auxiliary for fan drive. 9-yard capacity. Works well! Located in Northern California. ....\$15,000 OBO

Call Mike 209-810-8049 (P04)



**1990 International 4900:** Vactor 810C combo sewer cleaner, 60gpm pump, 15-yard debris tank, 1,000-gallon water tank, 2-stage fan. Stock# 3317656. .... \$59,500

800-292-7007, TX  
[www.artstrucks.com](http://www.artstrucks.com) (P04)



**2005 Ford F650:** CAT C-7 (210hp); 6-speed; A/C; 26K GVW. Vacmaster VNDS4000 vacuum excavator; JD diesel (155hp); D+W blower; Boss air comp; 450-gallon Spoil tank w/hyd. dump. Stock# 8364; 67,865 miles. .... \$79,500

800-520-4704, PA  
[www.Opdykes.com](http://www.Opdykes.com) (PBM)



**2001 Vactor 2110** 27" PD Sewer Cleaner. CAT engine with in frame and blower rebuild just done. Runs excellent with new federal DOT inspection.

KLM Companies  
617-909-9044 (PBM)

2002 Vactor Model 2110PD on an International 7400. 61,650 miles. 80gpm, 2,500psi. Roots 824 blower. 600 feet of new jet hose. Was a city-owned unit. Price \$120,000. Pictures at [www.empireequip.com](http://www.empireequip.com). 714-639-8352. (PBM)

2007 Vactor Model 2112 on a Sterling LT7500. 50,876 miles. Two-stage fan. 65gpm, 2000psi pump. Was a city-owned unit. Price \$157,500. Pictures at [www.empireequip.com](http://www.empireequip.com). 714-639-8352. (PBM)

GapVax MC1007-0113: 1,000-gallon SS water tank, 7-cubic-yard debris body, cold weather package, 800psi washdown, and so much more! Call for more details 888-442-7829 or [inquiry@gapvax.com](mailto:inquiry@gapvax.com) (P05)



**1992 Ford Vactor:** 80 gallon @ 2000psi, 29,171 miles. New black paint, new wrap on the cab with flames. Low hours on a new pump. The fan has been rebuilt, new tires, new lower tanks. Very nice unit. Must see. .... \$70,000

Call 651-334-4446  
or 612-414-2727, MN (P04)



**1992 Ford LN8000 Vactor 2115:** Ford LN8000, Ford 7.8L turbo diesel, Allison auto. trans., 18 front-40 rear, 58,000 GVW, 40,108 miles with 1,772 hours. Vactor 2115- 2-stage fan, 15-yard debris tank, Cummins turbo diesel, 60gpm @ 2,000psi, 500' 1-inch jetter hose, cold weather recirc, 1,500 gallons water. Around 12,000 miles ago the truck and unit were gone through: Truck- New brakes (drums, shoes, slack adjusters and chambers) All 10 tires (new, not caps), fuel tanks, exhaust and paint. Serviced every 3,000 miles since. Vactor- New clutch, bell housing, water pump rebuilt, jet hose, fan impellers, debris tank rebuilt (float ball assembly and air exchanger replaced, tank relined with sheets of rolled stainless steel, new door gasket). Vac hoses recently replaced, painted. 4,074 hours. More pictures available. .... \$52,500 OBO

203-223-0404, CT (P04)

Vac-Con V390LHA combination unit with Roots 827 blower, 1999 International Model 2554 cab and chassis. (Stock #3918C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (PBM)

Pre-owned 2002 Sterling LT 9500 cab and chassis with a Clean Earth Safe Jet Vac 1015 combo unit. (Stock #3876C) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (PBM)

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## JET VACS

Pre-owned 3,000 U.S. gallon carbon vacuum tank unit. TANK ONLY - NO PUMP. **VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

GapVax MC1510-0156: 1,500-gallon stainless steel water tank, 10-cubic-yard debris body, cold weather package; Glycol injection system, HX circuit, 800psi washdown, and more! Call for more details 888-442-7829 or inquiry@gapvax.com (P05)

GapVax HV55-0853 Hydro Excavator: 2013 Peterbilt, 485 Cummins ISX-15; 22' Boom; extreme cold weather package including burner and glycol injection; interior polymer coating in water & debris tank and filtration system and more! Call 888-442-7829 or inquiry@gapvax.com (P05)

## LEASE/FINANCING

**Capital Connection** is the leader in sanitation equipment financing. From Jetters to toilets, cameras to sewer trucks; we've been helping companies grow for over 23 years. Call today and let us help you acquire the equipment you need to grow your business. Jeff can help you. Please call 808-214-4456. (PBM)

**North Star Commercial Credit:** Commercial loans for trucks or equipment, flexible purchase programs to fit your budget, 21 years in the industry. Contact **Tom Myers, 877-804-2274.** (PBM)

Western Equipment Finance, a bank-owned direct lender, is committed to continuing to help you prosper. All equipment types, new or used; we have the best rates and terms you deserve. App-Only Financing and credit decisions within an hour. Call the team you can trust, Jim Stekl at Western Equipment Finance 701-665-1647. jim.stekl@westernequipmentfinance.com (P05)

## PORTABLE RESTROOM TRAILERS

2010 COHSI 2 Room. Excellent condition. Spare tire, diamond plate front, winter package. 300 waste with onboard 120 fresh. \$12,000. Contact: gretchen@swankytrailers.com. 810-714-0935 (P04)

Olympian restroom trailers, heat, a/c, hot water, interior and exterior lighting. Several sizes, call 845-883-9538. (P04)

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

## PORTABLE RESTROOM TRUCKS



**Complete Portable Toilet service truck mount units** (turn-key), mounted on your truck or ours. Tool boxes, dual work stations, dc10 washdown pump, reversible vacuum pump, hose reel, set up complete, toilet racks available. 1100 waste/400 fresh: \$19,000, 1700 waste/600 fresh: \$20,500. Any custom options or sizes available!

**TexLa Services**  
936-641-3938  
[www.texlaservices.com](http://www.texlaservices.com) P04



**1997 International 4600 Toilet Truck:** 466 diesel, 5-speed, 278,000 miles. Carries 6 toilets, 300 gallons fresh water and 600 waste. Good tires, good DOT, fresh motor. Runs and drives great. ...\$12,500  
**517-546-2268** P04



**2008 GMC W4500** portable restroom truck with Crescent tank. 39K miles. Carry 6 units; 4 on the bed & 2 on the lift gate. 550-gallon waste tank, 250-gallon fresh water tank. Thieman bar grate rail gate TVL-16 electric/hydraulic. Excellent condition .....\$42,500  
**Dennis 877-625-5525, MA** P04

2012 Dodge 5500 with 1,100/300 split tank. Dealer-maintained truck with 88,000 miles. Truck is used daily for portable restroom route. \$55,000. Call for details 614-560-7505 ask for Cory. (P04)



**2001 International 4700:** DT466, 1200/250 cap., Masport pump, Honda motor DC10 water fleet maintained. Call for more information. ....\$16,500  
**405-422-2077, OK** P05



**2008 550 Sterling Bullet,** 6.7-liter diesel, automatic, a/c. Purchased from Satellite. Fresh chem delivery, pressure washer, Conde pump. 650 waste/300 fresh, 2-unit rack, no salt, sharp truck.  
**Bruce 701-471-4098, ND** P04

2007 Isuzu NQR toilet truck with a 500-gallon waste tank and 300-gallon water tank with heated dump valve and pump for water. Hydraulic lift gate in back can fit 4 toilets. Located in Canada. \$25,000. email dennis@roztek.com or call 705-268-0768 (P04)

Isuzu 2006 NPR flat bed with a septic tank on it. 56,000 miles.\$12,000. Explorer 6-toilet transporter \$799. Call 646-645-6794 (P04)

2002 International 4300 DT466: 247,500 miles, 6-speed transmission. Keith Huber body 1,000 waste/500 fresh. Ample storage compartments and hose trays. Masport vacuum pump 2" connections. Washdown pump with new hose reel. Ready for work! \$25,000. 207-227-4205 Northern Maine (P04)

2012 International TerraStar: 66,000 miles, Crescent tank 750/350; 2007 Chevy 6500: 105,000 miles, Crescent tank 950/350; 2007 GMC TopKick: 135,000 miles, Flat tank 1,000/350; 2001 Ford 350 SuperDuty: 235,000 miles 300/150. All trucks ready for work. Call for pricing. Jeff 585-303-6155. Cash only. (P04)

Pre-owned Coleman 2-compartment, 1,800 U.S. gallon, 1,000 waste / 800 water stainless steel, portable toilet vacuum tank. Mounted on 2005 International 4300 cab and chassis with a Masport HXL 3V vacuum pump. (Stock# 8085V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

2007 Chevy C-7500 cab and chassis with a Presvac 2,000 U.S. gallons, 2-compartment 600/1,400 aluminum vacuum tank with a Moro M-3 vacuum pump. (Stock# 2974C) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

**2004 Ford F550:** Diesel, manual transmission. New 600-gallon waste/300-gallon water tank. New Jurup vacuum pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2005 Freightliner Business Class:** C-7 CAT, 6-speed. New 1,200-gallon waste/400-gallon water tank. New Patriot 300 vacuum pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

2000 Int 4700 - \$17,500; 2002 Int 4300 - \$23,500; 2006 Int 4300 - \$39,500; Roll-off - \$23,500. Restrooms - \$150. 256-757-9900 or [www.pbsos.com](http://www.pbsos.com). (PBM)

2002 Chevy C6500, Abernethy 1,500-gallon tank - 1250/250 split, Masport 230cfm pump, toilet rack with hitch. 210hp CAT 610TQ, air brakes, auto. 25,950 GVW, 147K. \$27,500 OBO. 740-357-1208 (P04)

## POSITIONS AVAILABLE

GapVax, Inc., a nationally recognized manufacturing business, is seeking a talented, highly motivated individual to fill a full-time Sales Position in the Midwest (Iowa based preferred) region. GapVax is the leading manufacturer of industrial and municipal vacuum units and hydroexcavation units in the United States. We provide the most reliable, comprehensive, and efficient mobile vacuum units in the industrial and municipal markets. Specifications of the position are listed on our website, [www.gapvax.com](http://www.gapvax.com), click on the Now Hiring link in the left hand column. Send resumes to Lthomas@gapvax.com or 575 Central Avenue, Johnstown, PA 15902. (CPMGBM)

USG is a growing Pennsylvania-based company seeking CCTV, grouting, jet/vac, CIPP, HDD, lateral rehab and manhole rehabilitation technicians and foremen. Applicants should have a minimum of 1 year experience in the industry. We are an EOE offering great pay, relocation subsidy and steady work. Send resumes to HR@usginc.net, Fax: 717-737-6093 or USG HR Department; 1304 Slate Hill Road, Camp Hill, PA 17011 (P04)

Zeiter's Septics Unlimited, Inc is seeking an experienced technician in the following areas: Septic Installation & repairs, jetting & camera experience, CDL license required for Vacuum truck tank cleaning. Location Morris Illinois. 815-693-2929 or david@zeitersseptics.com (P04)

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## PUMPS

Graco Hydra-Cat variable ratio proportioning pumps w/Monark air motor. Model #309024C. New, never been used. Central Florida. Asking \$9,500. 352-324-4037 Zack (P04)

## PUMPS-VACUUM



**Pro Conde Vac Industrial Pumpout Station** - Dimensions: 24" width x 50" length x 45" height. Flow rate: 120 gallons/minute. Capacity shut-off: 52 gallons. In very good condition. .... Asking \$3,800 OBO

**Call Barb at Restaurant Recycling**  
231-924-4622 P04

Fruitland RCF 500 vacuum pump - serial# 509462LUFA date 1-07. Totally rebuilt- zero hours. All work done by RA Ross. Have all paper work. \$3,500. 513-200-1821 (P04)

New, used and rebuilt vacuum pumps and tanks. Most major brands. Parts in stock. Quick turnaround. 20 years experience. 866-735-7327 (P0315)

Buy & Sell all makes and models, new & used vacuum pumps & high pressure water pumps, and good used replacement parts. Call for an inventory sheet and save. **www.VacuumSalesInc.com, (888)VAC-UNIT (822-8648)** (PBM)

## PUMPS-WATER

New, never used Myers D65-20 water pump. List price: \$17,992. Sell for \$8,850. New Rockford power take-off part number 4-11182 - \$700. 714-381-4141. (PBM)

## RENTAL EQUIPMENT

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

## SEPTIC TRUCKS



**2006 International 4700:** 3,600 waste, 300 fresh. Transway System, Series 500 pump (396cfm), Fuller 10-speed. Excellent condition. .... \$89,500

**Mike 419-865-4830, OH** P05



**2007 Freightliner M2** with new 2,500-gallon Imperial tank, Masport 350cfm, 260hp, Allison automatic, air ride cab & suspension, ATC traction control. Stock# 373243.

**888-961-4185**  
**www.truckcountry.com** P04



**2001 Peterbilt Model 330,** 300hp Cummins, Eaton-Fuller 10-speed auto., 141,000 miles. Liquid-cooled Masport pump, 3" and 6" heated valves. 2,500-gallon Progress aluminum tank, 4 aluminum tool boxes, 200 ft. 3" hoses, crust buster, Prototek flushable locator. Selling, retiring due to health. .. \$39,000

**330-584-2500, OH** P05

Retiring after 30 years. Two (2) nice Transway-built vacuum trucks. Original owner. **1. 1999 International:** 2,500 gallon, two axle, low miles. \$39,000 OBO. **2. 2000 SL80:** 3,600 gallon, three axle. \$45,000 OBO. Clean, well-maintained California trucks. Call for photos and details. 949-701-2687 or 949-307-0933 (P06)

2010 International Durastar 2,500-gallon pump truck, DT466 6-speed Allison automatic, 15,000 miles. Imperial tank. Lift axle. \$88,000. Call 301-502-1606. (P04)



**2007 IHC 4400:** with new 2,500-gallon Imperial tank. Masport 350cfm, DT466 245hp, 33,000# GVW, air brakes. Serviced and DOT. Stock# 365749.

**888-961-4185**  
**www.truckcountry.com** P04



**2007 & 2008 International 4400 Series,** 6-speed automatic, 2,500-gallon tank, 400 Masport, many extras!

**Ron Evans Enterprises**  
**800-537-9528** P04



**1989 Kenworth T600:** New in 2008: 435 CAT rebuilt (100,000 mile warranty), 3,500-gallon Scorpion-lined Kennedy tank. Tandem air-ride, Jake brake, 367 Challenger Max-Pak, Right Angle Drive, sight tube/bubble glasses, jetter new. Used daily Great shape. 20 miles east Indianapolis, Indiana. .... \$39,000

**317-627-7033, IN** P04

1984 International DT466: New hydraulics, brakes, paint and alternator. DOT inspected. Ready to work. 1,500-gallon tank, non CDL. Email winterseptic@jamadots.com for pictures. Asking \$17,000. Phone 906-492-3758 (P05)

1993 International 4900: DT466, 10-spd Fuller Road Ranger, 123,650 original miles, large toolbox, 2,000-gallon tank, 3" and 4" intakes, 6" dump. \$23,500. 831-440-0168 or admin@a-1septic-serviceinc.com. (PBM)

1999 Ford 2,500-gallon septic truck: 35,000 miles on new engine. Heated valves, locking rears, good tires, lots of new parts. \$15,000. 724-297-5435 Western PA (P04)



**2002 Sterling Acterra** w/3,600-gallon painted Jay's aluminum tank. 111,000 miles. 3126 CAT, Allison, dual locks, air ride. 18k front axle, PW, PL, H/M, See Level Gauge, RFL100 vacuum pump. .... \$79,500

**Call Rick @ 319-350-5742, IA** P04



**2010 Sterling LTZ7500:** Guzzler Predator 3,000-gallon DOT tank. Keith Huber tank. 90,000 miles. Full-open rear door. Excellent shape. .... \$106,000

**334-799-0575, AL** P04



**2001 Sterling Acterra:** 2,500-gallon tank, 250hp Mercedes, 226,000 miles. Truck in great condition.

**Call 330-525-7319**  
**or 330-428-0185, OH** P04

1999 Kenworth T-800: 900k miles, 90k on rebuilt C-12 CAT 425hp and king pins. Good running and tight truck. 3,000 gallons (hauls 2,750 gallons), Jurop R260 pump. Could use some tank rust repair. Bought bigger truck. \$37,000 OBO. 860-567-4191 (P04)

2000 GMC C7500: 3126 CAT engine, 5-2 speed, 175,000 miles. 2014 tank, 2,650 gallons. Jurop pump, Model 260. Truck newly painted. Asking \$39,995. Call Jimmy, Maine, 207-460-8690. (P05)

2008 Freightliner M2: 2,500-gallon carbon steel tank, 36" rear door, 6" discharge, (2) 2" suction intake, Pump: Jurop, Automatic PTO, 115K miles, aluminum rims. \$60,000. 718-301-9797 (P04)

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## SEPTIC TRUCKS



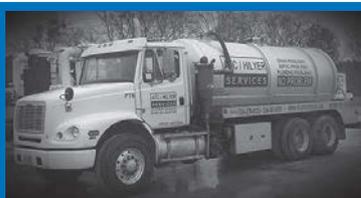
**Turn-Key Vacuum Tank Units:** 3,600-gallon, unit mounted on your truck or ours; \$20,000. 3,200-gallon truck units; 19,500. 2,500-gallon truck units; \$18,000. 2,000-gallon truck units; \$17,000. 1,500-gallon truck units; 16,000. Self-contained vacuum skids, 1,000-gallon; \$10,500, and 1,500-gallon; \$12,500, PortaPotty trucks and any custom options or sizes available!

**TexLa Services**  
936-641-3938  
[www.texlaservices.com](http://www.texlaservices.com) P04



**2008 International 4300** single axle: 2,300 main plus dual 100-gallon water tanks. 103,000 miles. DT466@245hp. Allison auto. Recent extensive engine work. Red/white - SHARP! ..... \$73,500

**360-707-1040, WA**  
[www.MotorTrucksinc.com](http://www.MotorTrucksinc.com)  
search #499221A P04



**1999 Freightliner** with 3,500-gallon Progress aluminum tank. New 350hp Cummins motor put in June 2012. Has 42,000 miles. Still has warranty on motor. Great shape. .... \$55,000

**334-799-0575, AL** P04

2002 International DT466E: 2,500-gallon tank, 3-year-old transmission and vacuum pump. Motor just went through. Dealer serviced and maintained. \$27,500 OBO. 715-325-7282 (P04)



**1993 Mack R Model:** Ready for your logo. Solid machine. 85% rubber. Masport pump. Comes with hoses and fittings. .... \$29,500

**814-277-6227** P04



**2002 International 4900** pump truck. 182,000 miles. Spicer 9-speed transmission. 3,300-gallon Heil aluminum tank. 300-gallon freshwater tank .... \$44,500

**Call 815-693-0502, IL** P07



**2008 Sterling LT9500:** Mercedes 6-cylinder (450hp). Fuller 8LL. Aluminum wheels, A/C, power locks & windows, 66k GVW. Dickirson Septic Truck, 3,000 gallon, steel tank. Masport PTO-drive pump. 149,278 miles. Stock# 8405 .... \$79,500

**866-250-8260, PA**  
[www.Opdykes.com](http://www.Opdykes.com) PBM



**1999 Freightliner Century:** Cummins MT11 370/410, 70,407 mi. on rebuilt engine. 3,300 gallons. Hydraulic lift tank, Wittig RFL100DVL 380cfm pump w/hoses and fittings. .... \$44,500

**Paul 559-280-2990, CA** P04

2004 International 4400 w/2005 Imperial 2,500-gallon tank. Rebuilt DT466, one-year-old Battioni pump. Lock-up rear end, heated valves, side discharge, aluminum wheels. \$40,000. 715-874-6680 (P04)

**1987 Kenworth T600A:** CW CAT 6-cylinder. Eaton-Fuller 15-speed. 8-bag A-R suspension. 3,365-gallon vacuum tank, Masport 75 pump. \$31,000. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2003 International 4300:** Allison auto., 136k miles, used 1,200 gallon steel vac tank, under CDL; work in progress - you choose new or used pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**2008 Ford F750:** 7-speed, 260hp Cummins, exhaust brake, rear lockers, new 2,500-gallon steel vac tank - you choose the pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**1996 Western Star:** Detroit Series 60, 18-speed transmission. Hendricks suspension. 3,365-gallon vacuum tank, Masport 400 pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**1994 Peterbilt 377:** Detroit Series 60, 10-speed transmission. 3,365-gallon vacuum tank, Masport HXL pump. [www.pumpertrucksales.com](http://www.pumpertrucksales.com). Call JR. @ 720-253-8014, CO. (PBM)

**Twelve great older pump trucks - \$35,000 each.** Big power. Jake brakes. 3,365-gallon vacuum tanks, Masport pumps. All makes & models. [www.pumper-truck.com](http://www.pumper-truck.com). Call JR @ 720-253-8014, CO. (PBM)

2011 Pre-owned 4,000 U.S. gallon carbon vacuum tank unit. TANK ONLY - NO PUMP. [www.VacuumSalesinc.com](http://www.VacuumSalesinc.com) (888) VAC-UNIT (822-8648) (PBM)

Pre-owned Progress 4,400 U.S. gallon, aluminum, vacuum-pressure tank. Mounted on 1995 Peterbilt 377 cab and chassis with a Masport HXL400WV vacuum pressure pump package. (Stock #8258V) [www.VacuumSalesinc.com](http://www.VacuumSalesinc.com), (888) VAC-UNIT (822-8648) (PBM)

Pre-owned Presvac, 5,000 U.S. gallon, carbon steel, vacuum-pressure tank. Mounted on 2004 Western Star cab and chassis with a Masport 20W vacuum pressure pump package. (Stock #3363V) [www.VacuumSalesinc.com](http://www.VacuumSalesinc.com), (888) VAC-UNIT (822-8648) (PBM)

Pre-owned Coleman 3,500 U.S. gallon carbon steel vacuum tank, mounted on a 1989 Peterbilt 377 cab and chassis and a Thompson Tank pump package. (Stock #9643C) [www.VacuumSalesinc.com](http://www.VacuumSalesinc.com), (888) VAC-UNIT (822-8648) (PBM)

New 4,600 U.S. gallon, carbon steel vacuum tank and a RCF 500 vacuum-pressure pump installed on a (1) 2012 & (4) 2013 International 7600s cab and chassis. \$169,900 each includes 12%<sup>^</sup> F.E.T. (Stock #13509 A-E) [www.VacuumSalesinc.com](http://www.VacuumSalesinc.com), (888) VAC-UNIT (822-8648) (PBM)

## SERVICE/REPAIR

**Dynamic Repairs - Inspection Camera Repairs:** 48 hour turn-around time. General Wire, Ratech, Ridgid, Electric Eel, Gator Cams, Insight Vision, Vision Intruders. Quality service on all brands. **Rental equipment available.** For more info call Jack at 973-478-0893. Lodi, New Jersey. (PBM)

## SLUDGE APPLICATORS



**AgChem Terragator 3244NMS:** 365hp C-11, 16-speed CAT Powershift. 2WD/4WD/Dogwalk. 4,800-gallon tank with Boerger FL1540 pump (<40 hrs. on complete rebuild). 10" superload system, 1050/50/R32 tires, air ride. Falcon VT rate controller with Nutrient Management System, Raven guidance. 20' Veenhuis toolbar. Well maintained, farmer owned. .... \$270,000

**Call Greg 580-465-2756, OK** P04

## TANKS



**Stainless septic/grease tank:** 900/200 with a self-exhaust heater, made by Best Enterprise. It includes the Conde 9 pump. It was built in 2007 and it's on a Ford F550 truck (truck not for sale). Call for more information. .. \$34,000 OBO

**George 818-383-5474** P04

1999 Keith Huber Dominator 4,000-gallon hazardous tank w/ roll over and pop offs, dumping, full opening rear, 3" hyd. driven pump, hyd. cooler. Thickness test 1/2010, pressure test 9/2006, leakage test 2/2011, 590 hours. \$44,900. [craig@aedisposal.com](mailto:craig@aedisposal.com) Phone: 678-772-4590 (P04)

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2011 Pre-owned 4,000 U.S. gallon carbon vacuum tank unit. TANK ONLY - NO PUMP. **VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (PBM)

Pre-owned petroleum, steel, 3,800 U.S. gallon, carbon steel, vacuum pressure tank. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648)** (PBM)

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## TANK TRAILERS



**1989 Acro vacuum tank trailer** w/ air-ride suspension, stainless steel hose trays and stainless steel fenders. Good condition. .... \$12,500  
**606-834-1545, KY** P04



**1980 Fruehauf aluminum trailer:** 6,500+ gallon capacity with a WT30X Honda trash pump. Price ..... \$14,900  
**610-916-1487, PA** P04

## TOOLS

**Crust Busters:** Portable, lightweight machine, guaranteed to mix up septic tanks and grease traps! Save time and money! **www.crustbusters.com, 1-888-878-2296.**(PBM)

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## TOYS

Septic pumper and vacuum die-cast toy trucks: In your choice of colors and logos, several cabs available. Call 877-450-2100, write to Granite State Collectibles, PO Box 440, New Ipswich, NH 03071; or [www.granitestatecollectibles.com](http://www.granitestatecollectibles.com). (PBM)

## TRAILERS- VACUUM/TANKER



**Imperial Vacuum Trailers:** In stock, 6000- and 6300-gallon aluminum single-compartment Imperial vacuum trailers.

**Call Mike**  
**800-558-2945 Ext. 328** PBM



**1988 Petro Steel** 5,500-gallon with a Deutz 4-cylinder diesel motor w/Demag-Wittig pump. Price ..... \$19,800  
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1994 Presvac 5,500 gallon non-code vacuum trailer, Reyco spring suspension, 80%+ brakes, tires. No rust on frame or suspension. KLM Companies 617-909-9044 (PBM)

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2000 Ford F-650, auto, 190hp CAT, 209k miles. Juro pump with spare, 1,000 gallon waste, 250 gallon fresh. Runs great. \$20,000. 706-798-8080 (P05)

1987 Ford F-800, 160k miles, runs great, Moro AC4 pump - 318cfm. In good condition, 2,500 gal tank. \$10,000. 706-798-8080 (P05)



**1997 Ford LN8000 Vector,** 1,500-gallon water supply, 4' hydraulic extension boom, 356k miles. Work ready. \$32,500  
**225-272-4599 or**  
**225-953-3817, LA** P05



**1993 Mack RD:** 300hp, 9-speed, tires 45%. 165k miles. 1993 3,500-gallon full lift rear open door, hyd.-drive Masport pump, water cooled. .... \$32,500  
**540-309-4973, VA** P04



**2006 T800 Kenworth** pre-emission 550 CAT, 18 speed, 46k full-lock rears. Recent engine work, New 5th wheel plate, NVE blower. Clean rig!  
**Jim 608-769-2182, WI** P04



**2005 Freightliner Columbia** septic/oil truck: 357,000 miles. 435hp Mercedes. New tires, new batteries. Hydraulic lift, rear door opening, 700 Fruitland pump, air ride, diff. lock. Mint condition. Winnipeg, Canada. .... \$79,000  
**306-421-4669, Canada** P04



**1988 Kenworth Construct T800** w/4,000-gallon steel tank. New aluminum hose trays custom-built 1 year ago. 36" aluminum underbody box. 797,601 on speedometer before replacing in 2010, now 54,000. Newer Juro pump. Great truck, use everyday. .... \$29,000  
**James 561-737-8818, FL** P04



**2007 Kenworth T300:** 2,200-gallon gray water vacuum pump truck. Dual pumping sides. One owner, 10,945 original miles. 9-speed manual Roadranger transmission, driver & passenger air seats, dual storage boxes. Not California ARB certified. Please email for more information and pictures. .... \$58,000  
**emergencyrentalservices@yahoo.com**  
**559-733-5117, CA** P04

2001 Isuzu NQR vacuum truck: Collected grease oil, 900-gallon tank. New 2008 Juro pump & gas Honda engine. \$8,500. 703-424-8126 (P05)

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**2007 Sterling Guzzler** dry vacuum truck with boom for sale. Truck has 82,739 km and 9,308 hrs. 10-speed transmission. CAT engine. .... \$147,500  
**905-792-9046, Ontario** P04



**2011 Navistar:** Automatic, 77,000 miles, like new. 4,000-gallon tank: 3,700 waste, 300 fresh water. Jetter system, 250' x 3/8" hose. Hoist hydraulically operated 3 stage. Full open rear door. Blower pump Robuschi RB-DV 65 950cfm. .... \$169,000  
**715-874-5274, WI** P04

## VACUUM LOADERS



**2001 Freightliner FL-70:** Needs engine. Automatic transmission. Diamond 1,800-gallon liquid vac body, Jurup LC300 pump (2010). 231,605 miles on chassis. .... \$10,950  
**Call 205-910-7577, AL** P04

2000 Gap Vax HG57 WET/DRY on Volvo WG64, 5,500 cfm, 27" Hibon blower, Cummins engine, chassis tank and bag house, in good condition, ready for work. KLM Companies, 617-909-9044. (PBM)

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**2009 IHC-7500:** 3,200-gallon Cusco liq-vac. 117,182 miles, 4,457 engine hours. 547cfm, M9 Moro pump ..... \$140,000  
**Call 205-910-7577, AL** P04



**1994 Cusco/Volvo Mastervac Wet Dry** DOT/312 3,000-gallon carbon steel vacuum truck. 27' Hibon blower with Moro off-loading pump. CAT engine with Fuller transmission.  
**KLM Companies**  
**617-909-9044** PBM

2008 Sterling with a Guzzler wet/dry industrial vacuum loader, 18-yard debris body, dump type, carbon steel vacuum tank. (Stock#2347V) [www.VacuumSalesInc.com](http://www.VacuumSalesInc.com), (888) VAC-UNIT (822-8648) (PBM)

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Gardner Denver T-375M: Bare Shaft pump. Gardner Denver T450M Bare Shaft pump NLB 20-200: 12 gpm @ 20,000 psi. Gardner Denver LC-1500: 390 gpm max, 15,000 psi max. NLB 36-200 6 gpm @ 36,000 psi. HT-150S 25 gpm max 10,000 psi max, Shell Side Machine, Wheatley 165: 30 gpm @ 10,000 psi, Wheatley 165: 17 gpm @ 20,000 psi. Wheatley 125 with aluminum bronze fluid end. Boatman Ind. 713-641-6006. View @ [www.boatmanind.com](http://www.boatmanind.com). (PBM)

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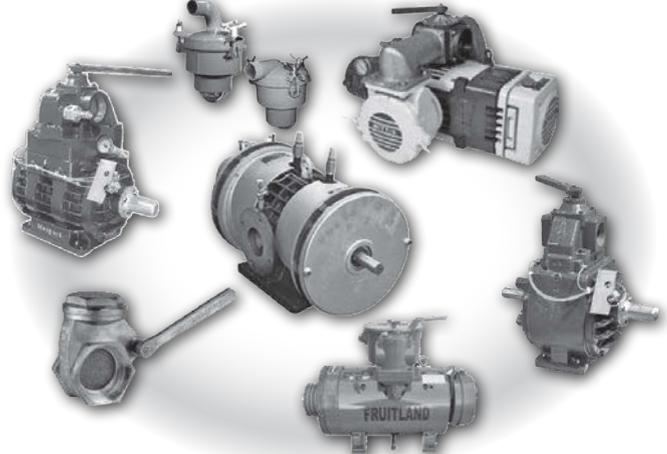
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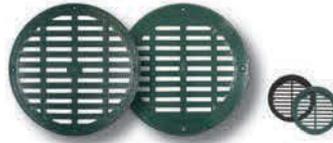
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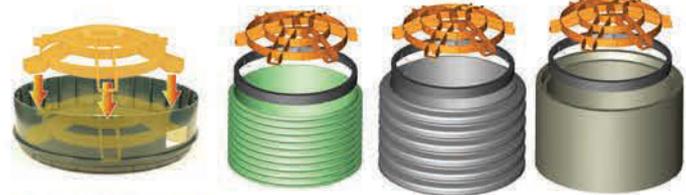
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