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Rather than shine up the golf clubs or kick back on the boat, Mark Chase decided to spend his golden years building a pumping business

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Retired refuse truck driver Mark Chase moved to Williams, Arizona, and breathed new life into a local pumping company, Cyclone Septic. Chase is shown with a Freightliner built out by J. Eagle Tanks with a 4,000-gallon steel tank and Jurup pump. (Photo by Damell Renee)

COMING IN JUNE

- PROFILE: Return to the reed beds in Canada
- SNAPSHOT: Journey to Long Island, New York

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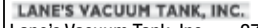


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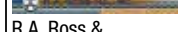
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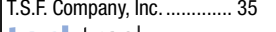
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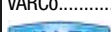
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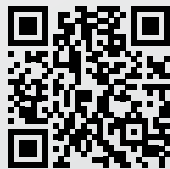
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Contact Jim with your comments, questions and opinions at editor@pumper.com.

Jim Kneiszel
Editor

Gearing Up For the Long Haul

For septic service drivers, it's time to hone those skills necessary to safely transport heavy liquid loads

By Jim Kneiszel

It's sunny springtime and I recently completed a cross-country driving trip, logging about 5,000 miles on our interstate expressways and smaller state and two-lane county roads, sharing the asphalt with thousands of skilled, professional truck drivers hauling everything from giant windmill blades to double trailers of FedEx packages.

I witnessed all sorts of safe and questionable driving practices and, for the most part, a good awareness and cooperation between the drivers of the big rigs and family haulers like mine. But in the midst of this long adventure, a story about a crash involving a member of the pumping community reminded me how important it is to review best safety practices for contractors who transport septic waste for a living.

The dateline was Orlando, Florida, where a pumper running a load of septage down Interstate 4 crashed into a semitruck, setting off a chain reaction collision when the semi rear-ended a compact car. According to many news accounts, the 41-year-old pumper's truck went out of control, left the highway, rolled over and struck a light pole. He was seriously injured and his passenger was also hurt. The drivers of the semi and the car were treated at the scene.

This is every pumper's nightmare, causing a crash that threatened harm to motorists, resulting in massive property damage, and taking a vital work truck off the road at a busy time of the year for wastewater haulers. Making matters worse, it seems like this was probably a preventable disaster.

PUT SAFETY FIRST

When I read a story like this one, I usually flash back more than a decade when I first saw a video, "Cargo Tank Driver Rollover Prevention," produced by the National Tank Truck Carriers and the American Trucking Association in cooperation with the Federal Motor Carrier Safety Administration. That video reinforced many important safety messages and reminded me that the liquid loads pumpers carry require some of the most skilled driving techniques of anyone steering a heavy truck down the road.

May is a great month to review safe driving practices for pumpers. Most of you are gearing up for the busiest time of the year transporting load after load to the treatment plant. And it seems doubly important these days coming out of the COVID funk that kept our highway traffic light for a couple of years. As my recent trip proved to me, travelers are back with a vengeance, and it takes all of us to keep everyone safe.

That safety video is still floating around on the internet, and the message is just as important as ever. In this post of the video on YouTube, www.youtube.com/watch?v=RKjhquObc9M, a driver with 38 years of experience transporting gasoline summed up the best advice. Robert Weller, senior cargo driver for Hahn Transportation in Maryland, said tank truck drivers must "start every trip with a total focus on arriving safely at the destination. We must be constantly aware of our surroundings and with an eye on what might change next."

As described in the video, let's review four types of risk factors encountered by liquid load carriers:

➤ Through skills honed over time, vacuum truck drivers can make a difficult job appear easy. But I know you have to constantly work at it.

Vehicle design

Vacuum trucks carrying a load have a high center of gravity that leads to instability entering turns or making sudden shifts or movements. Though baffled tanks help offset stability issues, speed, sharpness of turns and roadway banking can still shift a load dramatically when hitting a turn. Sudden braking will surge liquid forward, causing instability and lengthen stopping. The key to overcoming these challenges is taking it slow and avoiding sudden movements of any kind.

Load effects

Drivers who have rolled a rig will say the shifting load was the cause. But the video points out that the truck is only reacting to the inputs from the driver and a greater ability to predict load reaction is the way to avoid disaster. Drivers must manage speed and adapt to road and weather conditions. And remember that partial loads are more unpredictable than full loads. In fact, 94% of rollovers happen when the truck is carrying a partial load, which intensifies slosh and



surge in the tank. Rollovers are most often caused by excessive speed, sudden braking and maneuvers, and load distribution.

Highway factors

For liquid loads, it's even more important to familiarize yourself with the route. Don't get complacent on routes you frequently run; review the challenging sections of road regularly and share your observations with other drivers. Survey new routes, looking for factors such as sharp curves, steep downhill grades, soft shoulders, narrow driveways and areas of limited visibility that would reduce your eye-lead times for hills and turns. A good tip for controlling speed is watching for those recommended speed signs on curves and dropping your speed by 10 mph. As the video states, those speed signs are meant for more nimble cars, not tanker trucks.

Driver factors

So much of trucking safety relies on the fitness and attention of the driver. The experts say you should know the capabilities of your rig inside-out. And never leave the yard before completing a thorough pre-trip inspection. Then you must avoid the most common unsafe behaviors, including speeding, mobile phone use, fatigue, driving under the influence of drugs or alcohol, eating in the cab and daydreaming. Be mindful of physical problems, mental distractions. Common factors in rollover crashes include tailgating, road rage, failure to plan ahead for turns, lane changes and braking.

DON'T GET COMFORTABLE

Working in the wastewater industry, I always notice vacuum trucks as I drive down the highway. Maybe more than the average motorist, I understand the challenges pump truck drivers face and have a healthy respect toward risks outlined in the video. I wish I could convey this message to the rest of the motoring public so they would watch out for you on your daily routes.

Through skills honed over time, vacuum truck drivers can make a difficult job appear easy. But I know you have to constantly work at it.

Latonya Jones, a driver featured in the video, shared an important message about a close call she had carrying a liquid load. It's a valuable reminder as you head into the busy season.

"I kind of felt the trailer tilt a little bit because of the speed that I was going," she said. "It made me very alert of all of my surroundings, and looking ahead instead of being too comfortable. You can never be too comfortable." **P**

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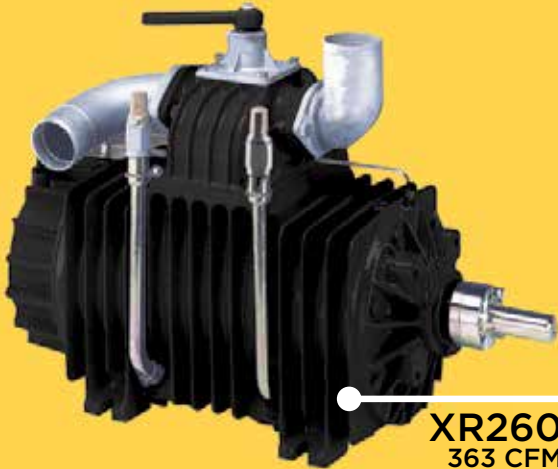
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▼ Retired refuse truck driver Mark Chase moved to Williams, Arizona, and breathed new life into a local pumping company, Cyclone Septic. Chase is shown with a Freightliner built out by J. Eagle Tanks with a 4,000-gallon steel tank and Jurop pump. (Photos by Darnell Renee)



WHO NEEDS Retirement?

Rather than shine up the golf clubs or kick back on the boat, Mark Chase decided to spend his golden years building a pumping business

By Betty Dageforde

▶ Chase watches as technician Mike Bolen secures the riser lids after a pumping job.



In 2020, after retiring from a career as a refuse truck driver in Phoenix, Mark Chase and his wife Trenna moved to Williams, Arizona, bought a small septic pumping company and soon became valued members of the community.

“It was a single-truck company owned by an older gentleman who was just pretty well wore out,” Chase says. The venture gave new purpose and life to Chase and he, in turn, brought energy and enthusiasm to the company. The business quickly grew and within three months he was expanding services.

Although Chase had a few good mentors in his prior occupation, he also saw customer service and employee relationships go downhill over the years. He wanted to do the opposite — put people first, profits second. He loves being an integral part of the community, not just a cog in the wheel of a large company.

“It’s kind of like *Cheers* where everybody knows your name,” he says. “When I go into stores here, people come up to me and say, ‘Hey, Mark, how you doing?’ I love that. I love being somebody here that people trust and rely on to take care of their needs.”

The company, Cyclone Septic, is operated out of the Chase home and an equipment storage yard. Trenna, who has a background in accounting, handles the company’s books but also works full time at an investment company in Phoenix. Chase’s father-in-law, Perry Brown, a retired semi truck driver, told Chase to put him to work — “A body in motion stays in motion,” he says. He handles the portable restroom work. Mike Bolen rounds out the team, operating heavy equipment and pumping septic.

“He’s a strapping young man and strong as an ox,” Chase says. “I’ve basically taken him under my wing. I’m teaching him not only the septic business but how to be a good young man.”

They work within a 60-mile radius. The area is rural, mountainous and touristy being located on historic Route 66 and just 60 miles from the Grand Canyon. Customers run the gamut from construction companies and homeowners to off-grid residents and sports enthusiasts.

THE BACK STORY

The previous owner of the company worked with Chase for about two weeks and then Chase was on his own. With his background, he was comfortable driving the truck and otherwise taught himself the business.

“I have one of those minds that, when I read something, I soak it all in,” he says. “I started reading every manual I could, watching everything I could on the internet, talking to people. I’m not afraid of jumping into something and figuring it out.”

The purchase price gave Chase the company name, phone number and one vacuum truck, a 2006 Chevrolet Kodiak with a 2,000-gallon steel tank and Jurop RV360 pump. But the guy wouldn’t give him the customer list. He told him not to worry about it, people would call. So he waited for the phone to ring.

Finally, at wit’s end and wondering if he had done the right thing, Chase, an ordained minister, decided to ask for help from a higher source. “I bowed my head and said, ‘God, please help me out, help my phone ring.’ About a half hour later my phone rang and hasn’t stopped.”

“IT REALLY DOES ME GOOD WHEN I HAVE A CUSTOMER WHO’S BEEN CLOGGED FOR A WEEK, DIDN’T KNOW WHAT TO DO, AND WE GET OUT THERE AND GET THEM UNCLOGGED. WHAT I’M DOING NOW IS GLORIOUS — HELPING PEOPLE. I LOVE WHAT I DO.”

MARK CHASE



Cyclone Septic

Williams, Arizona

OWNERS: Mark and Trenna Chase

FOUNDED: 2020

EMPLOYEES: 4

SERVICE AREA: 60-mile radius

SERVICES: Septic pumping, installations and inspections; portable sanitation

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► Pumper PROFILE



▶ Mark Chase needs only a single hose to reach this tank in the Sherwood Forest neighborhood in Williams, Arizona.

▶ Chase and Mike Bolen pump a septic tank on their daily route around Williams, AZ.

RAMPING UP

Chase wasted no time adding services. He thought portable restrooms would be a perfect fit. He bought 32 fiberglass units, a 300-gallon waste/150-gallon freshwater Brenner Tank stainless steel slide-in tank and Masport pump for his 2003 GMC 4500 and hired Bolen. He now has about 100 units, mostly used, in a variety of brands but he favors Satellite Industries' Maxims. Many have a hand-wash unit inside. He also has two wheelchair-accessible units and 10 freestanding hand-wash stations from Satellite.

Most of their work is for construction but they also handle special events — 4-H activities, a biker rally, a religious revival program, Fourth of July and other events downtown and at a rodeo grounds. They also have a number of private customers who rent portable restrooms or need RV pumping services. The company uses Walex deodorant products and disposes of waste at the local treatment plant.

The slide-in tank Chase bought for portable sanitation work ended up being a lifesaver when the septic truck was out of commission for four months. "I did my septic pumping with that 300-gallon slide-in on the back of my truck just to keep the customers," Chase says.

But he knew he had to get something more reliable. He bought a 2013 Freightliner Cascadia built out by J. Eagle Tanks with a 4,000-gallon steel tank and Jurop RV260 pump. He eventually also bought a 2001 Volvo with a 2,600-gallon steel tank and Masport pump. Other equipment includes RIDGID SeeSnakes and Scout locators.

Chase also expanded his septic offerings, adding inspections and installations. He works with about 35 real estate agents. He encourages them to invite their customers to be present for the inspections.

"I love to have them," he says. "I explain the system and answer their questions. While I'm answering these questions I'm building a rapport and a relationship with them. And I know who they're going to call when their system needs to be pumped."

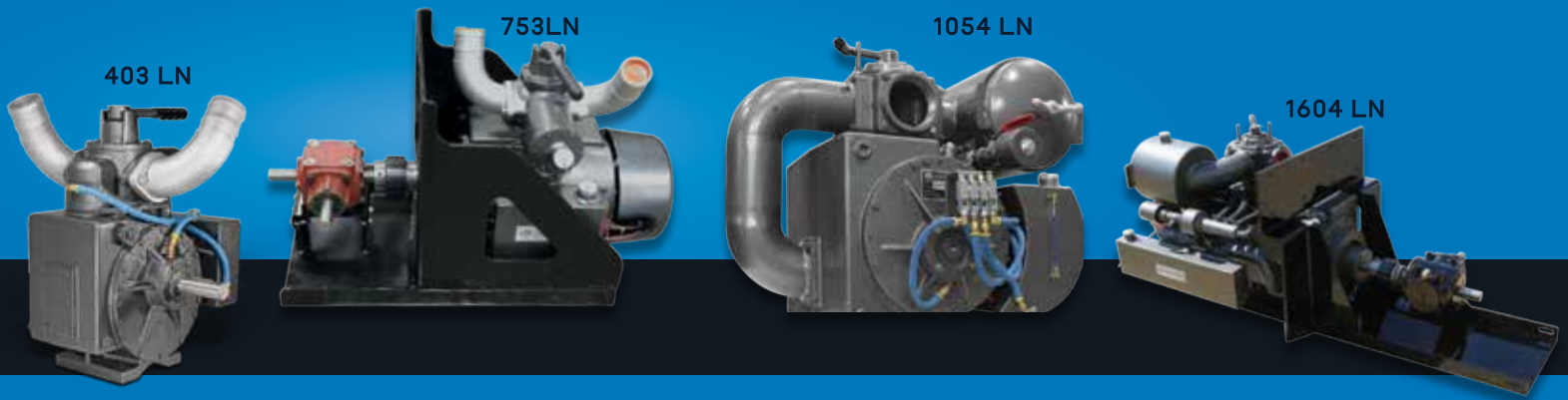


Installations are mostly Orenco and Norweco units. A lot of people are moving into the area, he says, especially from California. He gets about 25 calls a week from people wanting to know what it would take to put a septic tank on property they just bought off the internet.

HEAVY MACHINERY

Chase says the biggest challenge in northern Arizona is digging because of the rocky soil. "When we are called to do perc holes for site investigations, often we can't dig more than three feet deep," he says. "That's why most of what's getting approved these days are the alternative systems. There are times we can't dig more than six inches with a shovel. We have to use the excavator just to dig up the lids so we can pump."

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► Pumper PROFILE



▶ Mark Chase handles the hose during a pumpout, with an assist from employee Mike Bolen. The Freightliner truck with a 4,000-gallon tank is one of two workhorse septic service trucks. The other is a Volvo with a 2,600-gallon steel tank and Masport pump.

He picked up a mini-excavator his first year after a customer, who saw him struggle with shoveling, suggested he needed one — and he just happened to have one for sale, a Bobcat 320. “I looked at it, we came to a price, I got my trailer, got the money and drove it right to the next job. It’s not pretty but it runs great and does everything we want it to. It’s been one of the best purchases I’ve made.”

When he needed a bigger excavator, he’d rent one locally. But one day when the big excavator was not available, he rented a backhoe and was so impressed he bought one about a week later, a Komatsu WB146.

He has three trailers — a Globe military trailer to haul the backhoe and two Top Hat trailers, one to carry the excavator and another to haul gravel and cinder.

Even with equipment, it’s still tough, he says. “Last year we had a tank 14 feet deep. I tore up one of the tracks on my excavator and broke a hydraulic line trying to get down to the tank. I see guys on social media who talk about doing seven tanks in a day. We can’t do that because in most cases we’re spending an hour, hour-and-a-half digging up the lids. Four tanks in a day for us is a big day.”

PEOPLE FIRST

When he was working for another company, Chase said the management didn’t want employees taking the time to build a good rapport with customers because they were always overbooking the jobs. That was not going to be his style at Cyclone Septic. He is all about serving the community and taking care of employees — and knows the income will follow.

He treats employees the way he would have wanted to be treated. And he enjoys spending time with customers.

“I’m a talker. I like to talk to my customers and they like to talk to me. I like to make them feel like they’re family. I give them a piece of me every time I talk to them or provide a service. They appreciate that.”

“I’ve got several who I know don’t have any money. We pump them anyway. We’ve been blessed and if I can make somebody’s day, I’ll make somebody’s day.” He says word of mouth has kept him plenty busy and he does not advertise.

CHALLENGES

Bad reviews. The company’s previous owner had picked up some negative Google ratings which haunted Chase in the beginning. But when he finally convinced one hesitant but desperate customer to give him a chance, her positive review got the ball rolling and more people started calling,

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followed by more good reviews. Chase has since enjoyed a 5-star rating. But he admits he did receive a one-star review once because he wouldn't deliver to an area outside his service territory — "I lost some sleep over that."

Terrain. Technicians are on dirt roads 60 to 70% of the time, which is hard on them and the trucks. Winter conditions only make things worse. If it's especially bad, they don't go out at all. Chase eventually replaced the GMC 4500 with a heavy-duty 2003 Ford F-650.

Phones. Cell phone service on their routes in the mountains is unreliable. They've sometimes had to backtrack to a main road to get a signal to contact a customer. Calling in to the office when there's a problem is not always possible.

THE NEXT STAGE

Chase says his company is on the verge of significant growth. "What we have now is what I call an explosion from what the company used to be, and I'm right on the brink for my next explosion." Finding another tech is the top priority. He also needs someone to answer the phones.

Although being his own boss has required personal sacrifices and long hours, Chase couldn't be happier.

"What I like best is the people — meeting with them, creating that relationship. It really does me good when I have a customer who's been clogged for a week, didn't know what to do, and we get out there and get them unclogged," he says. "What I'm doing now is glorious — helping people. I love what I do." **P**

Chase inspects an onsite system utilizing a Norweco Singular aerator system, while Mike Bolen pumps the tank.



Bolen inspects a pump chamber during a maintenance call.



Helping veterans

The Enola Gay was the bomber used to drop an atomic bomb on Nagasaki, Japan during World War II. It was named after Mark Chase's great-grandmother who was the mother of the pilot, Col. Paul Tibbits, Chase's great-uncle. John Tibbits, Chase's grandfather, was also on the plane.

Chase's father, Daniel Chase, also saw military duty, serving as an Army medic during the Vietnam War. "That's why I do what I do for the veterans," Chase says. "Anytime someone calls for a pump or any kind of service, if they're a veteran, I give them a discount."

One group Cyclone Septic works with is Combat Warriors Northern Arizona. They have a camp where they bring in combat warriors and take them hunting. "We supply the portable restrooms," Chase says. "I usually let them have them for free to help the veterans out but they insist on giving us a little something for them." When the traveling Vietnam Wall came to Williams in 2021 Chase provided all the units and hand-wash stations at no charge.

"When it comes to the veterans, I have a big heart for them," he says. "I do everything I can to take care of them."

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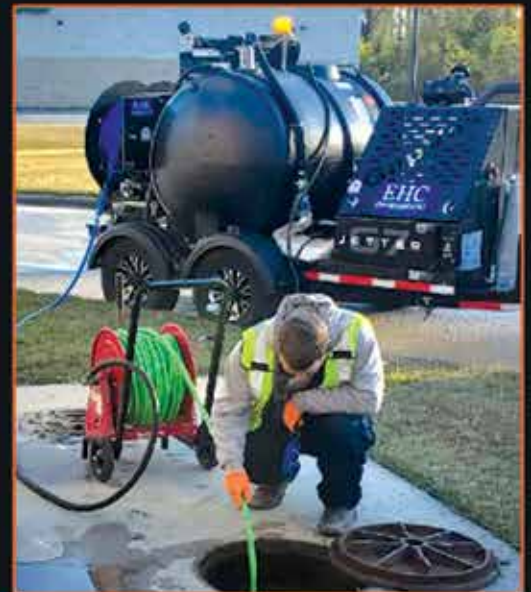
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Kate Zabriskie is president of Business Training Works, Inc., a Maryland-based talent development firm. Reach her at www.businesstrainingworks.com

Making the Most of Virtual Meetups With Your Crew

Online meetings offer convenience for your workers in the truck cab or at remote offices. These tips will help you maintain in-person results

By Kate Zabriskie

The world rapidly adopted virtual meetings, but many small business leaders struggle while attempting to translate the in-person experience to an online format. This includes pumping company owners who need to communicate with drivers via tablet or staff working in a remote office away from the headquarters.

Luckily, there are tried and true actions you can take to get online meetings running like clockwork. By following eight strategies for surviving in the virtual world, a newbie can perform like a pro in record time.

Strategy 1: Know what you want to accomplish.

Just as it's important to have a game plan for an in-person meeting, it's essential that you have a goal for any online get-together. Are you informing, gathering information, looking for opinion, making a decision or something else? If you don't know, your meeting is not going to feel as tight as it could, and you won't look as put together as you might had you done some thinking in advance.

Once you know the goal, it should inform the meeting's length, number of attendees, and desired level of interaction. For example, if you're discussing new company plans or policies, you're probably not seeking opinion but instead providing information and perhaps answering questions. Given the one-way nature of the bulk of that gathering, you can probably accommodate far more people than you could if your goal were to elicit opinion and seek input.

Strategy 2: Communicate your expectations

Most people will do what you ask them to do if you ask them to do it and you model the behavior. Be specific and direct. If you want people to share their cameras, outline your request as people join the meeting. If you want them to raise their hands to answer a question, raise your hand when you ask it. If you want people to type something in the chat box, you should type as they are typing. The more deliberate you are in your instruction and actions, the better your chances of seeing what you want to see.

Strategy 3: Share a roadmap

Just as an in-person meeting can benefit from an agenda, virtual meetings need a roadmap or itinerary. Furthermore, in the virtual world it

➤ In the virtual world it is helpful to show the agenda several times during the meeting and point out where you are on the schedule.

is helpful to show the agenda several times during the meeting and point out where you are on the schedule. An agenda check refocuses people who may have drifted off and it gives them an easy onramp back to the meeting. Furthermore, acknowledging where you are in the process gives people a sense of movement and helps the group stay on task.

Strategy 4: Recognize technology diversity

When it comes to technology, the virtual world is not equal. In a typical meeting, some participants will have equipment and bandwidth worthy of a Hollywood production, while others will appear to have a dial-up line reminiscent of equipment from the previous century. For that reason, it's important to think about what could go wrong and how to troubleshoot potential problems before they occur. For example, will you record and post the meeting for people who have difficulty joining? Do you have a dial-in number for those attendees who can't get VoIP technology to work correctly? Will you send slides in advance for people who have difficulty logging in altogether and must rely solely on a PDF? The more you prepare for problems, the easier they are to deal with should they arise.

Strategy 5: Arrive early and start on time

If at all possible, it's a good idea to arrive to your virtual meeting well in advance of your participants. The time you have in the virtual room before it fills will give you an opportunity to troubleshoot your technology, get comfortable in your seat, and welcome early birds as they enter the room. Your early arrival also allows you to avoid having participants wait for you.

Strategy 6: Accept you are in a competition for attention

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the most effective presenter competes with a participant's inbox, other work and just about any activity that is potentially more interesting. You will have to double or even triple your efforts to keep virtual attendees involved. Putting yourself on camera and asking participants to appear on camera is only the first step. Next, you have to think about ways to keep people's eyes on the screen or handout and their hands busy about every two minutes. Two minutes? Yes! People want to be engaged. If they don't engage with you, they will engage with something else.

Strategy 7: Balance conversation

Just as people participate in in-person meetings at various levels, the same thing will happen in the virtual world. A good meeting facilitator will take action to add balance. For instance, "I'm going to throw this next question to Jane, Josh and Juan." Those three participants know that at least one of them is on deck to speak next. In addition to calling on a few people, you should also consider directing people to different channels.

"If you would like to answer in the chat box, do that. If you would prefer to open your microphone, go ahead. If you would like to send a message just to me, send a private chat." The variety of avenues offered in that example accommodate people who like to talk, those who prefer to write, and others who are less comfortable speaking up in public.

Strategy 8: Limit your time and use it wisely

No adult wants to sit for more than two hours at a time, and this is especially true in the virtual world. For meetings that are essentially information-sharing exercises, consider limiting yourself to one-hour blocks. For interactive conversations, as a rule of thumb, you should be able to get away with two hours at a time. Include generous breaks if appropriate. Consider running smaller

meetings with fewer people, spreading a long meeting over several days, or sharing video recordings instead of bringing people together if they would accomplish the same result.

A FINAL THOUGHT

It's a new world for many people taking the plunge into the world of virtual meetings, and now is the time to get comfortable. Take the time to leverage a few simple strategies that will get you on solid footing. Paying attention to what you like and don't that others do in their meetings will help you grow. Asking for feedback from your attendees will further accelerate the process. May your next online meeting be a smashing success. **P**

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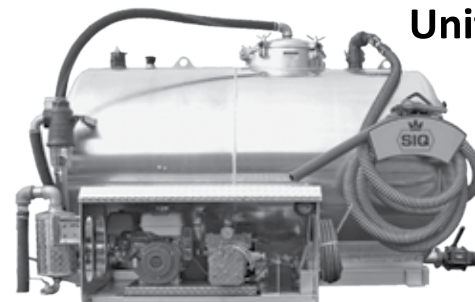
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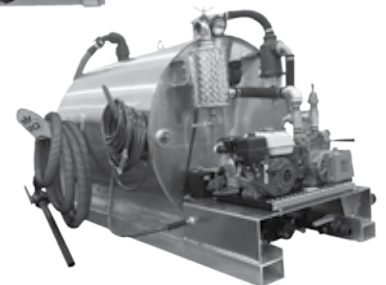
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Jim Anderson, Ph.D.
Contributor

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

Celebrating 50 Years Poking Around in Septic Systems

It's been a privilege to watch the onsite wastewater industry grow in technology and professionalism. Thank you for working with me

By Jim Anderson, Ph.D.

Have you ever stood in the field looking at a system and said to yourself, I can't believe what I am looking at, and now I must have seen it all? I think if you have been in this business for any length of time you have had multiple experiences like this. And just when you think there is nothing new, there is!

Over the years of writing this column, I have recounted several of my experiences like this and used them as examples or lead-ins to discuss different aspects of good practices. Some of these have happened with people reading this column.

A couple of my favorites include:

- A homeowner telling me they went to the butcher shop, bought a 100 pounds of spoiled hamburger and put it in the septic tank to make sure it got a good start.
- The time a service provider told me it was OK that water was standing in the sewer pipe from the house to the septic tank because the pipe was only half full.
- And my all-time favorite was when a friend of mine opened a plugged tank to find that before the house was occupied and the system was used, rattlesnakes decided this was a good place to den up for the winter!

I could recount more, and I always enjoy talking with service providers about both the crazy and the mundane they encounter.

IN THE BEGINNING

I was very fortunate to start my "career" in the industry in 1970 as a graduate student working on the small-scale waste management project at the University of Wisconsin-Madison. I got to work with the people who became known as the premier researchers and pioneers in the industry. After leaving Madison I have worked with great people across all aspects of the industry.

They all helped educate me about how systems work or don't. I am forever indebted to the contactors in Minnesota who put up with me for 35 years telling them how I thought they should do things; yet had the patience when I was off base to show me what they knew. I would be remiss if I did not recognize my predecessor in this column, Roger Machmeier, professor and Extension specialist at the University of Minnesota. He took a young guy fresh out of school and gave him a whole new perspective.

➤ In the past two decades, the acceptance, use and development of technology to improve system operation and treatment has been amazing.

Over 50 years, I have observed significant industry trends and aspects worth mentioning. First, over this time the industry has moved from a time of systems based on old wives tales (see the tank starter above), to hearsay (see the half-full pipe) to science-based system design, installation and maintenance. This would not have happened without the industry's commitment to continuing education and research to provide better and more consistent systems for the homeowner.

I have always been impressed with the commitment of the state and national organizations established by and for service providers and installers to promote and establish professional standards. There has been no limit in members' pursuit of finding and then educating members and clientele about what they determine works; it is impressive and deserves recognition.

In the past two decades, the acceptance, use and development of technology to improve system operation and treatment has been amazing. I remember seeing a talk at one of the trade shows about 25 years ago that new product development and the internet was going to change how we did everything.

A FOND FAREWELL

At the time I remember thinking to myself, 'Well that may be, but I probably won't see that happen before I leave.' How wrong I was! Within five years after that discussion, the industry had gone from primarily using rock in trenches and beds to other types of trench media; combined with increased pretreatment systems with pumps, and with remote operation, the systems installed were changed dramatically.

If you have read any of my recent columns, you will see reference to continued changes in the ability to monitor and service systems using



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wireless technologies connected to the internet. The homeowner still relies on their pumper to take care of their system the way you do and the tools at your disposal have changed significantly! There is no foreseeable ending to this trend.

To paraphrase a song, "Everyone's ending is someone else's beginning." This is the last column I will do as the Answer Man. Thank you for reading; thank you for sharing your stories with me over the years. Thank you to COLE Publishing for allowing me to write this column. Keep up the good work and we will see each other down the road. **P**

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Learn the Five C's of Creditworthiness

Know the factors important to landing business loans and lines of credit before you make a pitch for capital

By Joan Koehne

Do you have your eye on a new jetter or vacuum truck to replace an over-the-hill model in your fleet? Are you outgrowing your current shop or office space? Is a friend in the industry ready to retire and offering you a golden opportunity to grow your business through acquisition? When it's time to take your business to the next level, without having to open your wallet or ask family or friends for cash, business loans and credit lines are viable options.

While you're looking at the next opportunity, the bank is looking at your credit worthiness and the risk associated with lending you money. According to Jeremiah Janssen, vice president of commercial banking at First Business Bank in Appleton, Wisconsin, each financial institution has its own way of making credit decisions, but many institutions rely on the five C's of credit: character, capacity, capital, collateral and conditions. The five C's pertain to both personal and business finances. Personal and business credit are closely linked for small businesses. "If you want to borrow money to grow your business, the bank will look at you and the business together," Janssen says.

Character of a borrower's credit history

Character refers to the borrower's credit history, which is represented in a credit report. A credit report lists an individual's payment history, current debt, loans and other financial obligations. Janssen says business owners should review their credit report before applying for a commercial loan or line of credit. That way, they can find and address any negative information and fix errors before the lender sees the report.

Through www.usa.gov/credit-reports, individuals are entitled to a free annual credit report from three credit reporting agencies: TransUnion, Experian and Equifax. You can request the reports one at a time or all at once. Business owners with excellent credit (740 or above) are considered a better risk by lenders, so Janssen recommends paying mortgages, student

loans, car payments and other obligations on time. Watch your credit card spending, also.

"If you have a \$5,000 limit and you're at \$4,900, that's a high utilization of the credit card, and it's going to report negatively compared with paying off the balance every month," Janssen says.

In addition to reviewing personal finances, lenders will review business finances. Lenders determine the character of a business by its "accounts receivable aging" statement.

"What we're looking at is how old is each account? Anything zero to 30 days is considered current. The further out it goes, the less likely you're going to be paid on that. Anything over 90 days is aged," Janssen says.

"When you're invoicing, make sure you're following up, especially if things get out there longer than your terms. Just stay on top of that."

Lenders will also review the accounts payable statement to see how well the business pays its vendors.

"Hopefully, you're within 30 days of the agreed-upon terms. Anything other than that, we're going to be asking some questions; why you didn't pay this invoice," Janssen says.

Capacity of a borrower to repay a loan

Capacity refers to the borrower's ability to pay back the loan. A lender looks at the debt-to-income ratio, comparing how much money a business owes to how much money it earns.

A lender also looks at a company's EBITDA — earnings before interest, taxes, depreciation and amortization. EBITDA measures a company's overall financial performance.

To improve their capacity in the eyes of a lender, Janssen says businesses should consider these questions: Has the person prepared a business plan? Do they have a budget? Have they prepared a 13-month rolling cash flow?

By understanding their monthly cash flow, they can project the cash flow going forward, showing they have the capacity to repay a loan

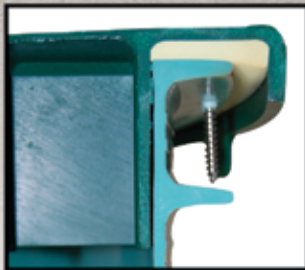
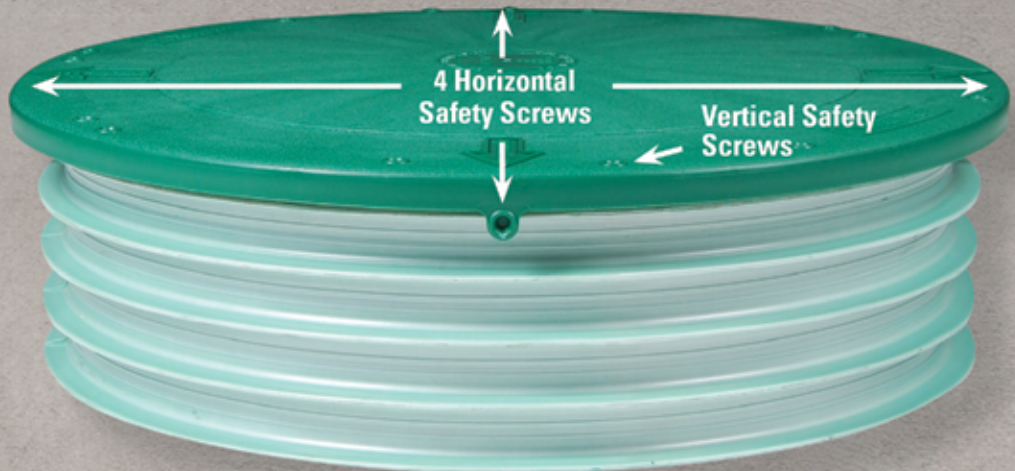
“When choosing a lender, ask some questions of the financial institution and determine if they are a good fit for you and your business. See if they have history and experience in financing businesses in your industry.”
— Jeremiah Janssen

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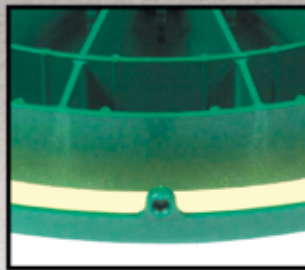
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Capital to purchase an asset

Capital refers to how much money borrowers have invested in the company and how much they are able to invest in this new business opportunity. For example, when buying an asset like a new truck, equipment or garage, a borrower will be asked to foot some of the bill. The more you finance yourself, the less risk the lender takes on, which can result in more favorable finance terms, Janssen says.

The amount of capital you'll be asked to invest depends on a lot of different factors, including the amount of the loan and the payback schedule.

Collateral to pledge against a loan

Collateral refers to the assets you're willing to pledge against the loan, in case of default. For example, if you take out a loan on a work truck, the lender places a lien on the truck as collateral. In the event of default, the lender may repossess the truck.

"If we are short on collateral, the financial institution may ask for a mortgage on your personal residence or a second residence. It depends on the type of loan program they are using to structure the request," Janssen says.

Because they have so much to lose, borrowers should carefully assess the collateral they pledge.

Conditions surrounding the loan

Conditions refer to the internal and external factors that affect a loan, including the current interest rate and current market conditions.

"One thing we're always looking at is: What is the purpose of the loan? Have you done any calculations as far as your return on investment?" Janssen says. "How quickly are you going to be paid back based on the investment you're putting in?"

A lender will also want to see a pipeline of upcoming sales anticipated in the next couple of days or months.

"That can give us an insight into how strong the company is and how strong the market is as well," Janssen says.

LINES OF CREDIT

In addition to term loans, businesses can apply for a line of credit. The nice thing about a line of credit is its fluidity, Janssen says. A line of credit has a preset borrowing limit that can be advanced on, repaid and advanced on again. A line of credit should be utilized to finance accounts receivable and inventory.

"Typically, a borrower should utilize a line of credit for any type of purchase that would be paid back within a year," Janssen says.

On the other hand, a term loan works well for assets that will take longer than a year to repay. Term loans are designed for specific, one-off expenses like purchasing a new building, buying machinery, or acquiring another business. Borrowers receive a lump sum of capital that they need to repay at a specific interest rate over a specific time period.

When applying for business credit, a borrower will be asked to provide several documents:

- Last three years of personal tax returns
- A personal financial statement
- Last three years of company tax returns
- Last three years of company's prepared financial statements
- Accounts receivable and accounts payable aging reports
- Budget
- Depreciation schedule; equipment, vehicle and machinery list

Additionally, a startup may be asked for other documents, including a business plan, resume or a list of skills and qualifications.

The right lender

Funding a business out-of-pocket has limitations, especially for startups and organizations ready to leap to the next level. Thus, working with a lender can open the door to opportunity. Lenders not only connect borrowers with financing but also with the people and other elements they need to move their business forward.

"When choosing a lender, ask some questions of the financial institution and determine if they are a good fit for you and your business. See if they have history and experience in financing businesses in your industry," Janssen says.

Before approaching the lender for a business loan or line of credit, assess your company's financial status based on the five C's of credit. Owners who master them are more likely to secure the loans they desire to grow their business. **P**

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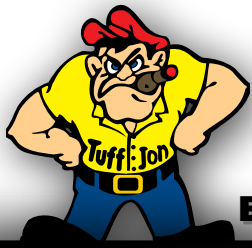
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See ad on page 39	TSI Tank Services, Inc. PO Box 8136, Cranston, RI 02920 866-720-4999 • 401-688-0043 • (f) 401-383-7462 www.tankservicesinc.com • jerry@tankservicesinc.com	*	*	*	*	*	*	*	*	*	*	*	*	*
 Vac-Con, Inc. 969 Hall Park Rd., Green Cove Springs, FL 32043 904-284-4200 www.vac-con.com • info@vac-con.com	Vac-Con, Inc. 969 Hall Park Rd., Green Cove Springs, FL 32043 904-284-4200 www.vac-con.com • info@vac-con.com							*			*	*	*	
 Vector Manufacturing 1621 S Illinois St., Streator, IL 61364 815-672-3171 www.vector.com • sales@vector.com See ad on page 12	Vector Manufacturing 1621 S Illinois St., Streator, IL 61364 815-672-3171 www.vector.com • sales@vector.com							*	*		*	*	*	
See ad on page 19	Vacutrux Limited 20 Martin Ln., Elmira, ON N3B 2A1 800-305-4305 • 519-669-1625 • (f) 519-669-8331 www.vacutrux.com • info@vacutrux.com	*	*	*	*	*	*	*	*	*	*	*	*	*
See ad on pages 60, 67	Vacuum Sales, Inc. 51 Stone Rd., Lindenwold, NJ 08021 800-547-7790 • 856-627-7790 • (f) 856-627-3044 www.vacuumsales.com • jredstreak@vacuumsalesinc.com	*	*	*	*	*	*	*	*	*	*	*	*	*



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2023 T880 Kenworth Decant CALL FOR PRICING | (200/4000/1400) NVE 4310, CAT jetter package



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HOSE AND FITTINGS



Kuriyama of America Alfagomma T704HA Series THE BOOMER

Corrugated **Alfagomma T704HA Series THE BOOMER** industrial sewer vacuum hose from Kuriyama of America is made with a 1/4-inch-thick red gum rubber tube designed for wet or dry applications where severe abrasion is a factor. The corrugated black conductive

styrene-butadiene/natural rubber blend cover provides abrasion and ozone resistance. The rugged hose is suitable for dry or wet abrasive materials and can be grounded. All sizes are rated to full vacuum and a pounds-per-square-inch safety factor of 3-1 for 2- to 8-inch hose and 2.5-1 for 10-inch hose. The hose remains flexible in temperatures from 40 degrees below zero to 212 degrees F. It is available with soft-cuffed ends for easy installation and clamping. **847-755-0360; www.kuriyama.com**

HOSE REELS

COXREELS V-100 Series

The **COXREELS V-100 Series** product line has been expanded with the new 1 1/4-inch vacuum hose reel V-112-735 without hose and the V-112H-735 with hose. The new model has a smaller frame size featuring 12-inch-diameter discs instead of the original 17-inch-diameter discs and is designed for use with 35 feet of 1 1/4-inch vacuum hose. The outlet connecting to the hose remains 1 1/2 inches and the 1 1/4-inch hose comes equipped with 1 1/2-inch slip cuffs on both ends for maximum flow. The new swivel design still allows connection of multiple hose sizes by using the inside and the outside of the housing, but a greater gradual taper has increased the amount of compatible inlet hose cuffs. **800-269-7335; www.coxreels.com**



Hannay Reels VAC-5000

The **VAC-5000** from **Hannay Reels** is a single wrap reel that can handle 2- through 4-inch I.D. hoses. It is a heavy-duty reel made for longer lengths and large diameters of vacuum hose. Buyers can choose a gear-driven crank rewind or chain and sprocket drive powered by an electric, hydraulic or compressed air motor. This reel

provides effortless and fast rewinding and wrapping of the hose and is easy to access from both sides of a vehicle. **877-467-3357; www.hannay.com**

LEVEL INDICATOR/SCALES

Cleral USA On Board Scales Reflex Basic

Reflex Basic from **Cleral USA On Board Scales** is an onboard weighing system made for pumping and hydroexcavator units. It can be easily installed on units with air ride, or walking beam rear suspensions, with or without lift axles. Operators can quickly tell the GVW and the distribution of the weight on each axle group simultaneously, making the unit safer and more efficient. The SIM System (System Intelligence Management) is an optional embedded computerized load distributor. It automates management of lift axles and the weight of the primary axle groups by assessing the weight of each axle group and distributing weight by controlling the air pressure of lift axles. This is done in real time, even while driving, without driver involvement. It can manage three groups of lift axles independently. **866-901-7372; www.cleral-usa.com**



TRUCK-MOUNTED JETTERS/VACS



Cam Spray 3012H Compact Skid Mount Jetter

The **3012H Compact Skid Mount Jetter** from **Cam Spray** is designed for a high cube van or pickup bed and takes up as little space as possible while providing 12 gpm at 3,000 psi. Features include a Honda iGX 800 fuel-injected gasoline engine with oil alert and hour meter, powering a gearbox-driven

plunger pump with ceramic plungers, stainless steel valves, pressure gauge and 80-mesh water filter. The pump is protected by an unloader valve and secondary pop-off. A power pulse feature is used for navigating longer runs and elbows. The 100-gallon tank includes low water shut-off and a float valve to manage filling the tank. An industrial-coated skid platform and frame offers transferability among vans, trucks and trailers, while mounting flanges and D-rings allow for the machine to be fastened or tied down. The machine measures 52 inches long by 41.5 inches wide by 50 inches tall. **800-648-5011; www.camspray.com**

Easy Kleen Pressure Systems Groundhog Jetter

The **Groundhog Jetter** from **Easy Kleen Pressure Systems** is designed to blast through clogged pipes with a 35 hp Vanguard engine providing 12 gpm at 3,500 psi. It is compact and can be transported in a pickup truck or van, with trailer options available. It includes a fully welded, powder-coated 2-inch steel tube frame, drilled and tapped, which houses the 200-gallon water tank. It comes with an accessible breather and 10-gallon fuel tank, General Pump with gearbox drive, 12-volt-powered hose reel with 300 feet of 3/8-inch jetter hose, hose guides, a super swivel and foot-pedal control, emergency shut-off valve and hour meter. Optional remote features include hose reel-in, motor off/speed control and pressure on/off. **800-315-5533; www.easykleen.com**





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Moro USA Toolbox Mount Jetter Packages

Moro USA's line of **Toolbox Mount Jetter Packages** operate using 4 or

10 gpm of water at 3,000 psi. The high-pressure plunger pump uses jetter nozzles designed to alleviate clogs and prevent future clogging due to grease and other buildup. Packages come pre-assembled inside an aluminum toolbox and include a plunger pump, pulsator valve, wash gun and lance, wash nozzle tips, 200 feet of 3/8-inch hose with 12-volt electric or air rewind reel, and an externally mounted 3.2-gallon fuel tank. They are available in gearbox, hydraulic, and engine-driven, aluminum, steel, or stainless toolbox, heated or unheated packages. **866-383-6304; www.morousa.com**

MyTana ROM Compact Jettors

MyTana offers two compact ROM-built truck-mounted jettors suitable for house connections and light industrial work. Both models fit medium-duty commercial vehicles and deliver 15 gpm at 4,000 psi for work in lines up to 24 inches. The smaller



Economic has a hydraulic hose reel that swivels 225 degrees and holds 300 feet of 1/2-inch hose. A second reel is for water fill hose. The EcoFit features three reels. Two hydraulic hose reels swivel 270 degrees along with the control panel, each with a hose entry guide. The main reel has 300 feet of 1/2-inch hose but could hold up to 550 feet of hose. The second reel can hold up to 300 feet of 1/2-inch hose. A third reel houses the water fill hose. Both models include a handheld remote control unit and pulse action. **800-328-8170; www.mytana.com**



RNV Hydrovac2

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

Super Products SuperJet

The **SuperJet** truck-mounted jetter from **Super Products** is designed to blast debris with a strong and smooth single-piston water pump. Built to handle year-round sewer maintenance in residential and municipal areas, it breaks up blockages, flushes out debris, clears manholes and scours sewer lines. Units have rotationally molded, non-crosslinked polyethylene water tanks, which are eco-friendly and repairable, to accommodate water capacities ranging from 1,080 to 3,240 gallons. Additionally, they have standard curbside and street



side fill. It has a hose reel with 1,000 feet of 1-inch sewer hose, 200-degree rotation and a digital monitor. This allows operators to work efficiently and safely while positioning themselves out of traffic and other hazards. The monitor displays a hose footage count, offers 20 saved settings for hose reel payout and is designed with LED panel lights to enable readability in a variety of environments. **800-837-9711; www.superproducts.com**

VACUUM PUMPS/BLOWERS

Engine and Accessory JUROP HELIX Blowers

Jurop HELIX Blowers, distributed by **Engine and Accessory**, incorporate tri-lobe worm screw profile rotors, dynamically balanced to reduce vibrations, and designed for vacuum systems that convey air and create a constant negative atmosphere with less input speed and overall power requirements. They are designed with a built-in air injection cooling system. This system of channels — porting — is a Jurop-designed solution to maintain lower blower temperatures and to decrease blower noise levels to the point of not requiring an enclosure. Models are available with cfm's ranging from 280 to 6,400, ATEX Certification, and engineered packaging for mobile applications globally. **305-573-2268; www.eamparts.com**



Fruitland 870 Series

Fruitland's 870 Series pump allows vacuum levels of 28.5 inches Hg and continuous vacuum of 27 inches Hg. It is capable of providing 30 psi pressure for offloading. Oil consumption is 1 gallon for 18 hours of operation to reduce environmental impact. Locally sourced, non-proprietary oil may be used.

The pump delivers 510 cfm (free air) through 4-inch porting. **905-662-6552; www.fruitlandmanufacturing.com**



Presvac Systems PV750

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



National Vacuum Equipment Challenger 1600

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



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Wallenstein Vacuum 753 Series

The **753 Series** vacuum pump from **Wallenstein Vacuum** is designed for longer service life, incorporating wide vanes that allow up to an inch of wear. It provides 422 cfm airflow at 1,200 rpm and vacuum levels up to 28 inches Hg. Options include air-, liquid- or dual-cooling systems where air injection is combined with liquid cooling. A pump-flushing port is included on the top valve for convenient maintenance. The quick-access housing end plate allows for easy internal inspection with no bearings to pull. Oil lubrication is via a mechanical piston pump driven by shaft rotation or available with a sight-feed valve oil regulator system using vacuum/pressure to draw oil with no moving parts. **800-801-6663; www.wallenstein.com**

Westmoor Conde PowerPaks

Westmoor Conde PowerPaks are preassembled gasoline or diesel-powered vacuum pump units. They are easy to install, according to the maker, and include a heavy-duty steel base with aluminum diamond plate trim and belt guard. Rigid assembly is designed to ensure minimum vibration and maximum power. They are available with either vacuum only or vacuum/pressure pumps. A wide range of cfm options ensure the PowerPak is matched to the tank size and application. Units are powered with optional Honda GX Commercial Series gasoline engines or Hatz industrial air-cooled diesel engines. Units can be easily transferred to another tank system when needed. **800-367-0972; www.westmoorltd.co**



VACUUM TANK PARTS/COMPONENTS



Dynablast HV420F-12VRED

The **Dynablast HV420F-12VRED** hydrovac water heater produces 420,000 Btu with an output temperature of 175 degrees F at 5 gpm, making it suitable for colder climates and improved digging in clay-filled areas. All models come with ETL certification for safety, which also includes certification on the coil for higher efficiency and heat transfer, a stainless steel target plate for increased coil life and a design with serviceability in mind utilizing momentary override control. A 19-by-19-inch footprint makes it suitable for compact installations. **905-867-4642; www.dynablast.ca**

VACUUM TRUCKS/TANKS

Imperial Industries' Freightliner 108SD

Imperial Industries' Freightliner 108SD includes a fully remote-controlled vacuum system. It comes with a 4,200-gallon painted aluminum tank with a National Vacuum Equipment Challenger 4310 blower (940 cfm). Functionality includes full



control of the tank's PTO and pneumatic valves, providing the ability to switch between vacuum, neutral and pressure modes without leaving a septic tank access point. The bottom third of the tank is double-plated, and the tank is painted black with a diamond plate chip guard, full-flanged and dished heads for baffles, a hot shift PTO, one 4-inch vacuum inlet with lever valve, one 6-inch discharge with piston valve with a handle, three 5-inch sight glasses on the rear tank head, full-length aluminum hose trays, a SeeLevel indicator, a 24-by-24-by-24-inch aluminum toolbox, U.S. Department of Transportation LED light package, two rear LED work lights and an adjustable stainless steel rear bumper. **800-558-2945; www.imperialind.com**



KeeVac Industries septic trucks

KeeVac Industries septic trucks have tanks constructed from marine-grade aluminum, stainless steel or steel. These tanks are mounted onto the customer's choice of chassis for a complete service solution. A variety of safety lighting packages are available. Custom sizes are available with engineered drawings. A variety of vacuum pumps and water pumps are available. **866-789-9440; www.keevac.com**

Pik Rite steel 3,600-gallon vacuum tank

The **Pik Rite** steel 3,600-gallon vacuum tank is designed for strength and reliability. Its 3-inch internal plumbing keeps the exterior clean and simple. The vacuum pump mount is attached to both frame rails and easily supports pumps from any major manufacturer. It has four sight eyes for the waste compartment. The tank interior is equipped with walk-through baffles and a 20-inch rear manway for easy clean-out. The LED running light kit is installed with a fully molded wiring harness. Operator work lights and a strobe light are mounted on the top rear lighting bracket. Polished aluminum hose trays and low hose hooks are coated with protective liner. **800-326-9763; www.pikrite.com**

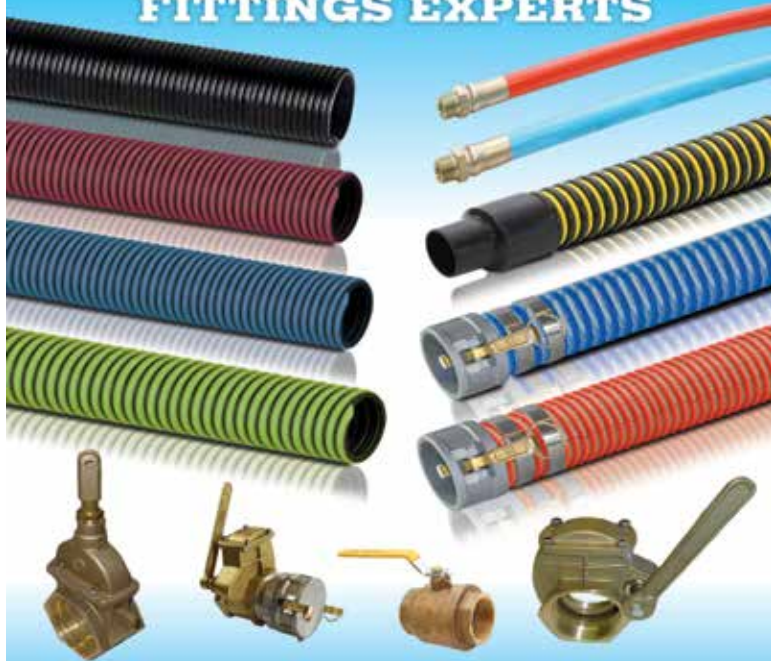


Vacutrux Limited SepticTrux

The **SepticTrux** from **Vacutrux Limited** is available on chassis from 33,000 to 86,000 GVWR single axle, tandem or tri, with tank sizes from 1,800 to 5,400 gallons. Vacuum systems are powered by pumps from Elmira Machine Industries/Wallenstein Vacuum. **800-305-4305; www.vacutrux.com**

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PRODUCT FOCUS

Robinson Vacuum Tanks VAC2500

The aluminum VAC2500 from Robinson Vacuum Tanks can ride on a single-rear-axle vehicle. Features include a 20-inch top manway with passenger side ladder, 20-inch rear manway with 4-inch TTMA flange and 4-inch brass lever valve for discharge, and a heavy-duty steel bumper with aluminum diamond plate cover. 814-933-0927; www.robinsontanks.com



WATER PUMPS

Cat Pumps Models 2560 and 2565

Cat Pumps Models 2560 (16 gpm at 3,000 psi) and 2565 (20 gpm at 2,500 psi) hydroexcavating pumps

are constructed for continuous-duty applications. BH versions have a machined-bearing cover to mate with Cat Pumps' 76SAEC.25FR hydraulic bell housing, allowing the 2560BH and 2565BH to be directly driven by an SAE C hydraulic motor. The compact direct drive allows for a space-saving footprint, and is simple to install and maintain, according to the maker. 763-780-5440; www.catpumps.com P



Indiana's Dick Blazer Is 72 and Still Going Strong

This veteran of 57 years in the onsite industry sees a day when a magic box in the backyard will recycle all your wastewater



In Snapshot, we talk to a member of a state, provincial or national trade association in the decentralized wastewater industry. **This time we visit a member of the Indiana Onsite Wastewater Professionals Association.**

Name and title or job description: Dick Blazer, owner

Business name and location: Blazer Farms, Kokomo, Indiana

Services we offer: Installing, repairing, maintenance, inspections.

The hardest thing we do is educating homeowners. We make a manual for them with all the do's and don'ts, articles from Purdue University, all the paperwork — the permits, drawings, soil information. We used to include a survey for them to fill out about their habits, water usage, how much they understood, but in 20 years we got none of those surveys back so we quit doing that. Very few people look at that manual. But now we're getting a few younger people who are requesting it in PDF form, which isn't a bad idea.

Age: 72. I don't know who's going to do this when us old people quit. Paul Harvey, in his radio show, *The Rest of the Story*, once asked an 82-year-old dairy farmer when he was going to quit, and the guy said he couldn't retire until his 101-year-old dad retired.

Years in the industry: I put my first septic system in in 1966 and I bought my first backhoe in 1972. I didn't get real serious about the excavating part of it until the 1980s when three years in a row our farming business didn't make enough money to pay expenses.

Association involvement: There used to be two organizations, one in the north, one in the south, but in the early 1990s they combined to form the Indiana Onsite Wastewater Professionals Association, and that's when I got involved. I think I've held all the positions. I was the first guy they elected a second time for president. I was on the board for years. I've been chairman of the certification committee, I've taught classes, did field demonstrations, helped put the inspection program together.

Benefits of belonging to the association: I like the networking, talking to other installers, learning what they're doing that's working better, what isn't working, sharing ideas, talking about best management practices. Anybody in this industry knows that one rule does not fit the entire United States so sometimes it's about best management practices.

Biggest issue facing your association right now: Getting people involved. And the cost of being in the organization is also a big issue for some

people. The guy that only puts one or two septic systems in a year can't afford the membership fee. Getting proper education is another issue in our industry. Just because you've been through the class doesn't mean you know how to do it. We've tossed out ideas like new installers should have to spend time with an experienced installer. I always love it when people come over and see what we're doing. You've got to learn somewhere and that's the best way — being on the job and just seeing what's going on. Putting

systems in isn't terribly complicated but there are a lot of tricks to the trade.

Our crew includes: Tommy Miron and Kyle Carroll work in the field. Greg Morgan is semiretired but makes sure we have material ready to go. He worked in the water industry for years and knows about all there is when it comes to electricity and sewer lines. He is a wealth of knowledge. Marcia Pierce is the secretary and answers phones. Jody Shaw handles business work and is our bookkeeper.

Typical day on the job: My day usually starts at 5:30 or 6:00 in the morning. I'm in my "mobile office" (my truck) by 6:30, and that's where I'm at until I come home unless I'm in the backhoe or other equipment. I do paperwork there, I eat there — I live in there basically. I'm at an age where I can't really work a shovel any more but I run the equipment. I might get in the backhoe at 7:30 in the morning and not get out until 7:30 that evening.

The job I'll never forget: I like challenges. If anybody in our area comes up with a septic situation they can't figure out, it ends up being me that gets it. It's not really jobs that frustrate me, it's people. But I get along really well with almost everybody. People seem to be more challenging



▶ Dick Blazer and a Bobcat 60G mini-excavator



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SNAPSHOT

since COVID. And septic work is more challenging, too, because people are home more and using a lot more water. More systems went into failure but people weren't working as much so they didn't have the financing for what they needed.

My favorite piece of equipment: I love the Trimble electronic guidance system on my backhoe. It guides you where you're digging. There's also one on our dozer that we can just program to automatically grade everything just the way we want it. We also have one on our ditching machine, which we use occasionally for doing perimeter drains when it's a long way to an outlet.

Most challenging site I've worked on: If somebody says you can't put a septic system in here, I say, 'Oh yeah? We'll see.' I am not going to give up until I have tried every possible thing. About half of our business is replacements. With new systems you have to play pretty close to the rule, but with repair or replacements our state allows best judgment. The systems where you have to have the homeowner buy more property are a challenge, but that might be cheaper than having to move a well, for example.

The craziest question I've been asked by a customer: We put a system into a very challenging site. We could not get our backhoe in the yard, we had to use our mini-excavator. The stone and aggregate all had to be dumped out in the front yard on the street. The lady said, "I didn't realize how complicated it was to put a system in. How in the world do you know when you're done?" I told her, "When you have no more grass left, we will be done." That was the case in her situation. There was nothing left in the front or backyard.

If I could change one industry regulation, it would be: The industry as a whole is improving but getting new onsite system technologies approved in our area has been a very slow process. It's frustrating.

Best piece of small business advice I've heard: I talked at the IOWPA conference one year on this subject. It was back in the 1980s when there was a recession and some companies didn't make it. So my talk was — the only two things you have to do is do what you say you're going to do and return phone calls. It's so simple but I can't tell you the number of people I've heard complain that someone won't call them back.

If I wasn't working in the wastewater industry, I would: I'd probably either be a weatherman or a preacher. The weatherman can be wrong all the time and nobody seems to care. And I wasn't a preacher but my wife and I were youth sponsors for 30 years.

Crystal ball time — This is my outlook for the wastewater industry: I think the industry is going to solve the onsite problem for homeowners. One of these days, and it's not far down the road — and it'll probably be in California where it starts — you'll use the water in the morning and drink it in the evening when you come home from work. There will be home waste treatment systems that'll just be in a box and it just takes care of all of it. Right now it's way too expensive but one of these days it's going to be as cheap as putting a septic system in. **P**

- Compiled by Betty Dageforde



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Technology, Safety and Customer Service Drive Growth at JDC

Equipment innovation and training have helped the pumping industry continually build professional standards in the field

Michigan-based equipment rental and sales company JDC, which began as Jack Doheny Supplies in the 1970s, has been a fixture in the wastewater industry since the 1970s. *Pumper* asked JDC CEO Steve Shafer and owner Kay Doheny to reflect on the history of the company and speak to issues important to the business and the wastewater industry today.

Pumper: Can you share the story of how JDC began and what the company profile looks like today?

Shafer and Doheny: JDC began as Jack Doheny Supplies in the 1970s and later became known as Jack Doheny Company. Today, it's simply JDC. It started when Jack Doheny began working in the sewer cleaning industry at a young age. He and his father had traveled across the country to demonstrate power sewer cleaners and this exposure, combined with industry knowledge, led to Jack starting his own company. Its offerings include combination sewer cleaners, pipeline inspection equipment, training, service and parts. In 2019, JDC expanded its product line to include electric utility equipment. JDC makes it a priority to stay on top of trends in the industry and create innovative solutions to further assist its customers. JDC's goal is to continue to evolve its offerings to support the infrastructure needs of the communities it serves. Jack's character and commitment to his customers' success made JDC what it is, and the leadership continues his legacy. JDC now has 16 offices in the United States and Canada.

Pumper: What are the main markets served by JDC?

Shafer and Doheny: JDC provides infrastructure solutions through equipment sales and rentals, training, service and parts. JDC continues to offer sewer cleaning equipment, but it has expanded into electric utility, pipeline inspection, gas and oil, industrial cleaning, utility construction and municipal equipment. Products include industrial vacuums, vacuum excavators, sewer cleaning, pipeline inspection equipment and street sweepers, as well as parts and tools.



Steve Shafer

JDC CEO



JDC (Jack Doheny Company)

Northville, Michigan

LOCATIONS: Antioch, California; Bay Shore, New York; Gonzales and Sulphur, Louisiana; Cincinnati and Twinsburg, Ohio; La Porte, Texas; Greenville, South Carolina; Joliet, Illinois; Orlando, Florida; Wharton, New Jersey; Las Vegas, Nevada; Westfield, Massachusetts; Whitestown, Indiana; Bolton, Ontario.

FOUNDED: 1973

EMPLOYEES: More than 250

WEBSITE: www.dohenycompany.com

Pumper: Can you explain the JDC equipment rental model?

Shafer and Doheny: The company's approach of continuous investment ensures customers have the most up-to-date equipment that is well serviced and maintained. The JDC team of experts is committed to providing the know-how to help technicians get the job done right the first time. JDC offers customizable short- to long-term rental options including rent-to-own. JDC also has a detailed check-in/check-out process to ensure top-quality performance of its vehicles.

Pumper: Can you talk about JDC's safety, workplace development and education efforts?

Shafer and Doheny: JDC places a priority on fostering a community of safety, workplace development and continuing education. It offers multiple training programs and resources, including:

- The JDC Technical Institute, which provides advanced classes on a range of topics, including operation maintenance, safety regulations and pipeline assessment certification.
- JDC Memorial Training Scholarship, named in honor of Jack Doheny and his impact on the sewer cleaning industry.
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- Operation and Maintenance Training Classes, each of which teach practical and theoretical knowledge concerning the safe operation, basic maintenance and basic troubleshooting of manufacturers' equipment available through JDC.
- Pipeline Assessment Certification Program Training and Certification from the National Association of Sewer Service Companies.

Pumper: What is the biggest trend you have seen in the vacuum truck industry over the past 10 years?

Shafer and Doheny: One of the most significant changes has been incorporating greater technology into the equipment. Enhancing and optimizing safety features and increasing safety training are always top priorities. Engineers are also focused on making equipment quieter, as well as smaller and lighter when appropriate. For instance, the Rapidview IBAK sewer inspection equipment line features scanners and camera heads designed to fit into a wide variety of spaces. The images are clearer than ever, and the technology allows users to see much farther than they have in the past. Technology advancements like these are essential for the industry.

Pumper: What is your forecast for the emergence of electric work trucks?

Shafer and Doheny: Because JDC believes having the latest models and technology offers a great deal of value to customers, the team is always looking at changes in the industry and new products as they emerge. This is no different with the emergence of electric work trucks. JDC has had multiple meetings with various OEMs and body builders to understand the timeline, challenges and investment needed to meet customers' needs. Many challenges remain unanswered. How a vacuum truck could be incorporated on an electric truck platform and how this would impact the timeline is very unclear at this point. However, JDC will understand and help incorporate the solutions needed to serve the market.

Pumper: How has JDC been impacted by supply chain issues and when do you think these issues will ease for the work truck industry?

Shafer and Doheny: It's been an interesting few years due to supply chain issues. JDC is celebrating its 50th year in 2023, and with that milestone comes the benefit of solid, long-standing relationships with the industry's suppliers. It's difficult to say when truck and equipment shortages will begin to ease, as the industry is facing factors never before seen in the market. However, JDC remains focused on customers' success as product becomes more available. JDC prides itself on being able to quickly provide equipment, tools and helpful resources that can empower businesses to create innovative solutions to keep their businesses progressing. JDC invests heavily in new product and feels fortunate having a large supply of trucks and parts on hand, even during COVID, which enables the company to provide customers with continued solutions as it works with suppliers for long-term results.

Pumper: Recruiting a new generation of workers has been a challenge in the wastewater industry. How does JDC address this issue?

Shafer and Doheny: Manufacturing, construction and engineering jobs can be ambiguous and obscure because most people never truly do see them firsthand. With that in mind, increasing one-on-one mentoring, participating in speaking engagements and career fairs, enabling job shadowing opportunities, and leading awareness classes for high school and college students can make a world of difference. Students and adults who are exploring new career options through training programs are often fascinated with the machinery, tools and technology.

One of the greatest benefits of the industry is its stability. It's basically recession-proof and does pay very well. In fact, infrastructure spending is expected to grow over the next decade, leading to even more opportunities for those getting into the industry. Seeing the work firsthand and understanding the benefits may drive many students to seek jobs in this field, so expanding these learning opportunities is crucial for the continued growth of the industry. **P**

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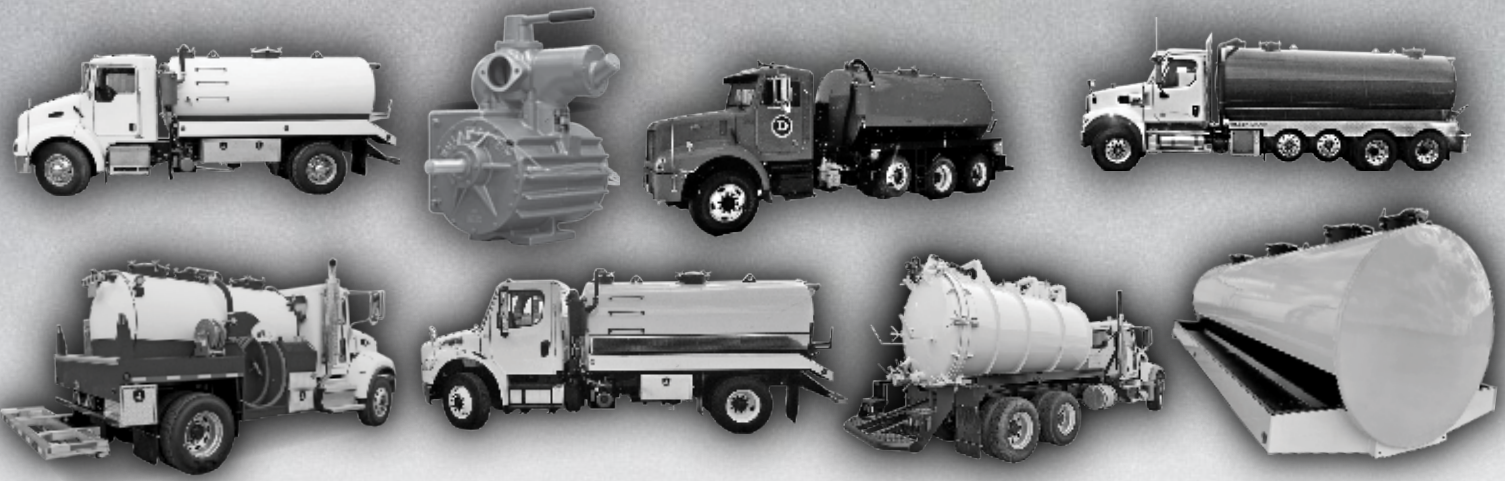


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ability to both hydro and air excavate with the same truck, add versatility. It is available with a 5,000 cfm blower, and the large tank has the capacity to work longer on the job site. **580-336-4402; www.ditchwitch.com**

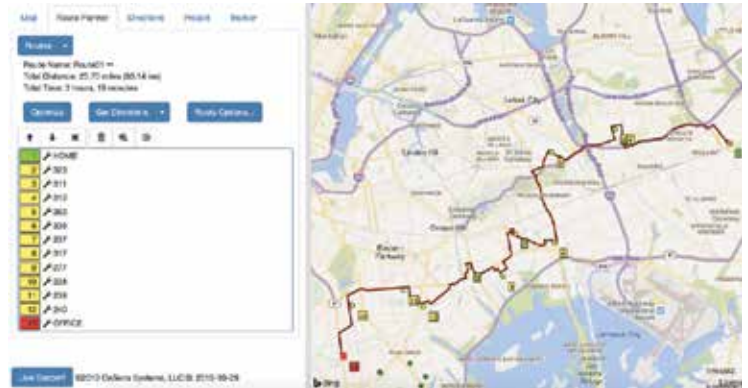
AirVote QR Smileys with GPS data

AirVote's latest release uses the GPS data provided when a QR Smiley code is scanned inside a portable restroom, giving feedback on its condition. AirVote uses that information to help operators track the condition of the restroom. The system also compares the user-provided geolocation with other asset-tracking data and flags human errors. **425-314-3334; www.air-vote.com P**



in the SPOTLIGHT

By Tim Dobbins



ROUTING PROGRAM HELPS GROWING FLEETS STAY ORGANIZED

Organization is key to efficiency, and as businesses grow, that can become a challenge. OnTerra developed RouteSavvy, an automated software to help meet that challenge and wrangle the growing fleets of small to midsize businesses.

"RouteSavvy is route-planning software designed for service calls, sales calls, deliveries and pickups," says Steve Milroy, president of OnTerra Systems. "By deploying route planning through RouteSavvy, businesses involved in septic services, grease trap cleaning and other liquid waste businesses can plug in the addresses of the day's service calls, and it will generate the most efficient route."

The software can determine efficiency based on least miles driven or fastest route to save money on gas or optimize time. Other standard features include automated data upload, round trip or start-to-finish routing, and the ability to locate stops using coordinates.

"Items like portable restrooms and septic systems are not often tied to an actual address," Milroy says. "For example, if a portable restroom is located in a grassy area of a big park, the ability to specify coordinates becomes really important."

Through the RouteSavvy mobile app, service techs can capture photos to prove a job's been done, get signatures of customers to confirm completion of a job, and notify customers that the job has been completed.

RouteSavvy also offers optional GPS tracking. It uses a driver's cellphone, eliminating the need for specific hardware. "You toggle the GPS tracking on, right on the driver's personal or company smartphone," Milroy says. "RouteSavvy then shows people back at the office where the driver is located using the app. When the driver is done for the day, simply toggle the application off until they go back to work."

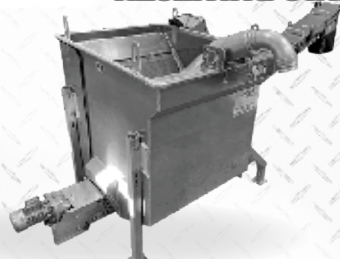
Milroy says RouteSavvy is easy to use, with a clear and understandable interface, simple language, and clear action buttons. "We have had customers tell us that they got a quick tutorial on how to optimize routes with RouteSavvy, and they started doing so in 15 minutes," he says. **720-836-7201; www.routesavvy.com P**

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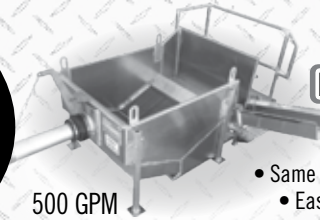
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Massachusetts Lawmakers Fight Costly Nitrogen Reduction Proposal

By David Steinkraus

Proposed Massachusetts regulations to reduce nitrogen pollution on Cape Cod and in other coastal areas are stirring opposition among local governments and some state legislators.

To counter nitrogen pollution in state waters, the state Department of Environmental Protection proposes creating nitrogen-sensitive areas, which would cover watersheds draining into estuaries with a total maximum daily load for nitrogen. Towns in those areas would have to upgrade onsite systems to nitrogen-reducing systems within five years after the regulations are finalized.

Towns would have to use the best available technology, but that could include nontraditional technologies such as permeable reactive barriers filled with wood chips to remove nitrogen as water flows through. Towns may also be able to apply for watershed permits, which would extend the deadline for upgrades to 20 years with a goal of reducing nitrogen pollution by 75%.

Town officials in Dartmouth, Massachusetts, said they would build a coalition of coastal communities to oppose the proposed regulations. Local officials have criticized the DEP for a lack of transparency and omitting towns from the decision-making process.

In the meantime, two state legislators have filed a bill to stop the proposed regulations. The proposed law from state Sen. Mark Montigny, D-New Bedford, and state Rep. Chris Markey, D-Dartmouth, would put a hold on the regulations until the state creates a plan to help homeowners afford the cost of nitrogen-reducing systems. A large portion of New Bedford is on the edge of being designated a nitrogen-sensitive area.

"[Changes] need to be done in a way that doesn't bankrupt the average working family," Montigny told WPRI News. "It isn't just because this is an expense ... protecting the environment is expensive, and we have to bear that burden. It was shocking and thrown at them without proper vetting from the public."

Markey told *The New Bedford Light* that dozens of his constituents called and emailed him to oppose the regulations.

Michigan

Democrats say they plan to repeal a 2018 state law that weakened environmental rules. Last fall they won majorities in both houses of the Legislature for the first time in 40 years, and Democrat Gretchen Whitmer was re-elected as governor.

The law targeted for repeal was passed in the last days of the 2018 session,

under former Republican Gov. Rick Snyder, and prohibits the state from passing any law stricter than its federal counterpart unless an agency director finds a "clear and convincing need."

During a webinar on environmental priorities for Democrats majority floor leader Sen. Sam Singh said the law prevents the state from developing standards that may be more effective than rules available from the federal government. One priority will be developing a statewide onsite code, he said. Michigan is the only state in the country without a statewide code for onsite systems.

Oregon

Food truck owners around Portland are learning about a wastewater regulation that could affect their business if it's enforced.

Many food trucks use containers to store more than a day's worth of wastewater from food preparation and dishwashing, but the containers violate rules from the state Department of Environmental Quality, reported KATU News.

Rule changes for food trucks were announced in early 2020, with a compliance deadline this year, but in 2020 the effects of the COVID-19 pandemic dominated the worries of food truck operators, and inspectors weren't making in-person visits, said Leah Tucker with the Oregon Mobile Food Association.

Inspection program officials are working on a plan to allow food truck owners more time to comply with the wastewater rules. Tucker said having septage haulers pump directly from each food truck almost every day would be expensive for truck operators, and it would be almost physically impossible because of the limited number of pumpers in the Portland metro area.

Florida

A state senator leading a key subcommittee declared a focus of the coming year will be moving properties from onsite systems to municipal sewer systems.

"As we look at the nutrients that are continuing to leach into our waterways, particularly inland, we want to make sure that we're doing all we can to support those municipalities, to make sure that those (nutrients) are not continuing to move into our water bodies and jeopardizing either our wildlife or our recreational opportunities," said Sen. Jason Brodeur, R-Sanford, at a hearing of the Senate Agriculture, Environment and General Government Appropriations Subcommittee, which he chairs.



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This year's state budget contains \$125 million for onsite system conversions and upgrades, according to news reports.

Tennessee

The engineer consultant for Smithville has recommended the city adopt an ordinance prohibiting septic tank effluent pump systems installed by private developers. Daniel Tribble, manager of field services for J.R. Wauford & Co. of Nashville, said the reason for his advice was a state regulation from May 2022.

The state decided that STEP tanks are integral parts of a municipal treatment system and should be owned or controlled by the municipality they're in, Tribble said, according to WJLE News in Smithville. The same regulation also applies to STEG systems, low-pressure pumps, and other onsite components feeding wastewater into a municipal system, he said.

What this means, he said, is the city would ultimately be responsible for maintaining the pumps of every city resident who had one of these systems, and that is not desirable in the long term.

Missouri

Taney County will again hold its onsite pumpout program in 2023. The program pays 100% of the cost of pumping a single-family residential tank. Residents are responsible for locating the tank and having the access hatch exposed for the pumper, said a press release from the county.

To save fuel costs, residents are also encouraged to talk to their neighbors in order to consolidate pumpout trips, said John Souttee, the county's environmental services program manager, according to the *Branson Tri-Lakes News*.

The county's sewer sales tax funds the program, which has serviced 3,925 septic tanks since 2014. **P**



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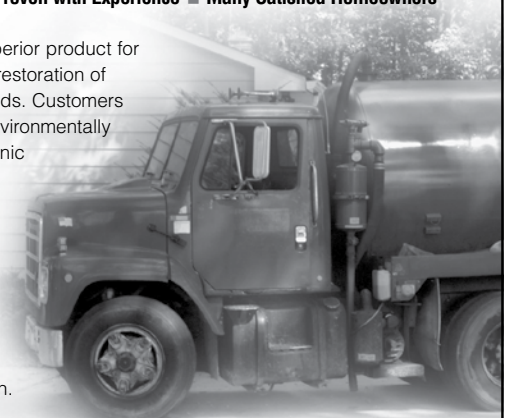
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Rachlin receives Ralph Macchio Lifetime Achievement Award at WWETT Show

Jeffrey Rachlin, owner of OnSite Management Inc. in West Chester, Pennsylvania, was named the winner of the 2023 Ralph Macchio Lifetime Achievement Award during a meeting of the National Association of Wastewater Technicians in February at the WWETT Show in Indianapolis. The award was presented by Ralph Macchio and Bob Kendall, founder of COLE Publishing.

The Macchio award is the highest honor in the pumping industry. Rachlin is the current treasurer of NAWT.

“Jeff has given countless hours to both his state association (Pennsylvania) and NAWT,” says Bruce Fox, who presented the award to Rachlin. “He’s conducted training sessions both throughout his state and the country. He has served various offices in his state association and even acted as executive director for several years when we lost our executive director at no charge to the association.”

Rachlin has also served several other offices within NAWT and took over as treasurer of the group when Macchio retired from that position.

“This was totally unexpected, but much appreciated,” Rachlin says.

Also at the NAWT meeting, two Hapchuk Scholarship Award recipients were announced. They are Nader Sharif from the University of Nebraska-Lincoln in Lincoln, Nebraska; and Piere Mbala of James Madison University in Harrisonburg, Virginia.

The group also elected officers for 2023. They are John Ferdetta, president; Jason Birdsong, vice president; Thomas Ferrero, secretary; and Jeff Rachlin, treasurer.



Jeff Rachlin (center) was named the Ralph Macchio Lifetime Achievement Award winner at the 2023 Water & Wastewater Equipment, Treatment & Transport Show. Pictured with Rachlin are Bruce Fox, left, with NAWT, and Bob Kendall, owner of COLE Publishing.

Infiltrator continues partnership with Habitat for Humanity

Infiltrator Water Technologies will continue to support Habitat for Humanity International. Infiltrator recently renewed its sponsorship with a \$100,000 in-kind product donation to support Habitat affiliates across the United States and Canada. Since becoming a corporate partner in 2017, Infiltrator has donated over \$543,000 in products for septic systems to 139 Habitat affiliates. Product donations are used in both new home construction and home repair projects led by Habitat. **P**



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Glenn Ellis was appointed president and chairman of the board for Hino Trucks. Ellis succeeds Shigehiro Matsuoka, who retired after holding the position for four years. In addition, Ellis will serve as an officer of Hino Motors Limited, Hino Trucks’ parent company.

Hino Trucks announced two other organizational changes. Bob Petz, who previously served as senior vice president of vehicle and parts sales, was appointed chief operating officer and executive vice president. And John Donato, previously vice president of parts operations, assumes the role as senior vice president of sales and marketing.



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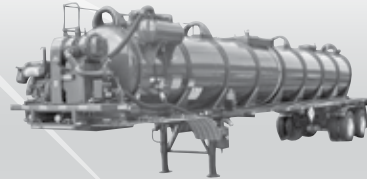
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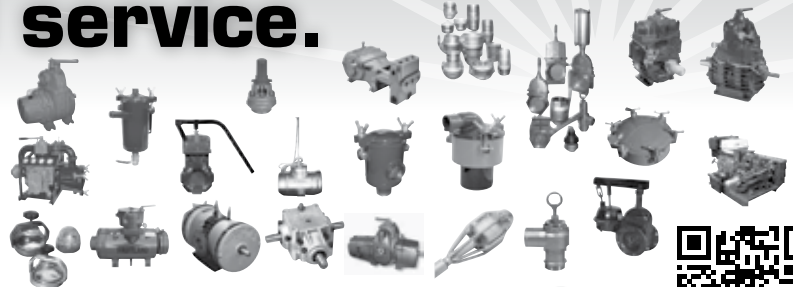
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2004 Harben Jet Trailer. 4000 psi 18gpm. One owner. Jet runs and pulls good. Deutz engine. Nothing has been rebuilt. Used approximately 5-6 times/month. Unknown hours. **\$12,000 firm. 727-422-5229 (P05)**



The HotJetII® is a best-selling hot and cold-water drainline cleaner featuring a 35hp Vanguard engine by Toyota and delivering 10gpm @ 4,000psi that cleans drains up to 300' and 12" in diameter. The HotJet II® is American made using nonproprietary parts for affordability and ease in serviceability making its return on investment truly impressive. Prices subject to change. Financing available. Contact us for current pricing and availability
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2001 Harben DTH-300 jet trailer with a Harben radial piston diaphragm pump 16 GPM @ 4,000 PSI driven by a Hatz diesel engine. **(888)VAC-UNIT (822-8648)**
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80 Tan Poly Portable Integra units for Sale. All units in good, rentable condition. \$225.00 each. Customer is responsible for pick-up or shipping. **Call 1-800-634-2085. (P07)**



200 brown and tan Satellite Tufway Portable Toilets, all in rentable condition. Take advantage of these used units while they're still available. \$225 per unit. Customer is responsible for pick-up from N.Y. **Call 1-800-634-2085 (P06)**



80 Satellite Hi-Tech orange/gray portable toilets for sale. All are in perfect rentable condition These are the STRONGEST units ever built and we've sold over 700 in the last 6 months to customers across the US at a very below value price of only \$225 per unit. Customer is responsible for pick-up or for setting up shipping from NY. **\$225 each. Call 1-800-634-2085 (P05)**

PORTABLE RESTROOM TRAILERS

Portable Restroom Trailer-2004 - 15'-2 stall. Olympia Executive Restroom trailer. AC, heat, new faucets. Good Condition. \$4,800. Contact info: Kevin Loukes - call 518-399-1323 or email kevin@charltonseptic.com (P05)

20 place portable toilet trailer, triple axle. Total overall length 43 feet. Heavy duty frame used for special events and fires. Good tires, well-maintained \$3,500 OBO. Call Mike at Portapros 208-739-7151. (P05)

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

PORTABLE RESTROOM TRUCKS



New 2022 Ford F550 - 950 Gallon, Waste (650) / Freshwater (300) - Fruitland Vacuum-Pump - Interpump High-Pressure Pump - **Contact: Alexander Gottfried 431-489-0219 (P05)**



2006 international 4300, 2200 gallon aluminum tank, newer tires, Dt466, manual trans, masport air cooled pump, portable toilet truck but could turn into septic truck easy, under CDL, Call 608-558-0870. DON. **Runs excellent, ready to work, 2 place toilet rack on back, \$54,900. (P05)**



2022 Brand New Freightliner M2106, 1,000-gallon tank, Cummins B6.7 engine, Allison 2500 Transmission, GVW 26,000 lbs. Call Ed 602-228-3333 or email social@rpbaz.com for full details. \$155,000. (P05)



2017 Hino, Porta Pot truck, J05E-TP, 210 h.p, 121k miles, Auto trans, under cdl, AC, cruise, 750/350 flat tank, 8 pot carrier with lift gate, Masport HXL4 vac pump, great running truck. Finance and delivery available, **\$39,000.00 Hull's Truck Bodies LLC 740-820-5338 (P05)**



2 Trucks available. 2014 and 2015 Ram 5500. 1,000-gal waste/400 fresh. Aluminum tank w/ Masport pumps. **Call 720-436-3910 for more info. (PBM)**

2012 Dodge Ram 5500, 900-gal waste/300-gal fresh aluminum tank. Masport pump. 101,700 miles. Runs great, work ready. 706-798-8080 for more info. \$50,000 OBO. (P05)

Pre-owned 1,500 U.S. gallon (500 water-1,000 waste) carbon steel, portable toilet service unit tank with rear toilet carrier. Stock# 1500V **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

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

New Imperial 1300 U.S. gallon, portable toilet service unit mounted on a 2023 Ford F550 cab and chassis with a Masport HXL4 pump package. Stock #14103. **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648). (PBM)**

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Septic Installers and Pumpers needed! ASAP! In sunny Orlando, FL. Experience required (3+ years). Insurable CDL required for Pumper. Relocation reimbursement available. Experienced, professional team to work with, newer equipment. Professionals only. Lapinservices.com Call Chris. 321-436-0150. (P05)

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2006 Battoni Vacuum Pump - Model 4000. Complete with hanger, rt angle gearbox & driveshaft. Light usage. **\$1000.00 Phone 815-239-1480 (P05)**

RENTAL EQUIPMENT

2023 Polar Vacuum Trailer: Stainless steel 6,000 gallon, DOT certified double conical with air-ride suspension. Aluminum wheels all positions, full hose trays, OSHA walkways and railings. Vacuum pump option either hydraulic or self-contained. KLM Rentals Inc. 617-909-9044. (PBM)

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.vsirentalsllc.com. (PBM)**

SEPTIC TRUCKS



2006 Int, DT466, 420k, Allison auto, AC, cruise, 800 gal vac tank, 100 gal water tank, Jurup R260 vac pump, 4 pot flatbed and lift gate. Great running truck. Finance and delivery available, **\$29,000.00 Hulls Truck Bodies LLC 740-820-5338 (P05)**



2012 T800 Kenworth, manual transmission, 400HP, NVE 866 pump package, 5,200-gallon aluminum tank. **\$65,000 OBO. 401-437-8942. (P05)**



2009 Mack Granite, manual transmission, NVE 866 pump package, 5,000-gallon steel tank. **Call for pricing. 401-437-8942. (P05)**



2005, C4500, Duramax Diesel, 4x4, Auto trans, cruise, 1000 gal tank, 650/350, hyd driven Masport HXL4 vac pump, DC10 water pump, 2 pot rack. This truck runs great. Finance and delivery available, **\$22,000.00 Hull's Truck Bodies LLC 740-820-5338 (P05)**



2006 Freightliner, 260 h.p, Mercedes, 257k, Auto trans, 25,500 gvw, under cdl, AC, cruise, 1750gal stainless steel tank, 1250/500, NVE vac pump, 2 pot rack, new paint and alum wheels. Extremely clean truck. Finance and delivery available, **\$52,000.00 Hulls Truck Bodies LLC 740-820-5338 (P05)**



1998 Western Star 5864, C12, 10 spd. 3600 gals tank, Masport 400 pump, heated valves, 4 hoses, Call/text **(406)381-2087 for more info/pics. \$55,000 obo. (P05)**



2007 Mack Granite, 8LL, 225,000 miles, Masport pump package, 4400-gallon steel tank. Turn Key. **\$58,000 OBO. 401-437-8942. (P05)**



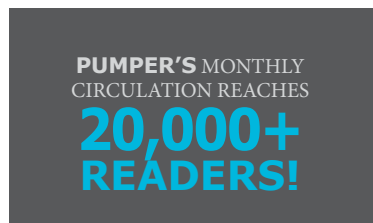
For Sale: 2007 Peterbilt 335. Transway 3300 gallon tank with 500 cfm pump (transway/fruitland). Heavy spec. Double frame. Full inflame rebuild 2000 hrs ago completed by local cummins shop. New everything except block and crank. Cummins 8.3L 315 hp Eaton 10 speed trans. New brakes and maxis. Tires all matching and 90%. Chassis has 150,000 miles on it. Hours:16,000 (2000 on re-build) Super good truck. Runs daily. Comes with hose and accessories. Turn key ready to make money. Fresh dot inspection **\$70k OBO Located in Arizona.928-699-6562 (P05)**



2006 International, VT275, 94k miles, Auto trans, AC, cruise, 1000 gal stainless steel tank, 550/450, Conde SDS vac pump, hyd driven water pump, 2 pot rack, very clean great running truck. Finance and delivery available, **\$35,000.00 Hull's Truck Bodies LLC 740-820-5338 (P05)**



2006 International, 400 h.p Cummins, 563k, 10spd, double framed, steerable lift axle, jake, AC, cruise, Newer 3900 gal tank and NVE vac pump. Nice clean truck. Finance and delivery available, **\$55,000.00 Hull's Truck Bodies LLC 740-820-5338 (P05)**





2021 Ford F600 4x4. New 1300 gallon stainless tank. Battioni MEC 6500 pump, driven hydraulically. Includes 200ft 3 inch hose 25ft 2 inch with adapter. Rear 6 inch dump, with dump tube. Front 3 inch washout port. 17,500 miles on truck and tank. Ready to pump. **\$120,000 obo 268-281-4378 leave message *also selling domain name ThePoofessionals.com \$3000 or best offer. (P05)**



2007 Freightliner M2 Vacuum Truck W/Allison automatic transmission. 269,526.8 MILES. 1500GAL Tank W/500GAL Freshwater tank for 2000gal total capacity. 2018 Moro Kaiser Components Pump. \$48,000. CONTACT JOSH 520-664-5523 OR **JOSHC758@PROTONMAIL.COM** All Reasonable offers will be considered (P05)



2020 Western Star 4700 Septic Truck only 30,000 miles. Set-Back front Axle chassis. Detroit DD13 12.8L 505HP @1625 RPM Allison 4500 RDS Automatic Transmission Too Much to list!! **Call or Text 817.401.6434 or email garyl@lightfootmechanical.com \$249,985.00 (P06)**



1991 Mack Dm 600 Vacuum truck, 300HP Mack engine 481000 miles tri-axle with front lift tag, 4000 gallon tank with hoist large back door and vibrator, M9 Moro vane pump all in working condition **\$25000 call Pat with questions 218-686-6817 or email petropumper@wiktel.com (P05)**



2007 Freightliner Septic Tank Truck-3,000 Gallon Tank with jurop pump. **\$29,500. Contact Tommy @ 336-462-6228 (P05)**



2007 Freightliner m2 2500gal, C7 cat 275 hp pre emissions 6 speed manual,ac,cruise,400 cfm masport pump heated valves,209k miles Tank and pump new 3 years ago every thing works as it should **\$70,000 mike 816-238-8500. (P05)**



1997 Peterbilt tractor 3406 (c15) cat 475hp 18 speed eaton fuller & 2003 pioneer tanker trailer 7500 gallons 4" fruitland hydraulic pump many extras please call or text me 631-258-9890; truck and trailer is turn key. **Make reasonable offers would like to sell as a package. (P05)**



2012 MACK PUMP TRUCK - \$78,000 CHU613, tandem axle, MP8 engine, 13 liter, 780 cubic inches 505HP, rear ratio 3.79, Eaton transmission. **CALL DON 321-508-1988 (P05)**



2003 Freightliner Business Class M2 Septic Truck \$15,999 obo. Does the job. Rusty but still thirsty. **Call Paul 715-559-7558. (P05)**



Selling our 2005 rust free Sterling 8500, 400 h.p. diesel and a Eaton fuller 10 speed, newer 3300 gallon aluminum vac tank, newer masport 450 c.f.m. water cooled vac pump, very good rubber, very solid nice interior, new captain's chair, axel lock, air ride, air dump, Jake, well maintained, and just had a fresh D.O.T. inspection. \$62,900 o.b.o. thanks for looking, ready to work, no hoses, can deliver for the fee. **Call Don at 608-558-0870. (P05)**



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1998 Intl 9300 Eagle, Cummins N14 REDTOP, 460 HP. 387,000 miles. 2003 Jays 3500 gallon steel vacuum tank. NVE 607 vacuum pump. Downsizing. **\$35,000.00 Phone 815-239-1480. (P05)**



2014 Isuzu npr auto diesel 700 w 350 f workmate tank Masport pump amt wash down **4 unit carrier with lift gate. 720-436-3910**



2024 Mack MD7's multiple unsold Chassis on the ground. Allison 2500 Automatic with Diff locks / 6.7L Cummins (300HP) / Air Ride 33k GVWR / Chrome package and Upgraded interior. Fully custom tank options of any material type and your choice of pump. **Call Jonathan 501-388-9565 or email Jonathan.IronVac@gmail.com (P05)**



2007 Pete, 330 h.p Cat, 125k miles, 10spd, AC, cruise, Hendrickson suspension, 2011 Cusco 3300 gal tank with hoist and full open rear door, New Fruitland 500 vac pump, tires, paint and alum wheels. Fresh overhaul with paperwork. Tank has never hauled septic, like new condition. Very nice truck. Finance and delivery available, **\$75,000.00 Hulls Truck Bodies LLC 740-820-5338 (P05)**



2006 Sterling, Mercedes Benz powered, 10 speed Eaton Fuller transmission only 61,217 miles. Imperial tank with hydraulic lift and full rear open door. 3700 waste and 300 fresh water for jetter / washdown with CAT pump. Has NVE 743 Blower Pump which is great for pumping car washes, catch basins and hydro excavating. Well maintained and always parked indoors. **\$90,000 920-585-9924 (P05)**



2005 Kenworth T300 Septic Truck. 2800 gallon aluminum tank. 15,235 hours 304,087 Miles. Well maintained. New Brakes and tires within the last year. **\$60,000. 608-558-0914 (P05)**



Many used trucks. Call for details and pricing. **(866) 720-4999 (PBM)**



Selling this very clean well maintained no rust 2006 international 4300, BELOW CDL vacuum truck, 1,600 gallon tank with stinger hose so you can also use it for porta-potties, rack on back to haul 2 potties, newer masport air-cooled vac pump, newer DT 466 diesel engine very low miles, Allison automatic transmission, brand new tires all around. Ready to work. **Call Don. 608 558 0870 \$58,900 dollars O.B.O. (P05)**



2006 Freightliner 3800 gallon tank full hoist and door. 390,000 miles one owner **\$75,000 contact Drew 507-625-3400 (P05)**

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

2024 Peterbilt 548 cab & chassis with 4,000 gallon aluminum tank & NVE 887 pump package (Total of 4 units coming in April) Stock #14088 **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

2005 Keith Huber Dominator, 4,000 U.S. gallon, dump type unit, with a Wittig RFL200 hydraulic driven vacuum pump. **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648). (PBM)**

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

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

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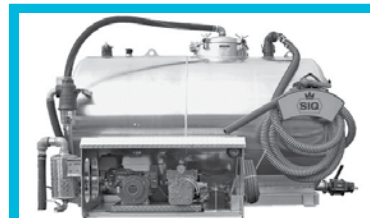


2014 Freightliner Cascadia Vacuum Tank truck (white). 3,300-gallon New Tank (red). New NVE 360 cfm pump. Clean Interior. Good Cold A/C. Air Ride/Air Brakes (jake brake). DD15 Engine. 60% Rubber on tires. Mileage: 457,286. **Price: \$70,000. 1-800-721-2774 (PBM)**

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NEW aluminum slide-in tanks. 2 available. 600-gallon (400/200) 450-gallon (300/150). Honda motors, Masport pumps. **Call JR @ 720-436-3910 or Mike @ 720-478-4796, CO (PBM)**

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Pre-owned 2,500 U.S. gallon, carbon steel, vacuum tank. Stock# 3600V **www.vacuumsalesinc.com (888)VAC-UNIT (822-8648). (PBM)**



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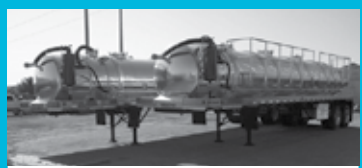
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2004 Peterbilt model 379 New 5000-gallon steel tank installed in 2008 The pump is NVE506 challenger New C15 Cat 550HP with a new clutch installed 5/20/14 Only 122K on new cat motor Steerable drop axle The truck is in good running shape Current mileage is 685,625 The price is reduced to \$50,000 Call Jason Herring at 845-629-0028 or email at herring@herringseptic.com We have all the records for everything that has been done and additional pictures. (P06)



2011 International, 2500 gallon vacuum truck, new jurop pump, and eagle tank, only 51,000 original miles, 466 with a 10 speed transmission, aluminum wheels, fresh build, available now, \$72,500. Ernie- 619-454-9748 (P05)



We have for sale 1998 - 9200 International Eagle. 3600 gal. with a water cooled Masport pump. Contact us at 269-208-1484 or wowseptic-services@gmail.com Price \$25,000 (P05)



2005 Hino Grease Trap Pumper / High Pressure Jetter Cleaning Truck - - Mileage: 161,0020 - - - Ideal Truck for Restaurants, Schools and Super Market Grease Trap Cleaning and Jetting - - - Price: \$25,000 - - - Contact: Frank King 978-452-7750. (PBM)

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



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

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2016 Aries Pathfinder TV Inspection Trailer System number 246928, Onan Generator 2,395 Hours, Aries Master Controller with Xbox remotes to control Camera and Tractor, Camera PE3510 s/n 15127706 Wiper camera with zoom, Tractor Steerable Pathfinder 6"-24" pipe TR3300 s/n 15127713. See this link for more information and pictures. <https://www.equipmenttrader.com/listing/2016-Bravo-Aries+Pathfinder+Trailer-5025616849> Asking \$82,500.00 If interested call 316-644-2320 (P05)

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2023 Freightliner M2

4000-Gallon Aluminum Vacuum Tank, NVE 4310 Blower, Allison Automatic Transmission, Cummins L9 350HP Engine, Call for Pricing

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