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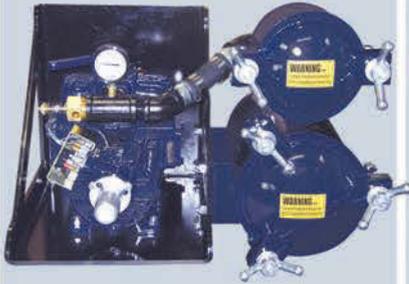
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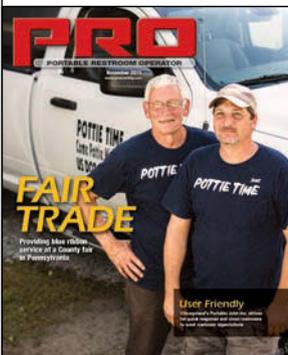
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Technicians from Portable John Inc. strive to provide quick service, clean restrooms and constant communications with customers throughout Chicagoland. - **Ken Wysocky**

COVER STORY



On Location: Fair Trade

Pennsylvania's Pottie Time has placed restrooms at the Clearfield County Fair three years running. Here's how they provide blue-ribbon service. - **Betty Dageforde**

ON THE COVER: The owners of Pottie Time of Grampian, Pennsylvania, share how they've supplied winning service to the Clearfield County Fair three years running. The father-and-son team of Dave and Scott Hess are shown in the company yard with their Dodge pickup outfitted with a slide-in unit from Robinson Vacuum Tanks and a Jurop/Chandler pump. (Photo by James Robinson)

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COMING NEXT MONTH — December 2015

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- **Take 5:** This Canadian PRO specializes in construction service

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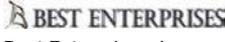


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Neighborhood Watch: Hide That Restroom!

A TEXAS RESIDENTIAL CONSTRUCTION COMPANY GETS OUT IN FRONT OF NEW PORTABLE RESTROOM SCREENING LAW

By Jim Kneiszel

Seeing a portable restroom at the curb on a residential construction site means different things to different people. To portable restroom operators, that brightly colored polyethylene box represents revenue to keep a small business going. To crews in the building trade, the unit means convenient, dignified relief at any work location.

But to residents in an upscale Dallas suburb, portable restrooms are an unsightly addition to construction sites and they don't want to see workers going in and out of them. So a few months ago the City of Highland Park passed an ordinance requiring all restrooms to be screened from the view of passers-by.

Rather than another bureaucratic hurdle to jump over, remodeling contractor Stephan Sardone, of Sardone Construction, saw the first ordinance of its kind in greater Dallas as an opportunity for his company. Sardone teamed with architect Larry Paschall, of HPD Architecture, to organize the 2015 Sitting Pretty Porta Potty Screen Contest to find a creative solution to the new requirement.

Entries came in from across the country, and a prototype of the winner was constructed and is being tested on work sites. Sardone believes the screening requirement could serve to bolster the reputation of builders who concentrate on better aesthetics, and he thinks there are marketing benefits to derive by making the work sites look as good as possible.

"I see everything as having potential marketing value for the builder," Sardone says. "You could make (the screening) to match the design of the house you're building, have fun with it." Neighborhood residents may associate a creative restroom screen with his construction company and call him the next time they need a builder or remodeler, he says.

MODERN DESIGN WINS

Contest organizers received 17 entries. A team of eight judges awarded three winners and a "most creative" award. First place went to Brian Paletz, who received \$100 for his modern and modular cedar strip and aluminum frame panel design. Second place went to Matthew Jacobson, who utilized recycled wooden pallets and greenery in his screen design. The most creative design went to Eddie Hale, who drew panels that jigsaw together to mimic the look of a live oak tree.

If screening rules come to pass in your hometown, would you be prepared to offer the necessary products as an additional service? Just like more and more customers have demanded hand sanitizers and hand-wash stations over the years, they might appreciate you making screening available.

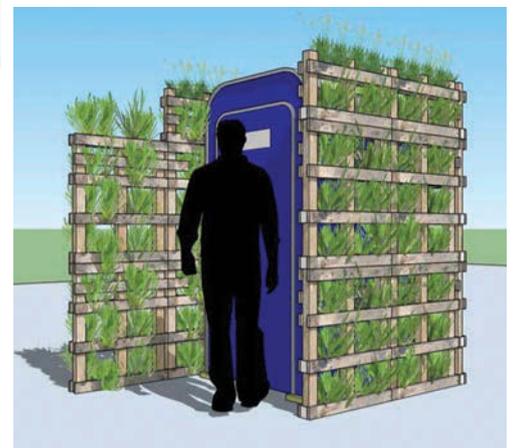
Sardone says the slats used in the winning design allow air to pass through the screen and keep the units smelling fresher. Three hinged panels can screen one restroom, while additional panels can be added to screen two or more units. Sardone says the design is easy to build, inexpensive and gives a simple, modern look he thinks people will like.

Paletz drew the screen for use with two gender-specific restrooms. Sardone says this might reflect a new standard for construction sites of the 21st century.

"I really like the winning dual-screen design," he says. "There is one screen for women and the other for men, which is novel for a job site. It truly represents progression in our industry as more women are entering the building and construction profession."



Above: The top prize went to Brian Paletz for his panel screen design using cedar slats in aluminum frames.

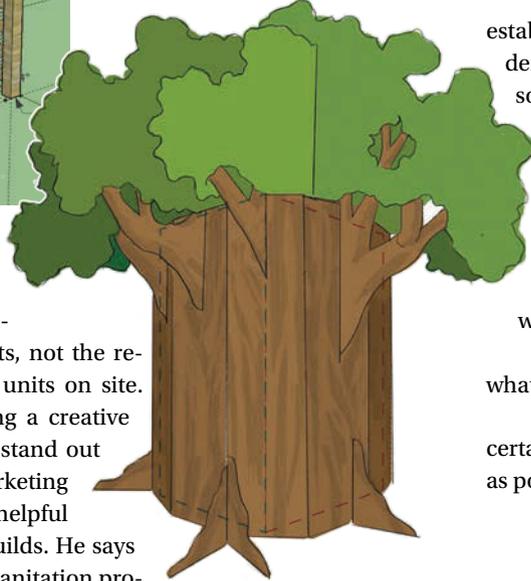


Right: Second-place finisher Matthew Jacobson's design puts grassy vegetation in repurposed pallets.



Left: Third place went to **Benton Banowsky** for this wood-framed screen.

Below: Voted most creative was this multi-panel design from **Eddie Hale** intended to look like a live oak tree.



In Highland Park, the responsibility for screening is placed on the construction company taking out building permits, not the restroom company dropping the units on site. Sardone is fine with that, saying a creative solution will help his company stand out and he may be able to add marketing messages for his company or helpful information to the screens he builds. He says he hasn't talked to his portable sanitation provider about providing screening for him.

NOW TRENDING?

Is the Highland Park ordinance indicative of a broader move by municipalities to require screening on residential construction sites? Quite possibly.

I did a Web search for similar rules and found a smattering of recent restrictions put in place in U.S. towns and cities. Larger cities – Denver, for instance – have enacted detailed design standards for enclosures used for long-term portable restroom placements in parks and public places. But these are not related to temporary construction site use.

Here's a sampling of construction restroom screening (and placement) regulations passed recently:

Lake Township, Michigan

"Units must be set no closer than 10 feet of any property line. Units must be screened from public view, if placed for more than three days. Units must be kept, as much as possible, out of neighboring structures' direct line of sight. Units are limited to 15-day placements before needing to be removed. Longer usage times will require the approval of the Township Board."

Town of Lancaster, Massachusetts

"Where a portable toilet is to be located on a property for more than four consecutive days, the portable toilet shall be screened on three sides by a wooden enclosure fence, consistent with neighborhood architectural standards and sufficient to block the view of the facility from neighboring residential properties."

San Marino, California

"Portable toilets shall be placed in the rear of the property with a minimum 10-foot setback from side yard and rear yard property lines. If existing conditions prohibit access for the drop-off or the servicing of the

portable toilet, the unit can be placed in the front yard provided the unit is placed no farther than 5 feet from the front of the house and 10 feet from any side property lines. The door opening shall not face either the street or an adjacent property and shall remain closed at all times. Portable toilets shall be screened from public view at all times. No more than one toilet shall be used per property."

A BUSINESS OPPORTUNITY?

Anecdotal evidence from a handful of small communities does not establish a trend, but it stands to reason that if Highland Park and others demand restroom screening, more municipalities will follow suit. It's something worth watching for in your service territory.

And if screening rules come to pass in your hometown, would you be prepared to offer the necessary products as an additional service? Just like more and more customers have demanded hand sanitizers and hand-wash stations over the years, they might appreciate you making screening available. In fact, maybe you already offer this service or should consider offering it for construction customers who want to be proactive.

Count Sardone among construction company owners who understand what Highland Park is doing and want to comply.

"I don't have an issue with it," he says. "I don't think it's a problem and certainly, if my house is being remodeled, I would like it to be as presentable as possible during construction." ■

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Cool Water Rig

Freshwater Delivery

This month's PROfile features Portable John Inc., a portable restroom company based in the Chicago suburbs. Dedication to customer service is so important to this company, it even sends out a separate freshwater truck on service jobs in order to eliminate customer confusion and any misconception about the water coming from the wastewater tank on the pump truck. Read more about Portable John in this issue and online.

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Buyer Beware

Truck Tips

Sometimes what looks like a good deal ends up being a disaster. After a negative experience buying a used vacuum truck, longtime Colorado pumper Leonard Brown



shares his experience with the hope of helping others avoid similar issues, especially when

doing business from a distance. Here are 10 tips to consider when buying your next truck. promonthly.com/featured

Under Pressure

Maintenance Made Easy

Because of tough industry demands, experienced sanitation professionals realize that a quality pressure washer is worth every penny, even if it does cost quite a bit more than the cheapest machine available. But just because a high-end pressure washer is tough, doesn't mean it won't need a bit of TLC now and then. Preventive maintenance will keep your equipment in top working order and these hints will help if something goes wrong with your machine. promonthly.com/featured

Overheard Online

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Do Your Time-Off Policies Need a Reboot?

CORPORATE AMERICA MOVES TO BROADEN PARENTAL LEAVE RULES AND OFFER 'LIMITLESS VACATIONS.' SMALL BUSINESSES MAY NEED TO LOOK AT CHANGES IN THESE AREAS TO COMPETE FOR TOP WORKERS.

By Judy Kneiszel

Earlier this year, U.S. Secretary of Labor Thomas Perez was quoted as saying: "We are on the cusp of huge breakthroughs on paid leave and paid sick days. I believe that in 30 years, we will look back at this as the moment we began to turn the corner, when a sleeper issue finally began to awaken and when grass-roots momentum began to gather steam and roll toward a broad national consensus."

Are you on the cusp of changing how you view paid time off for your employees? Have your company policies on vacation, sick leave, parental leave and other employee benefits changed over the past five or 10 years? Are you prepared if the "broad national consensus" demands change?

PLAYING CATCH-UP

One of the side effects of becoming a more global society is how easily we can compare ourselves to other countries. And Americans who compare downtime are looking with envy on their foreign counterparts.

Take, for example, maternity leave. Almost all developed countries have mandated paid leave for new moms and many also have paid leave for new dads as well, including the U.K., Australia, Brazil, France, Indonesia and the Netherlands.

But it's not just new parents who get more paid time off in other countries. According to a 2013 report by the Center for Economic and Policy Research, "the U.S. is the only advanced economy in the world that does not guarantee its workers paid vacation. European countries establish legal rights to at least 20 days of paid vacation per year. Australia requires 20 vacation days per year; Canada and Japan mandate at least 10 paid days off."

And that doesn't include holidays. If you throw in paid holidays, the gap widens further because while the U.S. doesn't legally mandate any, most other wealthy countries offer at least six.

But just because paid holidays, vacations and leaves are not legally mandated doesn't mean Americans aren't getting time off, does it? Well, yes it does - for some. That same Washington think tank reports almost a quarter of Americans get no paid vacation or holidays. The average American private sector worker, however, gets about 10 paid vacation days and six paid holidays each year.

RAISING THE BAR

It seems inevitable that the way we think about working, or rather not working, will evolve in America. Vacation, family leave and sick days are all under the microscope thanks not only to what we see as common practice in other countries, but also because some U.S. corporate giants are introducing sweeping changes.

In August, Netflix announced unlimited paid maternity and paternity leave for up to a year. A day later Microsoft Corp. announced it was offering

up to 20 weeks of paid leave for mothers and 12 weeks for fathers. Less than a week later, Adobe Systems Inc. extended its parental leave policy.

These changes will only affect a small number of workers in our nation's labor pool but got a lot of press coverage. It may cause a ripple effect to other large companies. And if more large companies start offering this kind of benefit to employees, expectations could shift for all workers. While we're unlikely to see laws requiring companies to offer more paid time off, attitudes regarding time off might trickle down to smaller companies, effectively changing the standard.

In general, the goal of generous leave policies is attracting and retaining the best and brightest employees. Companies that offer paid leave and paid vacations must see value in their policies.

OTHER HR TRENDS

Netflix and a few other tech companies also offer what's called "limitless vacation." Their vacation policy is that they have no policy. They trust employees to monitor themselves and take the time they need when they need it. While this may be an interesting idea, it's hard to see how it could work in a service industry. And while it is far from being a trend, there are trends to watch where employee benefits are concerned.

In its most recent survey of employee benefits trends, the Society of Human Resource Management found an increase from 2014 to 2015 in wellness benefits, like employee fitness competitions.

The survey also showed an increase in companies offering personal investment and financial advice.

Also, the number of employers giving one-time financial incentives called "spot bonuses" to reward a job well-done are also up from 34 percent in 2011 to 45 percent in 2015.

Overall, 35 percent of the 463 randomly selected HR professionals who completed the survey said they offer more benefits this year than they did last year.

PAY ATTENTION

One final statistic from the survey: 88 percent of those questioned said their company reviews its benefits program at least once a year. So while you may not have the means or motivation to offer unlimited paid leave or huge spot bonuses, it's good to keep an eye on trends in the area of benefits and re-evaluating what you are providing.

Updating your benefits program may make your company a more attractive place to work. And keeping an eye on what the big players like Microsoft and Netflix are offering may prevent you from being blindsided by an employee or job candidate asking for a perk you didn't realize anyone else was even putting on the table. ■

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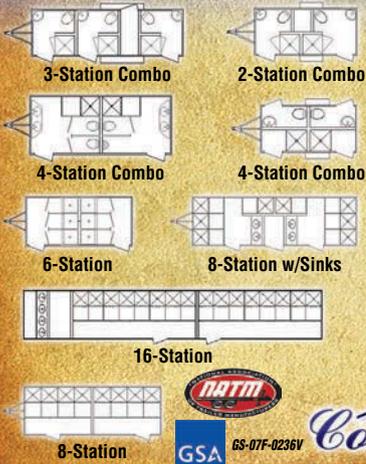
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Trevor Bandauski and his father, Dale, are shown with their specialty freshwater delivery truck, a 2003 Hino box truck equipped with a 1,250-gallon plastic Norwesco Inc. water tank. (Photos by Rob Hart)

Technicians from Portable John Inc. strive to provide quick service, clean restrooms and constant communications with customers throughout Chicagoland

BY KEN WYSOCKY

USER FRIENDLY

For many portable restroom operators, providing clients with great service centers on things such as thoroughly cleaned units and on-time deliveries and pickups. Portable John Inc. in Lockport, Illinois, a suburb of Chicago, ups the ante by adding new elements to the customer service playbook: innovative products and equipment design tweaks that are geared toward adding both excitement and convenience to the restroom rental experience.

"We're very customer-centric," says Trevor Bandauski, who leads the company's marketing and customer service efforts. He's the son of Dale Bandauski, who owns the company with his brother Don. "We don't feel like we compete with competitors as much as we just aim to please our customers.

"Our company motto is that there are no problems, only opportunities," he continues. "We've created a customer-focused environment where the customer always comes first and profits are second. We're in business to help people."

The customer-oriented approach appears to be working. Portable John, which services customers throughout metropolitan Chicago, has amassed a large inventory of equipment and restrooms.

IN THE GARAGE

A big part of that investment includes seven restroom vacuum trucks: two 2015 Hino 338s built by FlowMark with 1,200-gallon waste/800-gallon freshwater aluminum tanks and Battioni pumps (National Vacuum Equipment); two 2007 Ford F-750s from Amthor International with 1,500-gallon waste/500-gallon freshwater aluminum tanks and

Portable John Inc. Lockport, Illinois

Owner: Dale and Don Bandauski

Founded: 1987

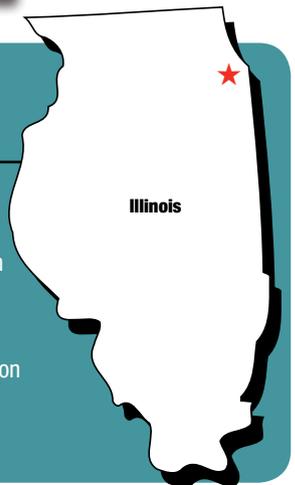
Employees: 18 full time; 30 in peak season

Service Area: Metro Chicago

Specialty: Portable sanitation

Professional Affiliations: Portable Sanitation Association International

Website: www.portablejohn.com



Masport pumps; a 2003 GMC T7500 that carries a three-compartment 1,000-gallon waste/300-gallon freshwater/300-gallon saltwater tank and a Battioni pump; a 2004 Isuzu FFR with a 600-gallon waste/150-gallon freshwater/150-gallon saltwater steel tank and Masport pump built by FMI Truck Sales & Service; and a 1999 Isuzu FTR with an 800-gallon waste/500-gallon freshwater stainless steel tank and National Vacuum Equipment pump.

All the vehicles are equipped with oversized vacuum and water pumps to boost job site performance, which fits into the company's customer service approach by minimizing time spent on job sites, Bandauski says.

(continued)

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The company also runs a 2001 Freightliner with a 2,000-gallon steel tank, used to transfer loads from restroom service trucks to wastewater treatment facilities during special events. In addition, the company owns a 2003 Hino box truck equipped with a 1,250-gallon plastic Norwesco Inc. water tank used for delivering freshwater, and a 2002 Dodge 3500 with a slide-in 300-gallon waste/105-gallon freshwater aluminum tank from KeeVac Industries Inc. and equipped with a Conde vacuum pump made by Westmoor Ltd. This compact rig is used for crowded special events for greater maneuverability, Bandauski says.

Portable John also owns about 1,000 restrooms from PolyJohn Enterprises and Satellite Industries; six restroom trailers manufactured by Wells Cargo Inc.; six walk-up restroom trailers (fabricated in-house) that hold anywhere from four to eight restrooms; a restroom trailer with showers, manufactured by Comforts of Home Services Inc.; 150 hand-wash stations from PolyJohn, Satellite and Five Peaks; two cart-mounted pressure washers, built by Shark (a brand owned by Karcher North America) and Honda; and four four-in-one urinals from Kros International USA.

About 90 percent of the company's business comes from portable restroom rentals and service, with the rest generated by ancillary services. On the portable sanitation side, monthly rentals represent about 70 percent of volume, with the rest coming from special event rentals, Bandauski says.

THE SURVEY SAYS ...

Talking with customers is one of the less tangible yet most significant ways Portable John provides quality service. By constantly seeking feedback from customers, the company finds ways to improve operations - and customer satisfaction. Take the fleet of restroom trailers, which Portable John started buying about 10 years ago in response to customer demand.

While surveying customers after special events, a consistent complaint emerged: Women wearing high heels were finding it difficult

Technician Marcus Bryant washes off a 2015 Hino 338 vacuum truck built out by FlowMark with a Battioni pump in the company yard.

to negotiate two steep stairs that provide access to two of the company's trailer units. So after conferring with the manufacturer, Portable John sent the units back to the factory where a third step was added, Bandauski says.

"Sometimes customers come up with interesting ideas," he notes. "And they're really impressed when you listen and do something about what they say or suggest."

"It's no longer about just dropping a unit at a customer's location in order to make some money. That's just the start. It's all about connecting with your customer base on a whole different level."

TREVOR BANDAUSKI

The company also had customers in mind when it designed and built its walk-up trailers, low-slung metal-fabricated trailers carrying four to eight standard restrooms stationed along a ramp with handrails. Customers like them because they're portable and can be quickly moved from one location to the next for special events, such as marathons. Route drivers appreciate the drive-and-drop simplicity of

delivery. "That easily saves them an hour in setup time," Bandauski says. "It's more convenient for customers, too, because it ensures faster deliveries. And the units can't tip over, either, because they drop down into the trailer, then get locked in with large straps."

ATTENTION TO DETAIL

The company also strives to offer innovative new products that will impress customers and make their experience more convenient.

A good example is the Kros four-in-one

(continued)





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urinals. “They’re great for special events like marathons because the runners don’t have to wait in long lines at restrooms,” Bandauski says.

Portable John also works around customers’ schedules when arranging service calls or pickups/deliveries, not vice versa. That means, for instance, if a locked gate bars access to a restroom except for a certain window of time, the route driver will accommodate that schedule rather than force the customer to perhaps pay an employee overtime to unlock the gate at a service time convenient for Portable John.

“We ask what’s the best time and what’s the easiest placement for a restroom, and customize our routes accordingly,” Bandauski says.

The company also prides itself on having clean, nicely lettered and logoed trucks that convey a professional image. Bandauski says it’s not unusual to receive calls from prospective customers because they saw a Portable John truck on the road.

“If a truck pulls up to a job site and it’s dirty and grimy, people think the product you’re delivering

Trevor Bandauski is shown with a Satellite Industries restroom with vinyl graphics, ready to be delivered to a customer.



is dirty and grimy,” he notes. “We want to constantly maintain a brand image that’s clean and sharp – a company with which you want to do business.”

The Portable John crew includes, from left, Leroy Powell, Dale Bandauski, John Bridges, Trevor Bandauski and Marcus Bryant.

RAISING PRICES

Attention to customer service and a modern, professional image allowed Portable John to do something many operators have not been able to do in recent years: raise rates without a lot of complaints from customers.

“We were on a steady price decline for the last five years,” Bandauski says, explaining that the company did its best during that time to not pass on cost increases to customers. “But our operating cost increases got to the point where we had to raise prices.”

Sure, Portable John lost some customers who look at portable restroom service only as a commodity to be farmed out to the lowest-price bidder. But for the vast majority of customers, Bandauski says that positive long-term business relationships carried the day.

“You have to remember that if you offer a premium service and raise prices by, say, \$10 a unit, customers will appreciate that you’re just trying to maintain that quality service for what amounts to a minimal price bump,” Bandauski explains. “And we noticed that some customers who left us came back because they missed getting great service. They missed having a route driver who comes to their place and knows their names and what kind of product we had out there.

“And the customers we lost for good turned out to be the ones that usually are slow to pay or even refused to pay their bills,” he adds. “So in the end, we improved our customer base. Our customers understand that going with the cheapest company isn’t always the best. ... The bottom-dollar companies can’t provide the best service.”

NEXT GENERATION

Looking ahead, Bandauski is excited about the prospect of eventually owning and operating the business along with his brother, Tyler, who currently assists in the billing department while being mentored by his father and uncle. “I’m very involved in the business right now – I know every aspect of it,” he says. “I hope to be managing the company with Tyler within the next five to 10 years.”

Growing a large company in a major American market with many competitors will pose challenges. But Bandauski is confident that long-standing business relationships with its customers will help surmount those challenges.

“We’re big enough to handle big events, but small enough that we know customers’ names and can relate to them on a personal basis,” he points out. “We’re a family-owned company that’s focused on portable restrooms. So

Want innovation? It’s a wrap!

Portable John Inc. adds a splash of excitement to its marketing through themed vinyl truck wraps that transform restroom trailers and restrooms into festive, eye-catching objects of whimsy at special events.

For example, the company last year decked out some restroom trailers with wraps that showed an American flag for a Fourth of July special event. In addition, the company adorns restroom trailers with wedding-related items – even personal photos enlarged on vinyl – for wedding receptions, says Trevor Bandauski, head of marketing and customer service for the Lockport, Illinois, company.

Consumers are continually raising the bar for personalization in the products they order, perhaps fueled in part by exposure to new ideas on social media platforms such as Twitter, Facebook, Instagram and Pinterest. More and more often, customers are seeking something unique and unusual to create a memorable buzz. And why should portable restrooms be any different?

That’s a question Bandauski asked several years ago – and answered by creating an in-house graphic-design center that can create everything from the promotional Portable John stickers found on its restrooms to themed vinyl wraps for restroom trailers and individual units. “We can print our own vinyl wraps in-house – pretty much whatever a customer asks for,” he says.

“A restroom trailer often is the centerpiece of an event, so when it becomes more than just a waste container, opportunities open up a chance to innovate – spice things up a bit,” he adds. “It’s no longer about just dropping a unit at a customer’s location in order to make some money. That’s just the start. It’s all about connecting with your customer base on a whole different level.”

we can focus on customers and their specific needs and offer innovative solutions to an otherwise static market.” ■

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Education Day Sessions

Wednesday, February 17, 2016

NAWT

National Association of Wastewater Technicians
Rooms 234-236

- 8 a.m. Basics of Septic System Control Panels
- 9:30 a.m. Using Septic Control Panels to Troubleshoot Systems
- 11 a.m. Inspecting Concrete Sewage Tanks
- 1:30 p.m. An Exercise in Septic System Troubleshooting
- 3 p.m. The Basics of Inspecting Drip Systems
- 4:30 p.m. NAWT Ask the Experts Panel Discussion

SSPMA

Sump and Sewage Pump Manufacturers Association
Rooms 133-135

- 8 a.m. Understanding Pumps and Common Pumping Issues
- 9:30 a.m. Evaluation and Installation of Backup Pump Systems
- 11 a.m. Best Installation Practices for Trouble-Free Pump Controls
- 1:30 p.m. Troubleshooting Pumps, Panels and Switches with Digital Multimeters
- 3 p.m. Sizing Guidelines for Sump, Sewage and Grinder Pumps
- 4:30 p.m. SSPMA Ask the Experts Panel Discussion

Business Strategies

Rooms 140-142

- 8 a.m. How Much Should I Charge?
- 9:30 a.m. Business Game Changers: Top 5 Secret Strategies for Massive Growth in Your Service Business
- 11 a.m. The Un-Business Plan — Making Your Business Less Complicated But More Profitable
- 1:30 p.m. How to Use Superior Customer Service to Increase Sales
- 3 p.m. Reward the Right Stuff: Finding, Training and Keeping Great Team Members
- 4:30 p.m. Is Your Business Prepared for a Crisis?

Industry Safety Track

Rooms 237-239

- 8 a.m. Pre-Engineered Shoring Systems for Cross-Trench Utility Challenges
- 9:30 a.m. Excavation Safety
- 11 a.m. OSHA Confined Space, Air Monitoring and Fall Protection Explained

SSCSC

Southern Section Collection Systems Committee
Rooms 231-233

- 8 a.m. Positioning Yourself for Promotion and Succession Planning
- 9:30 a.m. Step Up Your Game! Taking Current CCTV Inspection Technology to the Next Level
- 11 a.m. Trailer Jetting — Getting the Most Out of Your Equipment
- 1:30 p.m. Vacuuming: the Other Half of the Combination Unit
- 3 p.m. Sewer System Maintenance — Challenges and Solutions
- 4:30 p.m. SSCSC Ask the Experts Panel Discussion

NOWRA

National Onsite Wastewater Recycling Association
Rooms 240-242

- 8 a.m. Introduction to Soils
- 9:30 a.m. Onsite Septic System Loading Rates and Site Layout
- 11 a.m. Making Infiltration Decisions — Understanding Soil Surface Design
- 1:30 p.m. Soil Dispersal Comparison
- 3 p.m. Introduction to the Elements of Onsite System Design and Regulations
- 4:30 p.m. Onsite Septic System Hydraulics and Pump Design

Portable Sanitation Track

Rooms 136-138

- 1:30 p.m. Marketing Basics: How to Effectively and Efficiently Grow Your Portable Sanitation Sales
- 3 p.m. Portable Sanitation Forum: Current and Future Critical Issues Affecting the Industry Discussion
- 4:30 p.m. Trust — How to Build it and Use it to Grow Your Portable Sanitation Business

NASSCO

National Association of Sewer Service Companies
Rooms 130-132

- 8 a.m. Cleaning Nozzle Technology
- 9:30 a.m. Large vs. Small-Diameter Pipe Cleaning
- 11 a.m. The Lower Lateral — The New Frontier in Sewer Rehab
- 1:30 p.m. Chemical Grouting Technologies
- 3 p.m. The Growth of the UV Cured CIPP Process
- 4:30 p.m. NASSCO Ask the Experts Discussion Panel

Treatment Plant Operator Track

Rooms 243-245

- 8 a.m. Effective Strategies for Collections System Management
- 9:30 a.m. Sustainable Innovation in Biosolids Management
- 11 a.m. Pretreatment and Wastewater Lagoon Management
- 1:30 p.m. Septage Collection and Treatment
- 3 p.m. Large Scale FOG/Septage Receiving Station — Lantern Environmental Project Case History
- 4:30 p.m. Progress in Electrochemical Water Treatment in Last Century

WJTA-IMCA

Water Jet Technology Assoc. - Industrial Municipal Cleaning Assoc.
Rooms 237-239

- 1:30 p.m. Proper Industrial Truck Maintenance Can More Than Pay for Itself in Productivity and Safety
- 3 p.m. Air Conveyance Through an Industrial Vacuum Truck
- 4:30 p.m. Vacuum Excavation Applications and Opportunities

Women in Business

Rooms 136-138

- 8 a.m. Marketing to Women
- 9:30 a.m. Women of Wastewater: Building a Community of Allies
- 11 a.m. Women in Wastewater Roundtable

Vacuum Truck Equipment and Operation Training

presented by NAWT National Association of Wastewater Technicians

Rooms 109-110 8 a.m. - 5 p.m.

This day-long session will discuss in detail the equipment on vacuum trucks and how to operate them. Pumping terms will be covered, as will safety principles, materials often encountered on the job and government regulations.



WWETT Education Sessions

Thursday, February 18, 2016

Liquid Waste Treatment & Disposal

Rooms 130-132

- 8 a.m. Analysis of Drainfield Failures and Restoration Methods
- 9:30 a.m. Cash In on Community System Operations and Maintenance
- 11 a.m. Ultra-Efficient Inspection Technique to Locate Leaks on Septic Systems

SSCSC Sewer & Drain Cleaning Course

Rooms 231-233

- 8 a.m. Hands-On Nozzle Technology
- 10 a.m. Hands-On Jetter Hose Maintenance – Care and Repair

Sewer & Pipe Rehabilitation, Relining & Repair

Rooms 234-236

- 8 a.m. Take Control of Inflow and Infiltration in Manholes
- 9:30 a.m. When Things Go Wrong on a Lining Job
- 11 a.m. Taking Small-Diameter Drain Lining Inside Infrastructure

Sewer & Drain Cleaning, Inspection & Repair

Rooms 133-135

- 8 a.m. Using the Clean Water Act to Grow Profits
- 9:30 a.m. Winning Trench Warfare – Finding Profitability in Sewer/Septic Work
- 11 a.m. Your Best Shot at Sewer Success – How to Get the Most From Inspection Technology

Onsite Septic Installation, Repair & Design

Rooms 237-239

- 8 a.m. Overview of Application, Design, Installation and Operation of Drip Dispersal Systems
- 9:30 a.m. Onsite System Pump Design Made Easy
- 11 a.m. The Onsite Wastewater Industry and Our Carbon Footprint

Treatment Plant Operator

Rooms 243-245

- 8 a.m. Smart Water Technology in Theory and Practice
- 9:30 a.m. Dissolved Ozone in Municipal Collection, Treatment and Disposal
- 11 a.m. Municipal Biological Waste Treatment

Business Strategies

Rooms 136-138

- 8 a.m. How Self-Employed People Can Make More Money
- 9:30 a.m. Growing Your Business in a Tough Economy
- 11 a.m. Staying in Front of Your Customer

NOWRA Design Course

Rooms 240-242

- 8 a.m. Mound and At-Grade Design
- 9:30 a.m. Low-Pressure Pipe in Drainfield Distribution
- 11 a.m. Subsurface Drip Irrigation

Municipal Sewer & Water

Rooms 140-142

- 8 a.m. How to Recover Non-Revenue Water
- 9:30 a.m. Phased Assessment Strategy for Sewers - Understanding Sewer Condition Quicker with Fewer Resources
- 11 a.m. The Science of Pipe Cleaning – Flow and Pressure



Many states approve WWETT education sessions toward fulfilling required certified education units or professional development hours.

See wwettshow.com for a list of approved states and courses.

Friday, February 19, 2016

Liquid Waste Treatment & Disposal

Rooms 130-132

- 8 a.m. | Fact vs. Fiction: The Top Ten Septic Myths
- 9:30 a.m. | All About Facultative Bacteria
- 11 a.m. | Brown Grease Recovery From Grease Trap Waste: Science and Economics

Industry Safety

Rooms 140-142

- 8 a.m. | Identifying and Managing Risk in a Septic or Sewer Business
- 9:30 a.m. | How Well Do You Know Your Cleaning Hose?
- 11 a.m. | Pathogen Exposures to Workers in the Onsite Industry

Business Strategies

Rooms 240-242

- 8 a.m. | Creating a Data-Driven Strategic Marketing Plan
- 9:30 a.m. | What Every Sewer and Drain Contractor Needs to Know About Asset Protection, Tax Reduction and Estate

Municipal Sewer & Water

Rooms 240-242

- 11 a.m. | GIS: Empowering Water, Wastewater and Waste Removal Organizations

Sewer & Drain Cleaning, Inspection & Repair

Rooms 133-135

- 8 a.m. | Advanced Pipe Bursting
- 9:30 a.m. | Low-Latency, High-Definition Video Over Coaxial Cable for Remote Inspection
- 11 a.m. | Plumbers vs. Technicians: The Slow Decline of the Tradesman

Municipal Sewer & Water

Rooms 231-233

- 8 a.m. | Using Acoustic Inspection to Prioritize Sewer Cleaning
- 9:30 a.m. | Evaluation of Automatic Filters for Nozzle Protection in Flow Monitoring — How to Make Your Program Successful
- 11 a.m. |

Treatment Plant Operator

Rooms 243-245

- 8 a.m. | Insights into Ozone Water Treatment Plants
- 9:30 a.m. | Wastewater Microbiology
- 11 a.m. | How to Ensure Gold is the Result — Choosing the Right Dewatering Equipment

Business Software & Technology

Rooms 136-138

- 8 a.m. | Know the State of Your Business Using Business Charts and Reports
- 9:30 a.m. | Using Software to Save Time and Increase Profits
- 11 a.m. | Using Mobile Devices for Business

Sewer & Pipe Rehabilitation, Relining & Repair

Rooms 234-236

- 8 a.m. | Buying Back Capacity
- 9:30 a.m. | Successful Reduction of I&I Using the Holistic Approach to Sewer Rehabilitation
- 11 a.m. | Large Scale Centrifugally Cast Concrete Pipe Culvert Rehab in CO Dept. of Transportation Region 1

COLE Publishing's Onsite Installer Course

Rooms 237-239 8 a.m. - 5 p.m.

This day-long session will walk professionals through an introduction to proper installation practices for the sustainable use of onsite treatment systems



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Fair Trade

Pennsylvania's Pottie Time has placed restrooms at the Clearfield County Fair three years running. Here's how they provide blue-ribbon service. **BY BETTY DAGEFORDE**

Pottie Time's Dodge pickup with a slide-in unit from Robinson Vacuum Tanks and a Jurop/Chandler pump is a compact rig perfect for negotiating a crowded food truck row at the Clearfield County Fair.



THE JOB: Clearfield County Fair
LOCATION: Clearfield, Pennsylvania
THE PRO: Pottie Time, LLC



The Pottie Time crew includes, from left, Jeff Gearhart, Ken Sarvis, Tyler Lidgett, Sandy and Dave Hess, Scott and Sherry Hess, Zak Kopchik, and Chuck Taylor. They are shown in the company yard with service trucks that carry tanks from Lely Tank & Waste Solutions and Robinson Vacuum Tanks, as well as Jurop/Chandler pumps. (Photos by James Robinson)

THE TEAM

Scott Hess and his father, Dave, own Pottie Time LLC, a portable restroom and septic service business they operate from the family's homestead in Grampian, Pennsylvania. Hess gets most of his help from family members - his mother, Sandy, answers phones and delivers septic products, wife Sherry and stepdaughter Justine Yearick do the office work, and brother-in-law Chuck Taylor handles portable restrooms. Septic plumber Zak Kopchik and technician Ken Sarvis are also part of the team, and Hess' dad does most of the septic work. Hess made sure everyone got a chance to work on the Clearfield County Fair at some point, not only because he needed a lot of help, but also so his guys could enjoy the event.

COMPANY HISTORY

It took Hess two starts before he found a business arrangement that worked for him. He called his first company Sweet Pea, which he started when he bought a local septic company in 1998 after having worked a couple years as a plumber. Hess got out of that business, went back into plumbing, but then started Pottie Time with his father five years later.

(continued)

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He started by buying units at the Pumper & Cleaner Environmental Expo (now the WWETT Show) and then found a vacuum truck in *Pumper* magazine. The company serves a 60-mile radius around Grampian. About 40 percent of their work is portable sanitation. Hess avoids construction work. "I specialize in special events, parties and weddings," he says. "It keeps your toilets in better shape and I don't have to pump in the winter." Their inventory stands at about 90 units.

MAKING CONNECTIONS

This is the third year the company has served the Clearfield County Fair. "When we got back in the business, they found out and gave me a call," he says. He did have to bid on it that first year but not since.

THE MAIN EVENT

In 2015 the Clearfield County Fair celebrated its 155th year. Attendance was estimated at 100,000 during the first week of August. The fair began with a free day Sunday and a kickoff parade on Monday, then continued throughout the week with numerous activities. A large part of the fair involves 4-H activities, horse shows, animal competitions, as well as craft and agriculture displays and judged events, but fairgoers also enjoyed a carnival, midway and petting zoo, lots of food and a variety of music.

BY THE NUMBERS

Attendance has fluctuated over the years, so it has been a challenge to figure out the right number of units needed. In 2014 the company provided about the same number as the previous year, but a couple of factors resulted in severely overused restrooms during Friday night's musical entertainment. First, a beer wagon was brought in and, second, headliner Florida-Georgia Line was considerably more popular

"I specialize in special events, parties and weddings. It keeps your toilets in better shape and I don't have to pump in the winter."

SCOTT HESS



Chuck Taylor, left, and Dave Hess work together to pump out an RV during the Clearfield County Fair.

than they were when fair organizers contracted with them a year earlier. Units were full by the end of the evening.

To avoid a similar situation in 2015, the company brought in a few extra units, but as it turned out the headliner act canceled at the last minute. A replacement was brought in and the beer wagon was there, but concert attendance numbers were modest.

The company brought in 28 Five Peaks Aspen units and three PolyPortables ADA-compliant units. Hess likes to match colors to his events when possible – white for weddings; red, white and blue for holiday events; and gray for everything else. For the fair he brought in a little of everything but had a design in mind – red, white and blue units were set up in back-to-back, gender-specific pairs, and banks of units were set up with alternating gray and white.

For the petting zoo, the company provided one PolyPortables double-sink hand-wash unit and two company-built hand-sanitizer spray stands.

A week before the fair, the company brought in two Yamaha G4 golf carts – modified with a built-in wooden box in the back – for use by the maintenance crew. A third cart was used by fair personnel during the event to shuttle performers around.

(continued)



At the Clearfield County Fair, from left, Darrell Swatsworth, Dave Hess and Chuck Taylor transfer waste from a smaller Robinson Vacuum Tanks slide-in unit to their larger service truck from Lely Tank & Waste Solutions for a disposal run. Both trucks have a Juroop/Chandler pump.



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A Lesson Learned

In 1958, a young Army Specialist at Fort Sam Houston, TX built a wooden, portable restroom. He didn't like latrines and figured nobody else did either.

Al Hilde became quite good at building wooden restrooms, using them to create a very successful portable restroom business. However, he was always looking for a strong, lightweight alternative.

The breakthrough happened in 1972 when Al ventured into plastics and built a Tufway, his first polyethylene portable restroom.

An operator in Nevada heard about the Tufway and wanted to be the first to see it. So, Al's sales manager loaded two Tufways into his pick-up truck and headed west.

Along the way, one of the Tufways fell out of the pick-up as it sped down the highway. It hit the pavement hard, but when he picked it back up, the only damage was a few scratches. He loaded it back on the truck and headed to his appointment.

When showing the operator the Tufways, he apologized for the scratches on one of the restrooms. When the operator heard what happened, he bought both Tufways and placed an order for 20 more. He said if a portable restroom could withstand a fall like that and only have a few scratches, he wanted a whole fleet of them.

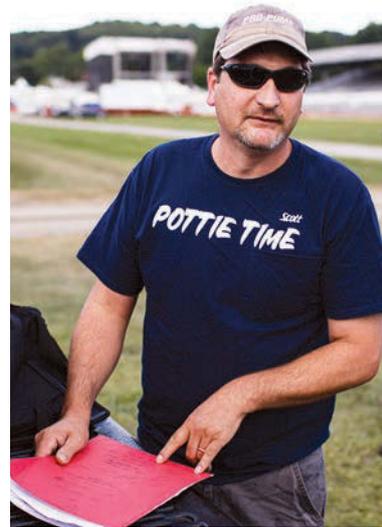
We also discovered the value of a Tufway that day and it reminds us that to be successful, we need to rely on ingenuity and quality. That's why Tufways are still designed and made...in America.

Right: Technicians Darrell Swatsworth and Chuck Taylor use a Dodge pickup carrying a Robinson Vacuum Tanks slide-in unit and Jurop/Chandler pump to clean Five Peaks restrooms during the fair.

Below: Taylor cleans Five Peaks restrooms in the midway area at the Clearfield County Fair.



Left: Scott Hess reviews his service plan near the grandstand of the Clearfield County Fair.



treatment plant.

The service schedule was the same every day – pump and clean units from 7 to 9:30 a.m., take a breakfast break, pump out campers until noon, then head off to other jobs.

Every couple hours someone would return with paper supplies and hand sanitizer to restock units if necessary and wipe down seats. The company uses Earth Works products from PolyPortables.

LET'S ROLL

The company used a 2014 Ford F-150 pickup and one of its service vehicles along with two Mustang hauling trailers (one holding eight units, the other 12) from Stone & Company to deliver units to the fairgrounds about 10 miles away. Half the equipment was brought in the day before the fair opened, the other half on Tuesday as attendance started to ramp up. Two units were provided specifically for Monday's parade and were removed afterward and taken to private residences for fair-related parties. Everything was removed the day after the fair.

Units were placed around the fairgrounds in areas not serviced by permanent restrooms – two at each of the three entrances; two at each animal barn, primarily for use by the kids who stayed with their animals during the week; two for the carnival ride operators; and a bank of units near the grandstand.

“It went great. We got a lot of compliments. In fact, we picked up four more fairs for next year already. We were ready for them.”

SCOTT HESS

KEEPIN' IT CLEAN

A few months before the fair the company purchased a 2015 3/4-ton Dodge pickup and outfitted it with a Jurop/Chandler pump and a slide-in 300-gallon waste/150-gallon freshwater aluminum tank from Robinson Vacuum Tanks. They had been using their septic truck, a 2003 International with a 2,500-gallon Lely Tank & Waste Solutions steel tank and Jurop/Chandler pump, to pump portable restrooms, having modified it with a hose adaptor and a 150-gallon plastic water container.

The larger truck serviced the easily accessible bank of units while the smaller truck handled the others. Waste from the Dodge was transferred to the International, then transported to the Clearfield County wastewater

THIRD TIME'S A CHARM

Hess says the event went smoothly – which was a relief because the previous two years had some problems. The first year the pump went out on his only service vehicle, and he ended up pumping units all week by hand with a rented sludge pump and two 350-gallon plastic containers, and the second year they had the overuse problem.

“It went great,” he says. “Not one problem. We got a lot of compliments. In fact, we picked up four more fairs for next year already. We were ready for them.” ■

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It's Time For Cold-Weather Equipment Maintenance

WHETHER YOU'RE GETTING MACHINES AND TRUCKS READY FOR STORAGE OR A HARDWORKING WINTER, HERE ARE A FEW STEPS YOU WILL WANT TO FOLLOW

By Ed Wodalski

Depending on where you live, the winter chill may already be in the air. Hopefully you've taken the time to properly store your equipment for spring. Or maybe you plan on using it year-round. A skid-steer loader, after all, makes a handy snow removal tool.

In either case, your operator's manual is a good place to start. Each piece of equipment is unique and requires its own shutdown procedures.

SHUTTING DOWN UNTIL SPRING?

Typically, winterization includes a multipoint inspection of your equipment: lubricate and/or replace parts; drain and/or change fluids, oil and filter; check tires and inspect the brakes, steering and gearboxes. This is also a good time to check the hours on your machine to see if it's due for required maintenance.

Lars Arnold, product manager for compact equipment at Volvo Construction Equipment, says after referring to the operator's manual, it's a good idea to clean the machine, removing all dirt and corrosive materials.

"Grease the machine's moving parts; don't miss any grease points," he says. "Check the machine for oil leaks and damage."

That includes engine oil as well as hydraulic fluids and lines, topping off as needed. And don't forget the windshield fluid. Arnold prefers using soap and water for summer, but switching out to an approved winter washer formula when temps dip to prevent damaging fluid reservoirs. He also recommends filling the fuel tank to prevent condensation and checking to be sure the coolant is suited to your environment. It's also a good idea to use a fuel stabilizer.

KEEP THE TRACKS CLEAN

If possible, store the machine inside, but if left outdoors, don't park it in the mud, especially tracked vehicles. It's also a good idea to jack your skid-steer wheels at least an inch off the ground to prevent flat spots.

"This will cause unnecessary wear and tear on the tracks if it becomes frozen to the ground," Arnold says. "Get some 2-by-8s or 2-by-12s and park the machine on the wood."

Arnold also recommends retracting all hydraulic cylinders, lowering the attachments to the ground and releasing the hydraulic pressure.

"If needed, apply a thin layer of grease or petroleum jelly to all exposed cylinder piston rods so you don't get rust."

He also suggests removing the battery and keeping it in a warm, dry place. "Put the battery on trickle charge or charge the battery periodically," he says. "Cover the machine with a tarp so you don't get moisture and snow buildup."

WARM IT UP

Arnold recommends periodically (monthly) starting the machine and running it until the engine reaches working temperature. Remove the grease from the cylinder pistons, check all fluid levels and carefully operate the hydraulic controls, making sure they function properly.

"Get the machine nice and warm and then put it back in storage," he says. "If the temperature is extremely low, like in the northern states or Canada, we recommend changing the hydraulic oil to an arctic oil. But again, this is different from machine to machine."

WORKING IN WINTER?

Of course, not everyone shuts down until spring. If you plan on



Left: Snowblowers can be a handy winter attachment. Before sending yours out in the cold, be sure to check the hydraulic hoses for cracks and wear and the condition of the cutting edge and skid shoes. (Photo courtesy CEAttachments)

Right: Typically, winterization includes a multipoint inspection of your equipment: lubricate and/or replace parts; drain and/or change fluids, oil and filter; check tires and inspect the brakes, steering and gearboxes. (Photo courtesy Ditch Witch)



Don't forget the attachments

Popular winter attachments such as snow blades, snowblowers, angle brooms and spreaders deserve the same attention as your skid-steer, trackloader or mini-excavator.

Ron Peters, product manager at CEAttachments, says when preparing equipment such as snowblowers for winter use, check the hydraulic hoses for cracks or dry rot.

"Hopefully it was stored inside a building," he says. "If it was stored outside, you want to check hoses for damage and replace anything that shows wear and tear. Look at the seals on the cylinders that operate your spout deflector; make sure that looks good. Check for oil leakage around the hydraulic motor and seals and replace if any of that is showing wear."

Take a look at the bolt-on cutting edge that scrapes along the bottom of the blower and replace if worn, as well as the adjustable skid shoes, he says. You also want to apply grease to all the zerkers.

If you need to store attachments until spring, such as a power rake, grease and oil the joints by the cylinders to prevent corrosion.

"Set it on pallets or blocks of wood so it's not on the ground where moisture and condensation would be," he says. "If it has a hydraulic angle on it, it's best to angle it so the cylinder rod is all the way inside the cylinder."

If you do store your attachment outdoors, it's best to cover it, but don't fully wrap it in plastic. Doing so can trap moisture and cause damage. If the attachment, such as a power rake, has wheels, keep it elevated to prevent the tires from rot. It's also best to keep it out of the sun.

"The sun can be very hard on the rubber, including the tires and hydraulic hoses," Peters says. "It's also a good idea to smear a little grease on the flat-face couplers so they don't corrode or rust."



When working in cold weather, give your equipment time to warm up and stretch its muscles before putting it to work. (Photo courtesy Ditch Witch)

working your equipment this winter, be sure the diesel fuel is a winter blend. Arnold says there's no need for additives unless you still have a summer blend in the tank.

"The other thing I would strongly recommend, besides checking the fluids for winter operation, is installing a block heater to ease engine starting and for comfort," he says. "And maybe a programmable diesel auxiliary heater - set it for an hour before you start working, that way the engine coolant and oil are already heated. When you start the engine it gets warm right away inside the cab."

TAKE TIME TO STRETCH

Winter or summer, it's always a good idea to idle down your equipment before shutting it off, especially a turbocharged engine, and give it time to warm up before you begin working.

"It's like an athlete: An athlete never comes out the locker room and starts playing; he always stretches and does warm-up exercises," Arnold says. "You need to do the same with your equipment. Before you start operating the machine hard, you need to make sure the engine is warmed up and the hydraulic oil is warmed up." He says an excavator started at -20 degrees F needs time to get the oil warmed and moving in the cylinders and through the control valves. ■

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Pik Rite Product Designed to End Harsh Automatic Transmission PTO Startup

By Craig Mandli

As younger, more technology-savvy workers join the portable sanitation industry, manufacturers in turn are upping the tech ante. There is a catch, though. While this wave of new vacuum truck operators is computer literate, they are not always comfortable operating standard transmissions in service vehicles. That line of thought inspired Pik Rite to engineer its In-Line Soft Start PTO engagement system, introduced at the 2015 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show.

“Companies invest heavily in both equipment and the techs they hire to run it,” says Tim Lightner, sales and marketing manager for Pik Rite. “This is a product that melds those ideas together. It enables companies to update equipment while also making it more user-friendly for young techs.”

Typically when engaging the PTO with an automatic transmission, damage can occur to the gearbox and coupler due to the harsh startup



caused by higher revolutions per minute. Not only does this create expense for replacement parts, it also increases equipment downtime. To combat that, the In-Line Soft Start torque converter can be installed on the input of the right-angle gearbox drive. The converter acts as a clutch, eliminating shock load between the gearbox and the coupler while still allowing the tech to operate an automatic transmission. It softly starts the truck’s blower or vacuum pump versus a more abrupt method.

Clint Morris, left, of Pik Rite, discusses operation of the company’s In-Line Soft Start PTO engagement system with a group of attendees at the 2015 WWETT Show. The device acts as a torque converter, eliminating harsh PTO startup on vacuum trucks using automatic transmissions. (Photo by Craig Mandli)

“We designed it as an alternative to converting trucks to a hydraulic system to run the pumps and blowers,” says Lightner, while noting that it is aimed at the vacuum truck market. “Those are the guys that are going to see the most premature coupler wear or pump and blower damage caused by hard starts.”

The system can be retrofitted to an existing truck or added to a new truck build. To install the unit, the truck’s gearbox input shaft is drilled and tapped to receive the coupler. Pik Rite began beta testing the unit two years ago, and according to Lightner, the feedback was exactly what they were looking for.

“The guys that have been using this in the field love it,” he says. “That’s really why we brought it here and made it our featured product for the 2015 show. We know it works and want to get the idea out there.”

Lightner says development of the In-Line Soft Start was a direct answer to issues attendees brought up in the Pik Rite booth at past shows. “Basically, customers were complaining, saying they were having trouble finding techs that could easily operate manual transmission vacuum trucks, and there was no way to gently engage the PTO on big automatic transmission trucks.”

Pik Rite typically has a large space on the WWETT Show floor. That not only gives the company an opportunity to show off its newest products, but also plenty of space to engage attendees.

“That’s why we love coming to this show,” Lightner says. “This is our customer base. This is where we get ideas. We wouldn’t miss it.” **800/326-9763; www.pikrite.com. ■**

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Bill Weber

Budget Attachments & Parts launches website

Budget Attachments & Parts launched a mobile-friendly device website, www.budgetap.com. The site features industry information and specifications on attachments and parts for skid-steers, forklifts, loaders, telehandlers, tractors and backhoes.

GPS Insight recognized for rapid growth

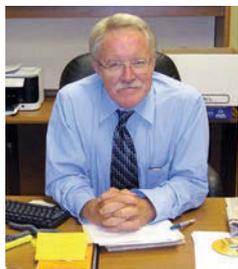
GPS Insight ranks 2,734 on the 2015 *Inc.* 5,000 list of fastest-growing private companies in the United States with a three-year sales growth of 133 percent. It marks the sixth straight year the fleet-tracking company has made the list.

Vacuum truck columnist, industry truck builder Bob Carlson passes away

Robert "Bob" Carlson, longtime writer of the Truck Corner column in *Portable Restroom Operator (PRO)* magazine and an occasional contributor to *Pumper* magazine, passed away Oct. 17. He was 65.

Carlson dispensed advice on vacuum truck maintenance in the column, which began before COLE Publishing bought the magazine dedicated to the portable sanitation industry and continued until 2014. Sometimes injecting humor, he answered reader questions and conducted an annual Truck Corner quiz.

Carlson had been involved in the pumping industry since starting to work at his family's Arizona-based vacuum truck building company, Glendale Welding, in 1979. He was manager-owner of the business from 1986 to 2009. During that time, he became well known to contractors in the wastewater industry through the Pumper & Cleaner Expo (now the WWETT Show) as an exhibitor. For many years he sold trucks on the show floor, along with industry-related books, music CDs and T-shirts.



Bob Carlson

Carlson authored a popular book on vacuum truck maintenance, *Pumper 101 - The Complete Guide to Owning and Operating a Vacuum Truck*, that remains in print. He also wrote a number of novels. Using the name The Pumper Gang, Carlson recorded two CDs for pumpers, with humorous songs including "Suck It Up," "I Could Have Been a Pumper," and "A Straight Beats a Full House."

In 2004, Carlson nearly died when he suffered an aortic aneurysm while driving a new truck to display at the Pumper & Cleaner Expo in Nashville. The truck careened down a highway embankment in Texas. His death was caused by complications related to a follow-up operation in 2012, according to his son, Bobby Carlson.

Carlson ended his last Truck Corner column in July 2014, with this advice: "My final message is the same as the first: Get to know your equip-

ment and how it operates best. I have often told my kids, 'You can't know too much.' So keep on learning, and more importantly, keep on pumping!"

Carlson, who lived in College Station, Texas, is survived by his wife, Penny, five children and two grandchildren. He can be seen singing one of his pumping-themed songs with his granddaughters on this video posted on his Facebook page in 2014: <https://www.facebook.com/icarus.barnabus.9/videos/780894598628648/>

Memorials may be sent to Neema House at http://www.neemavillage.org/Sponsor_a_Baby_Donate.html ■



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Slide-In Units and Accessories

Slide-in vacuum units can be used as starter units for new PROs and are a compact alternative to larger rigs for contractors who need to work in tight spaces or at special events. Here are several compact units to consider, along with related accessories. **By Craig Mandli**

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CRESCENT TANK MFG. FLAT VACUUM SLIDE-IN TANK

The **Flat Vacuum Slide-In Tank** from **Crescent Tank Mfg.** has a low-profile design with low center of gravity. It has a 350-gallon waste tank and a 150-gallon poly freshwater tank. It is a discreet design with the tank sitting at or below the sides of the pickup truck. This tank is designed to fit a 1-ton or greater 8-foot-bed pickup or flatbed. It has an empty weight of 1,280 pounds, and the overall dimensions are 96 by 48 by 56 inches. It can be custom-designed to fit specifications. The tank is constructed from 1/4-inch mild steel. **585/657-4104; www.crescenttank.com.**



CUSITEC CUSTOM TANKS AND TRAILERS 530 GL

The **530 GL** slide-in unit from **CUSITEC Custom Tanks and Trailers** has a two-compartment tank with 353-gallon wastewater and 177-gallon freshwater capacities. It comes with a 35 cfm vacuum pump, a 5.5 hp engine, vacuum and pressure-relief valves, and a Shurflo 1.8 gpm washdown pump for maintaining the cleanliness of restrooms. The unit is easy to install and remove for convenient service in the event a truck breaks down. It can be installed in a pickup truck. **915/239-8919; www.sanitariosyquimicos.com.**

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SLIDE-IN SERVICE UNITS



KEEVAC INDUSTRIES ALUMINUM SLIDE-IN

The 950-gallon slide-in unit with Conde SDS6 115 cfm pump from **KeeVac Industries** is designed to stay within tanker endorsement requirements. With the side-engine style, all controls are on the driver's side. Aluminum tanks are manufactured in four styles, with single, double or triple compartment configurations available. Pump choices include Conde, Masport and Jurop/Chandler, both gasoline- and diesel-powered. Units come with vacuum/pressure pumps, washdown pumps, a 50-foot washdown hose and 30 feet of tiger tail hose with valve and wand. Primary moisture trap and oil catch mufflers complete the package. **866/789-9440; www.keevac.com.**

SLIDE-IN WAREHOUSE 950 FD

The **950 FD** slide-in service unit from **Slide-In Warehouse** can be used to service a full route of portable restrooms or special events. The unit is legally below the new tanker endorsements and comes with a full flanged and dished vacuum tank with 20-inch manway, and 650-gallon waste and 300-gallon freshwater compartments. It has a 115 cfm vacuum pump powered by a 9 hp electric-start Honda engine. The 12-volt electric washdown pump comes with 30 feet of tiger tail hose and a wand. The side-engine location allows it to fit on a 10-foot flatbed. Dual service and dual bucket fills are available. **888/445-4892; www.slideinwarehouse.com.**



OAKLEY VAC MV240 MOBILE VACUUM UNIT

The **MV240 Mobile Vacuum Unit** from **Oakley Vac, a Division of MWM**, is designed to fit into the back of a 2500 Series pickup truck and has an overall height of 36 inches, which allows the unit to fit into most parking garages. The system is designed for wet/dry operation, allowing the customer to pick up whatever mess is at hand quickly. **800/663-1624; www.oakleyvac.com.**

ROBINSON VACUUM TANKS SLIDE-IN TANK

Self-contained slide-in tanks from **Robinson Vacuum Tanks** start at 300 gallons and have been built as large as 2,000 gallons. Customers can choose a stock unit for fast delivery or have a tank custom built to specifications. Units are tested and shipped completely ready to go. Customers can choose from many options that include choice of a vacuum pump, washdown pump, hoses and valves. Each has built-in forklift pockets for easy mobility. Tanks are available in both single- and two-compartment models. **844/393-1871; www.robinsonstanks.com.**



TANKTEC SLIDE-IN TANK

Slide-in tanks from **TankTec** range in size from 100 to 995 gallons. The demand for larger slide-in tanks has led to 800- and 995-gallon sizes being added to the line. The tanks are available in single-section grease and septic or two-section for portable toilet service. **888/428-6422; www.tanktec.biz.**

HOSE REELS

HANNAY REELS N700 SERIES

Compact with a narrow frame, the **N700 Series** of spring rewind reels from **Hannay Reels** is designed for high pressure, air, water, steam and washdown applications. Available up to 10,000 psi, they can also handle temperatures up to 250 degrees F. The declutching arbor prevents damage to the reel from reverse rewinding, ensuring smooth operation. They are customizable, including optional constant tension and various roller assemblies. **518/797-3791; www.hannay.com.**



SATELLITE INDUSTRIES MD400

The **MD400** slide-in unit from **Satellite Industries** has a 270-gallon waste/130-gallon freshwater tank that uses a bolt-in system that allows quick removal and added safety. A Honda 5.5 hp Conde 6 vacuum system is the standard pump with a 25-foot service hose. The unit fits in pickups with 4,000-pound payload capacity. It has a 3-inch waste outlet valve, rear service 2-inch freshwater outlet valve, rear service waste and freshwater sight glasses, a 1/2-inch metal hose standoff to protect the paint with a rack for the service hose, and a vacuum gauge mounted on vacuum system mounting platform. It comes with a Flojet or Whale diaphragm 45 psi, 4 gpm washdown pump with 25-foot garden hose and sprayer powered by the vacuum system battery. **800/328-3332; www.satelliteindustries.com.**



REELCRAFT INDUSTRIES SERIES CH37000

The **Series CH37000** hand-crank hose reel from **Reelcraft Industries** can be used for industrial applications requiring longer lengths of 1-inch I.D. hose. This design helps eliminate possible bearing misalignment due to heavy vibration in mobile applications by using an oil-impregnated bronze sleeve bearing. The 1-inch solid main shaft connects to the spindle to form a rigid connection from side to side. The slotted spool provides a smooth transition for the hose. The design is also available in electric motor driven models (EH37000), air motor driven models (AH37000) and bevel-crank models (BH37000). **800/444-3134; www.reelcraft.com.**

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The **Gamajet 9** rotary impingement cleaning device from **Gamajet, part of the Alfa Laval Group**, is designed to clear debris from the entire cabin and holding tank in 10 minutes while eliminating the need for manual cleaning. The unit weighs 5 pounds and is durable and compact, with a rugged design to allow for on-site cleaning, according to the maker. Its rotary impingement technology allows it to spin and rotate in a precise 360-degree pattern, leaving the unit clean and odor-free. Its water jets and cleaning pattern reduce cleaning time and water usage. The system includes seat inlet assembly, floor stand assembly, suction pipe assembly, 3/4- to 2-inch adapter assembly, detergent injector assembly and portable pressure washer. **877/426-2538; www.gamajet.com.**



VACUUM HOSE

KURIYAMA OF AMERICA TIGERFLEX SOLARGUARD SG SERIES

Tigerflex Solarguard SG Series hose from **Kuriyama of America** is made with a specially formulated material to resist the cracking that can result from exposure to UV light. Tests show the material retained 97 percent of its original tensile strength after prolonged UV exposure. The "safety yellow" color provides high visibility on job sites. Its smooth outer cover provides a smooth surface for banding. **847/755-0360; www.kuriyama.com.**



VACUUM PUMPS

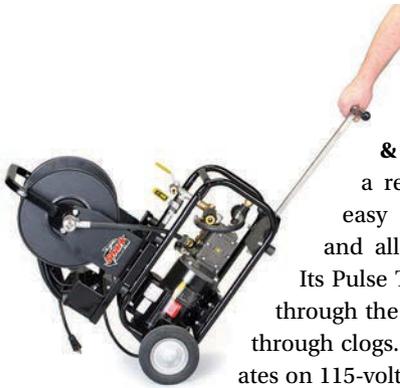
FRUITLAND MANUFACTURING ELIMINATOR 250

The **Eliminator 250** package from **Fruitland Manufacturing** includes an RCF250 commercial and continuous-duty vacuum pump, creating 180 cfm vacuum. It includes a heavy-duty and integral secondary shut-off, oil catch muffler, drive coupling, vacuum/pressure gauge, and all relief and drain valves. Hydraulic or gearbox drive adapters make vacuum system hookup easy. The package has a compact design measuring 26 inches wide by 23 inches high, making installation on frame space-limited portable sanitation service trucks easy. The pump has low oil consumption and includes an automated oiling system with steel oil lines, pump oil level sight gauge, vane gauging ports, antishock design and three primary cooling phases. **800/663-9003; www.fruitlandmanufacturing.com.**



SHARK PRESSURE WASHERS & JETTERS SJPE-1500

The **SJPE-1500** portable, compact jetter from **Shark Pressure Washers & Jetters** has a detachable hose reel and a retractable handle that accommodates easy loading and unloading into vehicles and allows for transport around work sites. Its Pulse Technology is designed to propel hose through the line and around tight curves to break through clogs. Rated at 1.7 gpm at 1,500 psi, it operates on 115-volt electricity and comes standard with a 35-foot power cord with GFCI. For use in pipes less than 4 inches, it has a roll cage steel chassis, triplex pump and heavy-duty Baldor motor, and fits into tight workspaces with easy one-person operation. It is ETL safety certified. **800/771-1881; www.sharkpw.com.**



JENNY PRODUCTS STEAM JENNY

Steam Jenny belt-drive cold pressure washers from **Jenny Products** absorb engine vibration, allowing the pump to be located away from the engine heat. They are powered by 9 or 13 hp Honda GX Series engines, with triplex ceramic plunger pumps, pressure ratings between 3,000 and 4,000 psi, and flow rates between 3 and 4 gpm. They have thermal pump protection, an unloader valve and a high-pressure relief valve to prevent pump damage. The unit will automatically shut down if a low oil level is detected. The chassis is made with powder-coated, 7-gauge steel. Standard accessories include a professional-grade insulated trigger gun with safety lock, quick-connect nozzles with nozzle control, high-capacity inline water strainer, gun/wand holder, hose reel mounting adapter and dual rubber isolators. **814/445-3400; www.steamjenny.com.**



JUROP/CHANDLER EQUIPMENT PN23

The **PN23** vacuum pump from **Jurop/Chandler Equipment** offers 92 cfm at 18 inches Hg, with a maximum pressure of 21 psi. The air-cooled unit has a forced oil lubrication system with heat-resistant Kevlar vanes. The compact unit measures 8.46 by 18 inches, enabling it to fit on most portable restroom service vehicles. It has a built-in change-over valve, nonreturn check valve, built-in oil reservoir, positive displacement oil pump, and clockwise or counterclockwise rotation. **800/342-0887; www.chandlerequipment.com.**



MORO USA PM60A

The **PM60A** air-cooled vacuum pump from **Moro USA** is capable of pumping nonvolatile liquids and sludge long distances. It includes industrial-duty bearings, Viton seals, integrated check valve, change-over valve and automatic oiling system. It has a maximum flow rate of 252 cfm and is capable of 29 psi (15 psi continuous) and 28 inches Hg (18 inches Hg continuous). It is available in a preassembled pump package. Right-angle packages come complete with the pump, stand, gearbox and couplers. It can be equipped with secondary, oil catch mufflers, relief valves and gauges. Hydraulic, pulley or engine-driven packages are available. **800/383-6304; www.morousa.com.**



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VACUUM PUMPS

NATIONAL VACUUM EQUIPMENT CHALLENGER 304

The **Challenger 304** vacuum pump from **National Vacuum Equipment** delivers 210 cfm in a number of compact packages that include a pump with a pump stand; a pump with stand, prefilter and moisture trap in two variations; and an engine drive unit with a 13 hp electric-start engine. Standard packages are available in gearbox drive or with a hydraulic drive adapter. The package is designed with a ductile iron housing and stainless steel braided oil lines for durability. Routine maintenance such as vane inspection and replacement can be done without removing the pump from the truck. **800/253-5500; www.natvac.com.**



PRESVAC PV750

The **PV750** rotary vane pump from **Presvac** is designed for continuous full vacuum operation. It provides 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 efficiently cool the pump.

The solid housing with deep cooling ribs allows for greater heat transfer from the vacuum chamber. Aluminum fans and shrouding work like a heat exchanger to further aid in heat reduction. Multiple manifold and drive options are available for truck, trailer or stationary applications. **800/387-7763; www.presvac.com.**

WALLENSTEIN VACUUM PUMPS MODEL 151

The **Model 151** from **Wallenstein Vacuum Pumps - Elmira Machine Industries** can be used on portable sanitation tanks, slide-in units, campgrounds and marinas needing a compact package. It offers 80 cfm at 15 inches Hg, with a 2-inch vacuum/pressure valve, swivel elbows for easy hookup, air pressure or mechanical lubrication, and clockwise or counterclockwise operation. It can be direct, hydraulic, pulley or clutch driven. **800/801-6663; www.wallenstein.com.**



WASHDOWN PUMPS

WATER CANNON HYD-RTX

HYD-RTX hydraulic-driven washdown pumps from **Water Cannon** are designed for portable restroom cleaning. Flow rates range from 3 to 5.5 gpm with pressures from 1,000 to 4,000 psi. The HYD3525, rated at 3.5 gpm at 2,500 psi, can be mounted to most trucks and connected to existing hydraulic systems. The fluid-driven system does not require electrical or gasoline power. **800/333-9274; www.watercannon.com.** ■



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