

PRO

PORTABLE RESTROOM OPERATOR

TM

January 2008
www.promonthly.com

Louisville 2008
Feb. 27-29, March 1 MAKE YOUR MOVE

GRABBING the REINS

Chuckwagon
races challenge
Arkansas PRO

Page 14

IT'S ALL HERE!

Exhibitors
provide look
at industry's
latest
technology

Page 18



LITTLE BUT LOUD

Small operator has
big plans in Colorado

Page 28



PSRT STD
U.S. POSTAGE
PAID
GREEN BAY, WI
PERMIT NO. 620

COLE Publishing
1720 Maple Lake Dam Rd.
PO Box 220
Three Lakes, WI 54562

CHANGE SERVICE REQUESTED

It's like free cash from Hampel.



No monthly payments until June 2008.
Zero % interest, free financing.

Take advantage of this limited time offer on the world's most durable portable restrooms –
the 1.5, Country Classic and Global from Hampel*.



Engineered for strength, durability and value.

www.hampelcorp.com • 800-549-1558



The Country Classic



The 1.5

Hampel Corp. features the most rugged and durable restrooms available.

Whether you're serving the construction industry, high-end special events or anything in between – Hampel has a restroom for all your needs.



Booth 4171

Call Today!
1-800-549-1558

**Limited Time Only,
Call Today!**

West – Jim McCoy
800-549-1595

Midwest – Jeff Peltier
800-549-1596

Northeast – Patrick VanTyle
800-549-1594

Southeast – Brian Sorensen
800-549-1598

Corporate
800-549-1558



The Global

*For qualified buyers only.
Call for details.

TABLE OF CONTENTS

- 8 From the Editor: Weather the Economic Storm**
Is it all doom and gloom looking forward to the summer season? I don't think so.
- Jim Kneiszel
- 12 Back at the Office: Resolve To De-Clutter**
Prepare to ring in the new year with a clear work surface and every shred of paperwork put in its place.
- Judy Kneiszel
- 14 On Location: Grabbing the Reins**
Arkansas PRO takes over national chuckwagon race event and provides galloping good service.
- Betty Dageforde
- COVER STORY**
- 18 Expo 2008: It's All Here!**
Exhibitors provide hands-on look at industry's latest technology.
- Ed Wodalski
- 28 PROfile: Little But Loud**
Creative promotion and careful customer service help A Comfort Shack build a high profile as a small operator in northern Colorado.
- Mary Shafer
- 34 Think Tank: Shop Talk**
PROs discuss the products and services they look for on the Pumper & Cleaner Expo show floor.
- Mary Shafer
- 38 Working Vacation: The Maine Attraction**
Tourists flock to Mount Desert Island to see dramatic granite bluffs and sample the lobsterman's catch.
- Betty Dageforde
- 42 Truck Corner: Is Your Pump Feeling Flush?**
If debris hurts your vacuum pump performance, it's time to clean out the system.
- Bob Carlson & Jerry Kirkpatrick
- 44 PRO Forum Chatter**
A PRO wonders whether to extend service territory to satisfy an existing customer's needs.
- 46 Industry News**



PRO
PORTABLE RESTROOM OPERATOR

Published monthly by

COLE Publishing

1720 Maple Lake Dam Rd. • PO Box 220
Three Lakes, WI 54562

In U.S. or Canada call toll-free 800-257-7222

Elsewhere call 715-546-3346

www.promonthly.com

E-mail: pro@promonthly.com

Fax 715-546-3786

Office hours 7:30 a.m. - 5:00 p.m. CT M-F

SUBSCRIPTION INFORMATION:

A one-year (12 issue) subscription to **PRO**™ in the United States or Canada is free to qualified subscribers. A qualified subscriber is any individual or company in the United States or Canada that partakes in the portable restroom industry. Non-qualified subscriptions are available at a cost of \$60 per year in the United States and \$120 per year outside of the United States. To qualify visit www.promonthly.com/qualify or call 800-257-7222.

CLASSIFIED ADVERTISING:

RATE: \$1.00 per word, per month. Minimum of 20 words or \$20.

All classified advertising must be PAID IN ADVANCE.

DEADLINE: Classifieds must be received by the 17th of the month for insertion in the next month's edition. PHONE-IN ADS ARE NOT ACCEPTED. Ads may be faxed only when charging to MasterCard, VISA, Discover or American Express.

Please supply all credit card information with faxed ads. Be sure to include your phone number (with area code) in your ad. Make checks payable to COLE Publishing Inc. and mail with classified ad to the address above.

CLASSIFIED ADVERTISING APPEARS IN ALL CIRCULATION REGIONS AND ON THE INTERNET.

Not responsible for errors beyond first insertion.

DISPLAY ADVERTISING:

Call 800-994-7990 and ask for Kim, Jim, Winnie or Jeff. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

CIRCULATION:

Circulation averages 7,948 copies per month. This figure includes both U.S. and International distribution.

© Copyright 2008, COLE Publishing Inc.

No part may be reproduced without permission of the publisher.



**2008 PUMPER & CLEANER
ENVIRONMENTAL
EXPO INTERNATIONAL**

Education Day: February 27, 2008


Exhibits Open: February 28, 29, March 1, 2008

Kentucky Exposition Center
Louisville, Kentucky

www.pumpershow.com

COMING NEXT MONTH - FEBRUARY 2008

- **PROfile:** Special events mean big business for Oklahoma crew
- **On Location:** Barbados contractor serves the Cricket World Cup

COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE
A		E		M		R	
 Abernethy Welding & Repair ..35		 Earth Friendly Chemicals ..26-27		Marsh Industrial47		R. F. Mattie & Associates Inc.....36	
AllGreen Manufacturing43		Eventrestrooms.com45		Mid-Continent Truck Sales.6		 Ritam Technologies34	
Allied Graphics43		EZTrakR16		Milton Foss.....46		S	
Alpha Mobile Solutions32		G		 Moro USA East Inc.....6		SandDollar Comfort Loos47	
 Armstrong Equipment Inc.....44		Gamajet Cleaning Systems33		N		Screen Graphics of Florida9	
B		H		NuConcepts40		Screen Tech/Div. of Roeda.....31	
BEST Enterprises Inc.41		Hampel Corp.2-3, 7		P		T	
Black Tie Manufacturing ..10-11		J		Peterbilt of Greenville32		 Toico Industries43	
C		J. C. Cury Company Inc.40		 PolyJohn Enterprises37		 TFS Co. Inc.51	
Classifieds48		L		W		 Wells Cargo COG.....24	
Cole Screenprint Inc.24		Lely Manufacturing Inc.....45		PolyPortables Inc.5, 13, 17		White River Distributors.....9	
 Comforts of Home40		Liberty Financial Group Inc. ..24		PolyPortables Inc./Green Way 52		Workmate/FMI Truck Sales23	
Crescent Tank Mfg.36		M		Prometheus Partners25			
D		Marketplace50		PRO Shop49			
Del Vel Chemical45		Deal Associates Inc.					
Drop Box36		Great Lakes Bio Systems Inc.					
		J & J Chemical Co.					
		Lock America					
		Water Cannon Inc.					

NOW ONE VEHICLE DOES THE JOB OF TWO...

DELIVERY PLUS SERVICING



BOOTH 1140

RESTROOMS • HAND-WASH STATIONS • RESTROOM ACCESSORIES • TRUCKS
GREEN WAY PRODUCTS DEODORIZERS AND CLEANERS



Finally, there's a solution to the expensive necessity of having a delivery vehicle plus a service vehicle. This all-in-one truck does the job of two! Use the entire bed to deliver portable restrooms, plus you can vacuum liquid waste and deliver fresh water – all at the same time. One truck – one stop. What could be more efficient?

Crescent vacuum/delivery trucks hold up to 8 portable restrooms, plus up to 1400 gallons of liquid. They are advantage-priced exclusively through PolyPortables. Ask your PolyPortables division manager for the details, or give us a call at 800-241-7951.



POLYPORTABLES

Listening. Learning. Delivering. Since 1972

99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • www.polyportables.com

Turning the Pages

Scour the pages of PRO™ for the following entertaining and informative features that will help boost the bottom line for your portable sanitation business:

On Location gallops into rural Clinton, Ark., to visit Arkansas Portable Toilet Rentals as it serves the National Championship Chuckwagon Races. PRO Scott Thone manages the Conway branch of the restroom company, which delivered and serviced about 200 restrooms over 500 acres at the ranch of race organizers Dan and Peggy Eoff. The Eoffs have put on the Labor Day weekend races for 22 years, drawing 150 wagon teams from across the country. The teams camp onsite, and 30,000 spectators turn out to watch the wild competition. The company also provided cleanout services for RVs and horse trailers. "The unique thing about this event," says Thone, "is that it's scattered over 500 acres. Other than two banks of toilets, they were all individual one-toilet campsites."

Truck Corner finds writers Bob Carlson and Jerry Kirkpatrick out in the shop tearing down a vacuum pump. The pair pause in their workday to share step-by-step instructions on how to flush debris from a sluggish pump. Answering a reader's request, Bob and Jerry also go over the pros and cons of hydraulic and air braking systems. Though air brakes come with a higher initial investment, the heavier maintenance schedule for hydraulic brakes may balance out the expenses, they say.

Working Vacation scours the craggy Maine seacoast, where portable restrooms provide valuable service for construction sites and fishing villages that are well-known tourist hotspots. Writer Betty Dageforde, digital camera in hand, finds many sturdy units doing important duty at dockside tourist centers and wherever residential and commercial construction is going on. One of her favorite stops was Mount Desert Island off the coast of Maine, which is 35,000 acres of seacoast, forest, lakes and mountains, now the home to quaint fishing villages, private estates and the Acadia National Forest.

Stop by and see us at the Louisville Show!

Booth 6097

Complete Right Angle Packages

Completely Assembled

M-3
176 cfm

(Available in 176-830 pump sizes)

(Pumps available from 176-1642 cfm)

OUTPERFORMS the Burk's cast iron DC-10!

NO COMPARISON

DC-STAINLESS
Washdown Pump

NO more RUSTY water!

RELIABLE pressure switch!

316 Stainless Steel Pump Head & Impeller

Comes standard with solenoid and toggle switch prewired in a protected cover with a pressure switch.

Moro USA: Pittsburgh, PA • 1-800-383-6304 • 412-269-4172 Fax • moroeast@attglobal.net
St. Louis, MO • 1-866-383-6304 • 636-583-2044 Fax • moro@charter.net
www.morousaeast.com

Mid Continent Truck Sales, Inc.

891 Adkins Hill Rd. • Norman, OK 73072
405-329-5365 • Fax: 405-329-5381 • After Hours: 405-288-6502
www.vacuumtrucksales.com

Trucks - Trailers - Vacuum Tanks - Pumps

WE WILL BUILD TOILET UNITS TO YOUR SPECS!



2004 Kenworth T300, Cat C7 (210 hp), 6-speed, 33K GVW, new Wally 753HR (350 cfm), new 2600 gallon aluminum vacuum tank, 2-yr. nationwide drivetrain warranty.

MID CONTINENT TRUCK SALES

manufactures and stocks all necessary components to complete your vacuum system. Whether it's pumps, valves, moisture traps, oil catch mufflers, pump frames, etc.

CALL US BEFORE YOU BUY!

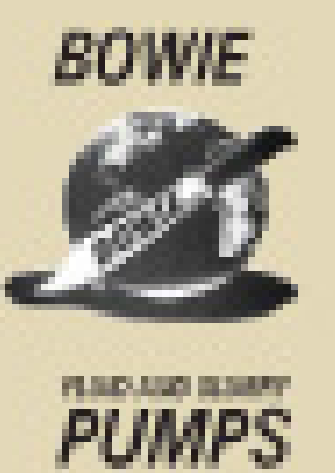
WE CARRY MOST BRANDS OF VACUUM PUMPS AND PARTS!



NVE



Masport



Call DAVE PERRY for TRUCK quotations and CHUCK RODGERS for TANK quotations.



Spare Parts Kit



Our spare parts kit comes complete with everything
you'll need to repair your Global restrooms —

Nothing.

The most durable and affordable restrooms available.



Booth 4171

Engineered for strength, durability and value.

www.hampelcorp.com • 800-549-1558



Weather the Economic Storm

Is it all doom and gloom looking forward to the summer season? I don't think so.

By Jim Kneiszel

Depending on your region, you might be looking at 2008 with pessimism. A housing glut and the sub-prime mortgage crisis are combining to carve away at home construction customers that might account for your biggest billings. Some PROs in places like Florida and the Southwest report that even gains in special events business don't come close to making up for these construction losses.

Is it all doom and gloom looking forward to the summer season? I don't think so.

In times like these, well-run companies will persevere, while others may fall by the wayside. Through the economic sifting and winnowing, companies that don't panic will come out the winners, stronger when the economy perks up than they were before construction went into a tailspin.

If you've been in business for a while, you've already survived some lean times. Remember when the stock market nosedived in 2000? If you were like me, you watched your retirement account

drop at an alarming rate. Or how about the recession a decade earlier? Or the oil crisis of the 1970s? These posed significant threats to the U.S. economy — in fact I'd argue they were all more serious situations than our current malaise. But we always recovered from the tough times.

Rather than simply dwell on the negative story of the day, it's more productive to cultivate an optimism outlook.

Through the economic sifting and winnowing, companies that don't panic will come out the winners, stronger when the economy perks up than they were before construction went into a tailspin.

If you have a basic faith in your business plan, your employees and the market you live in, what you really need is a plan to maintain profitability right now. Remember that even the most negative prognosticators say this construction downturn is temporary. Even if this situation is labeled a recession in the upcoming months, economists have faith in capitalism and American business.

So keep your chin up and your nose to the grindstone. Here are a few suggestions that might help you maintain profits, even if your restroom placement numbers decline:

MARKET TO COMMERCIAL CUSTOMERS

Reports are that while home construction is down in many areas, commercial building continues. Subscribe to a construc-

tion-monitoring service like the McGraw-Hill Construction-Dodge Report (www.construction.com) to find out in a timely fashion when major commercial building projects will begin. Continue to think municipal. Comb through Web sites of local municipalities, park and recreation departments, marinas and school districts for new and existing placement opportunities. Keep a close eye on minutes of municipal meetings at your city, county or town's Web sites. Read the local newspaper business pages.

CONCENTRATE ON BETTER UNITS, NOT MORE UNITS

Add standard options to your restroom inventory and phase out the barebones construction model. If you add a hand sanitizer, order roomier units, go slightly upscale, you will stand out from the competition and may be able to charge a few dollars a month more. Boosting the quality and price will help make up for lagging numbers. If you don't offer the option of a tired, no-frills unit, customers who value your service may be willing to go along with a better unit. Any positive feedback from workers who use the restroom will reinforce their decision.

CONSOLIDATE ROUTES

Shoring up time and fuel wasted on inefficient routes will not just help you build the bottom line during tough times. It will put you in a great position to improve profitability when the economy inevitably breaks the other way. Let's say that through efficient planning you can add 3-4 restrooms to a driver's route each day. Perhaps you can eventually work that driver from five days on the road to four. Then you can put the driver to work on other profit-building initiatives.

DON'T BE FUELISH

While the tide will turn on the flagging economy, one thing that is sure to stick around is dramatically higher fuel prices. In fact, you could make an argument that fuel and energy costs will be a bigger drag on your business over the long term than a cyclical drop in construction customers. Consider whether you can buy a more fuel-efficient service truck the next time you order a vehicle. Is biofuel a possibility in the future? How about more careful scheduling of tuneups and fleet maintenance to generate a few more mpgs?

Can your company cut other energy usage? Upgrade the lighting in your shop, insulate better in the walls and ceiling, do something as simple as buying a programmable thermostat to better monitor heating in the winter.

I haven't cracked the phone book to look for a contractor lately, preferring to search for service providers on the Internet. Can you ratchet back Yellow Pages and local newspaper advertising in favor of a better Web site and other online listings? Can you display your Web site address prominently on your trucks and the front of your shop? How about turning drivers into salesmen by offering bonuses for generating new business?

If you've been outsourcing light truck maintenance, can you do oil changes or other jobs with your existing workforce? Could you bring a heavy-duty washer and dryer into the shop and clean uniforms yourself? Is there an opportunity to buy restrooms unassembled and train workers to put them together? Maybe you can appoint a driver to manage restroom supplies and save money by ordering common repair parts in bulk. ■


5015 & 6017



**4000 Gallon
pumper on a 2007
M2 Freightliner**

Tank: Bright finish
aluminum-5/16" #5454
shell and heads 76" Dia.

Pumping system: Jurop LC420 water cooled pump

Chassis: Freightliner M2-54,000 GVW, C-7 Caterpillar 300 H.P., 10 speed
transmission-14,600 front axle-40,000 air ride rear axle.



**2800 Gallon
pumper on a
2007 International**

Tank: Bright finish
aluminum-
5/16" #5454
shell and heads

Pumping system: Massport HXL
15 (350 CFM)

Chassis: International 4300-33,000 GVW, 245 HP DT466-RDS
3500-12,000 front axle, 21,000 rear axle.



WHITE RIVER
DISTRIBUTORS, INC.
BATESVILLE, ARKANSAS

(800)-548-7219
(870)-793-2374
www.lpgbobbtails.com

Water not intended
for drinking purposes

WOMEN

MEN

WOMEN

MEN

Decals, Signs Safety Products

800-346-4420

www.Screen-Graphics.com

NO LONG LEAD TIMES

NO ART CHARGES

NO SETUP CHARGES

Over **30** Years

"Serving the Portable Restroom Industry"

Booth 4196

Black Tie Manufacturing Now Offers 8' Restroom Trailers Starting at \$13,900!

Unlike our competitors,
Black Tie
standard features include:

- Stair System
- AC/Heat Strip
- Waste Tank
- Hot Water Tank

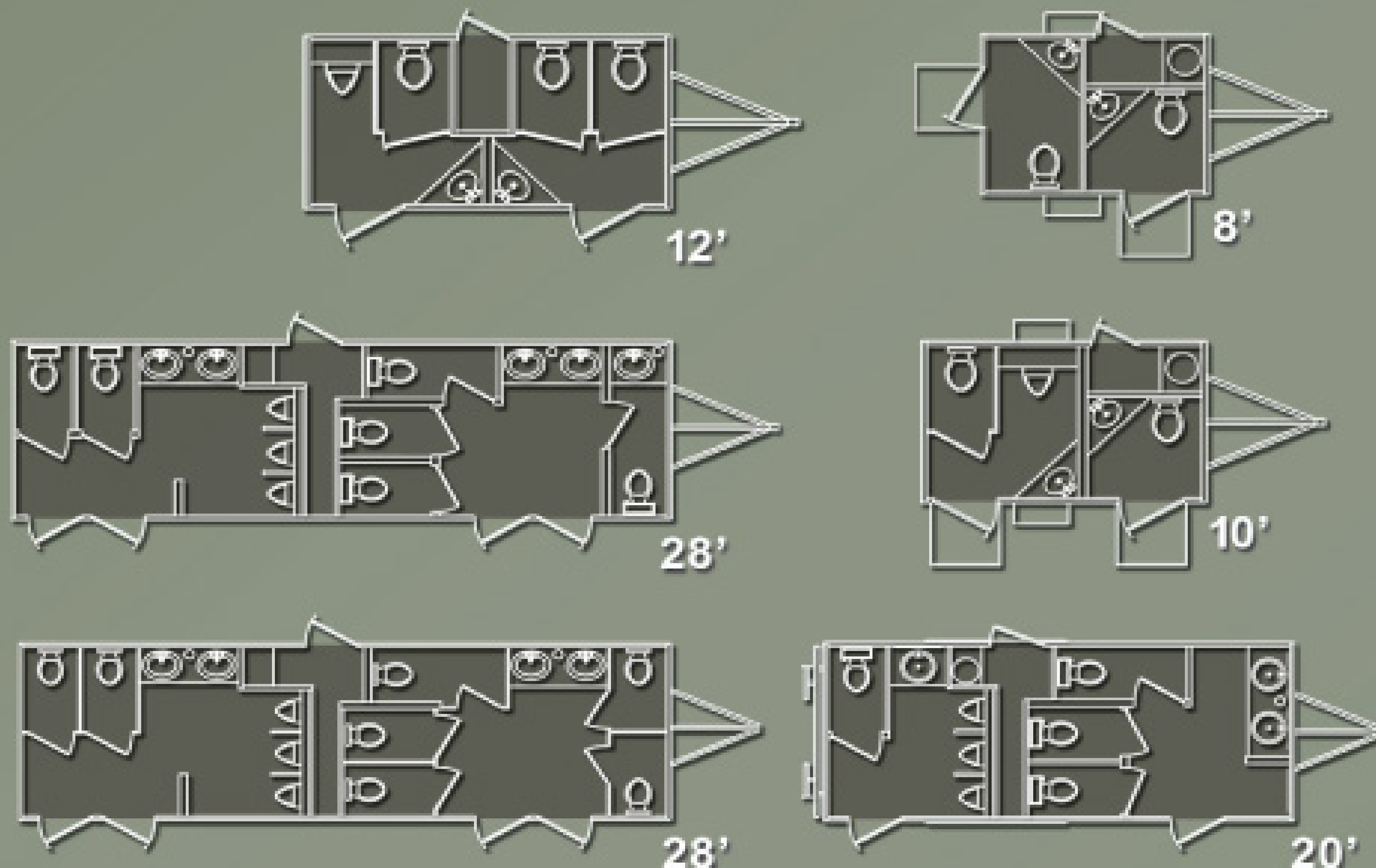
We CUSTOMIZE and offer
attractive Financing Programs.

Call **877-253-3533**

www.blacktiemanufacturing.com/diamond



Sample floor plans



© 2007 BLACK TIE MANUFACTURING, INC.

Introducing the **BLACK TIE**

Re-Rental Program

BTM

Black Tie Manufacturing (BTM),
the nation's leading manufacturer of quality
mobile restroom and shower suites.

BTES

Black Tie Event Services
(BTES), the nation's leading
provider of mobile restroom and
shower trailers.



When BTES needs additional
equipment, BTES calls your company
and provides you with an opportunity to rent
your BTM trailer to them. Your participation
could include all sanitation services.

RESTROOM RENTAL COMPANIES

If your customer's event
requires more restrooms than
you own, call BTES to provide
your company with the
trailers you need.



BTES Partners

"Current owners of BTM equipment"

When you purchase a mobile restroom trailer from
Black Tie Manufacturing (BTM), you become a rental resource
of our affiliate Black Tie Event Services (BTES). Your equipment purchase
automatically enrolls you in Black Tie's exclusive Re-Rental Program,
which increases your opportunity to generate higher rental revenue.
No other manufacturer can offer you this unique opportunity.

"Black Tie and You. It's a Jewel of a Relationship!"

Call
toll free **877-253-3533**
* Attractive Financing Programs Available



BLACKTIEMANUFACTURING.com/diamond
show@blacktiemanufacturing.com

Visit us at
BOOTH 7179



Writer Judy Kneiszel has operated her own small business for a decade and is familiar with the many rewards and challenges of business ownership. Write to her with questions, comments or topic suggestions at thewordhouse@ameritech.net.

Resolve to De-Clutter

Prepare to ring in the new year with a clear work surface and every shred of paperwork put in its place

By Judy Kneiszel



In most parts of the country, the busy season for restroom contractors wound down as the leaves fell from the trees, and gearing up for another one is at least a month away. This quieter time of year is a great time for maintenance to be done on vehicles, restrooms and equipment. But there's an often overlooked form of maintenance that will also pay off in a more efficient operation come spring: organizing the office.

Remember your desk? It's the thing holding up the stacks of papers. The first thing you should do is clear off its entire surface. Looks nice, right? Now, put back only what really needs to be there. Phone? Yes. Computer? Yes. Empty fast food wrappers and cups? No. And consider the placement of both desk essentials and the desk itself. Is everything within easy reach? Are the computer screen and office chair at a comfortable height for you? If the desk is hidden in a corner, consider if moving it out into the open a little would enhance productivity, or at least inspire you to keep it looking tidy longer.

Once the desk and everything needed on the desk is in place, the next step is to sort through what you don't want back on your

desk. Find a new home for it, toss it, recycle it, file it or otherwise deal with it.

When is it safe to toss? For tax returns and backup documentation, the general rule for how long to keep things is seven years. The IRS actually has three years to audit a person from the date taxes are filed, but there are exceptions

THE ACTIVE FILE

The papers on your desk that are "active" — meaning they require you to do something with them soon, before they can be filed away, should be organized too and not just piled up. Action files should always be in view to avoid "out of sight, out of mind" syndrome, so keeping them in a desktop file holder works well.

Some things you might have in your "action" files include:

- Phone messages; calls to return
- Agenda for an upcoming staff or client meeting
- Expenses to submit
- Bills to pay
- Papers to file
- Business development ideas
- Papers to photocopy
- Pending insurance claims

- Plans for upcoming business trips
- Conferences to register for (like the Pumper & Cleaner Environmental Expo)
- Matters to discuss with co-workers
- Copies of letters you sent and are waiting for a reply on

The action file holder allows you to have a clear desk, but still have everything you need at your fingertips. I like to use file folders in bright colors or at least colored tabs for action files. That way with just a glance I can grab the right one. For example: outstanding invoices are in the green action folder (green for money coming in) and bills to pay are in the red folder (as in, "I hope paying these won't put us in the red!").

THE URGE TO PURGE

As you put papers away, you might notice your files and cabinets are at maximum capacity. Establish a rule that when a paper goes into a folder, you'll flip through that folder's contents and discard anything outdated.

When is it safe to toss? For tax returns and backup documentation, the general rule for how long to keep things is seven years. The IRS actually has three years to audit a person from the date taxes are filed, but there are exceptions. And while the IRS does keep copies of returns, if you are audited or questioned by the IRS you may need to produce the backup information that went into the preparation of the return being scrutinized.

When discarding documents it's best to shred them, especially if you have employees. Not only will this protect them from identity theft, you are protecting yourself, because in some cases an employer can be held liable if the identity of an employee is stolen, especially if it can be proven that the employer had access to their personal information, such as a Social Security number, and failed to properly protect it.

As you tackle this project of reorganizing your office and in future dealings with paperwork, remember the old adage, "A place for everything and everything in its place." Every piece of paper should have a place, whether it's in a file cabinet or the recycling bin. Apply the word "FAT" to each piece of paper that crosses your desk. That doesn't mean your files should be fat. It means your choices are: File it, Act on it or Toss it.

Once the office is clean and organized, it's time to move on to the computer. Yes, computers become cluttered too ... from the files on its desktop to the tangle of cords under your desk. So tune in to this column next month for tips on how to cut computer clutter. ■

MEET THE INSPIRATION FOR OUR NEWEST PORTABLE RESTROOM

**MOMS LOVE OUR
NEW FAMILY ROOM.
SEE IT AT THE
PUMPER SHOW
BOOTH 1140**



**FLEXIBLE FINANCING
AVAILABLE NOW**

Lower payments... longer terms...
less interest... deferred payments...
What do you need?

FREE MAGIC SHOW

Magician Gregg Lambert will be performing daily
at the PolyPortables booth #1140.

Our sincere thanks to good customers who stimulated our thoughts about the problems of parents with infants at events. That's a stressful situation to say the least.

We needed to customize one of our units to fit their needs. (No problem. We often do custom colors and modified designs for our customers.) Our new Family Room unit is the result. It turned out so well, we decided to offer it to everyone.

The new Family Room enables you to offer something new to event promoters this year. Moms love it and it's a great add-on sale for you.



BOOTH 1140



POLYPORTABLES

Listening. Learning. Delivering. Since 1972

99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • www.polyportables.com

Only PolyPortables offers high-performance Green Way Products

TOILET DEODORIZERS • TOILET CLEANERS • AIR FRESHENERS • INSECT REPELLANT

All Green Way deodorizers, cleaners and air fresheners are earth-friendly, people-friendly products. They are developed and manufactured in our facilities in Dahlonega, Georgia by Green Way Products, a PolyPortables sister company.



Green Way Products
solutions for life

GRABBING the REINS



Arkansas Portable Toilet Rentals was at home on the range providing crack service to the National Championship Chuckwagon Races. (Photos by Wally Jarratt and Arkansas Portable Toilet Rentals)

THE TEAM

Scott Thone manages the Conway branch of Arkansas Portable Toilet Rentals. The Fayetteville office, headed up by his father, Don, helped out with this event by going to Tulsa to pick up 102 nearly new restrooms from a PGA golf tournament that Thone purchased from Five Peaks Technology.

Thone also recruited his brother, Brandon, and two subcontractors to deliver units to the site. For servicing, the route drivers were brought in — Alan Hatter, Terry Leggitt, Mike Leggitt and Sabrina Miller. Paulette Lindsey manages the office, and part-timer Rebecca Kinley handles phones and accounts receivable.

COMPANY HISTORY

In the mid '80s, Don Thone started a liquid waste management company, eventually selling it to a Houston company. For a time, Scott and Don Thone worked for the Houston company, but ultimately decided they wanted to run their own business again. "We had the idea of getting into the portable toilet business because the two industries are similar in

Arkansas PRO takes over national chuckwagon race event and provides galloping good service

By Betty Dageforde

THE JOB: National Championship Chuckwagon Races

LOCATION: Eoff Ranch outside Clinton, Ark.

THE PRO: Arkansas Portable Toilet Rentals

"He knew our family, first of all. That's probably the biggest thing. And he knew our company. So he knew what we were about, and that we would do what we said we would do no matter what it took."

Scott Thone

Above, the expansive Eoff Ranch is the site of the chuckwagon races. At right, Brandon Thone and Kevin Poteete review a map of the ranch during restroom delivery. The restroom carrier was custom-built by TJC Welding.



horse race that includes rider and horse taking a plunge into the river.

THE JOB

Eoff provides accommodations for participants and their horses — his hay field. Campsites are created along the tree line and campers are given the option of ordering a portable restroom for their site.

"The unique thing about this event," says Thone, "is that it's scattered over 500 acres. Other than two banks of toilets, they were all individual one-toilet campsites."

The company also provided cleanout services for RVs and horse trailers.

nature — different, but not too different," says Scott Thone. "Plus, it was a busy time for construction, so it was a no-brainer." In February 2000, the Thones opened their Conway office, and in March 2001, the Fayetteville branch. With an acquisition in 2005, they expanded their reach in Arkansas.

MAKING CONNECTIONS

Festival organizer Dan Eoff felt a loyalty to the contractor he had used for a dozen or more years, but told Thone, "If he ever decides he doesn't want to do it, you'll be the first one I call." Thone got his chance this year.

Thone explains how he earned Eoff's trust: "He knew our family, first of all. That's probably the biggest thing. And he knew our company. So he knew what we were about, and that we would do what we said we would do no matter what it took."

THE MAIN EVENT

In 1986 Dan and Peggy Eoff invited a few friends to their ranch near Clinton, Ark., for Labor Day weekend. They told guests to bring wagons and they'd have a race. When several hundred people showed up to watch, it became obvious this should be an annual event. This year 150 teams and over 30,000 spectators were on hand for the 22nd National Championship Chuckwagon Races.

Three players make up a team: driver, cook and outrider. At the judges' signal, the cook and outrider load a stove and tent onto the wagon, the cook jumps in, the outrider mounts a horse, a gun is fired, and chuckwagon and outrider take off for the finish line.

The week-long festival is full of activities: trail rides, rodeos, dances, vendors, and the exciting Snowy River

BY THE NUMBERS

The company brought in 200 units, mostly green Five Peaks Technology Aspens, along with a number of Satellite Industries Maxim 3000s. Fifteen units were located by the track, another 15 by the concert barn. One hundred and fifteen units were pre-ordered by participants and another 53 were ordered onsite.

LET'S ROLL

The company began delivering units on the 15th and finished



A chuckwagon team sprints to the finish line during the weekend races.



Above, a vacuum truck moves toward a camping area where many single restrooms needed servicing. At right, Brandon Thone services restrooms at a spectator area using a 2001 Freightliner built by White River Distributors.



setting up by the 25th when the gates opened. They used their service vehicles as well as two 20-unit trailers custom-made by TJC Welding in Little Rock.

Thone and his brother camped onsite for most of the week. "We were right in the heart of the arena area, so people knew where to find us," he says.

For last-minute orders, Thone kept his two trailers loaded and onsite, and made a final Friday afternoon run to the company's yard 45 miles away for additional units.

BLIND LEADING THE BLIND

Because Eoff had used the same contractor for so many years, he did not have a lot of information he could give Thone. "He said I really can't tell you anything," says Thone. "So we were flying by the seat of our pants and learning on the fly." Eoff did provide a list of pre-ordered restrooms with the camper's name and a map (as much as you can map a hay field), along with landmark identifiers such as, "It's near the red barn," or, "It's by the crooked tree." Fortunately, because many participants return every year, their sites are marked with nameplates.

KEEPIN' IT CLEAN

The restroom banks were cleaned Friday and Sunday, camp-

back up in tight spots or slide units out when necessary.

The company has four service vehicles. The three International 4300s were built by Best Enterprises Inc. and Longhorn Tank & Trailer Inc. Two of those have 2,000-gallon aluminum tanks (1,500 waste/500 freshwater), and one has a 1,500-gallon stainless steel tank (1,100 waste/400 fresh). Their 2007 Ford S750 from Lely Manufacturing Inc. has a 2,200-gallon aluminum tank (1,700 waste/500 fresh). Thone uses Jurop and Masport Inc. pumps, and Walex Products Co. deodorants.

Waste was dumped into the city sewer system through a manhole at Eoff's feed store in town.

HE'LL BE BACK

Thone met with Eoff after the event. "He was real pleased with how everything went off. He told us that as long as we want to do it, we'll be able to do it." To make things a little easier next year, Thone plans to label each portable restroom with the camper's name.

"I have a great crew that works with me," Thone says. "We do a lot of big events but this is unlike anything we've ever done or ever will do." ■

MORE INFO:

Best Enterprises

800/288-2378

www.bestenterprises.net

Five Peaks Technology

866/293-1502

www.fivepeaks.net

Lely Manufacturing Inc.

800/334-2763

www.lelyus.com

Longhorn Tank & Trailer Inc.

800/422-9840

www.longhorntanktrailer.com

Masport Inc.

800/228-4510

www.masportpump.com

Satellite Industries Inc.

800/883-1123

www.satelliteindustries.com

Walex Products Co.

800/338-3155

www.walex.com

White River Distributors

800/548-7219

www.lpgbobbobtails.com



Exclusive Portable Sanitation Software

One Touch: 

Billing	Order Entry
Service Schedules	Reports

- Visual mapping and routing
- QuickBooks integration
- Automated timecard and inventory control
- Employee productivity reports
- FREE ONLINE DEMOS!!!

Only EZTRAKR offers positive service validation

Booth 161

Phone: 866-529-1938 Email: info@eztrakr.com Web: www.eztrakr.com

WHAT DO YOU NEED TO STOCK YOUR BUSINESS NOW?

- lower payments...
- longer terms...
- less interest...
- deferred payments?

Why limit your options to inflexible delayed payment plans when you can choose the options that are best for you?

FLEXIBLE FINANCING* on trucks, restrooms and hand-wash stations enables your money to work harder for your business.



POLYPORTABLES

Call your regional manager at **(800) 241-7951**
or visit **Booth 1140** at the Pumper Show



BOOTH 1140

* Flexible Financing options are provided by multiple third-party sources and are contingent on completion of a satisfactory credit application.

February 28- March 1, 2008
KENTUCKY EXPOSITION CENTER



It's all here

Exhibitors provide hands-on look at industry's latest technology.

By Ed Wodalski

A new year. A new location. New vendors and thousands of new products promise to make the 2008 Pumper & Cleaner Environmental Expo International in Louisville, Ky., the best ever. And seeing this is the Expo's 28th year – that's saying something. Although with three big days of educational seminars, nationally known entertainer Jeff Foxworthy, chart-topping Big & Rich, and nearly a million-square-feet of exhibition space you might not need much convincing. Still, we realize the one reason you come to the Expo is to get a hands-on look at the industry's latest technology. To help you plan your visit, here is a look at some of the many products you'll want to see.

Restrooms and Accessories

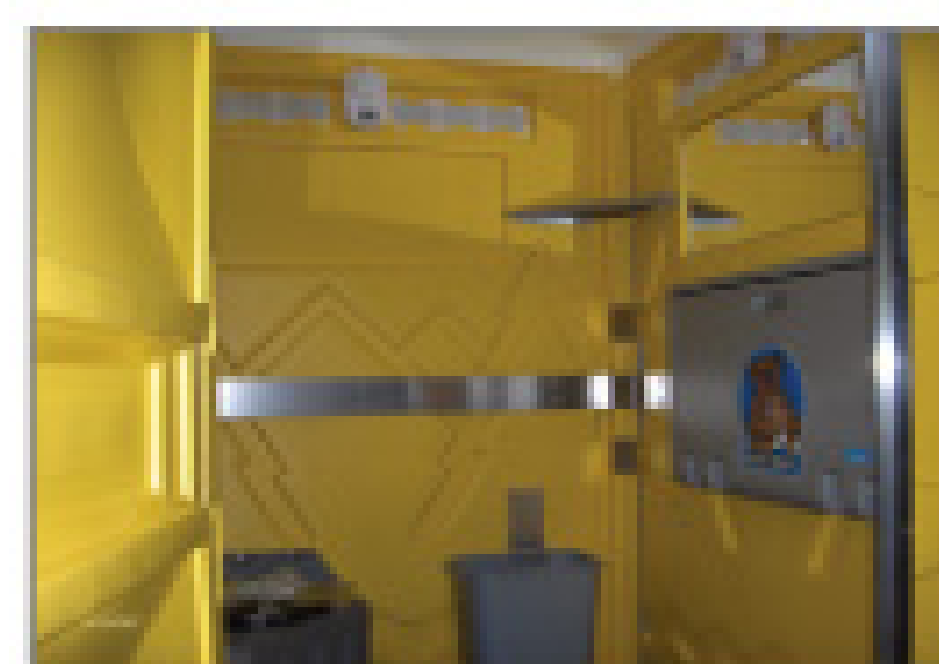
Armal Inc.

The Scent Box portable restroom features an integrated scent for a pleasant, lasting fragrance. Available in Apple Blossom, Pinewood Trail, Rose Sensation, Strawberry Field, and Vanilla Balm, each unit also has a decorative permanent design on the walls, corresponding to the scent of the unit. [866/873-7796](tel:8668737796), www.armal.biz; Expo booth 7069.



PolyPortables Inc.

The Family Room portable restroom features a Koala baby-changing station, as well as a choice of a 40- or 60-gallon corner tank, Bactisan hand-sanitizer, motion-activated lighting, shelves, coat hooks and trash can. [800/241-7951](tel:8002417951), www.polyportables.com; Expo booth 1140.



Ameri-Can Engineering

The 828 Oasis ADA events-quality restroom trailer is designed for large groups, while providing easy handicapped access. Featuring an 8-foot by 28-foot steel unibody frame, the unit has 6,900-pound Dexter



TorFlex axles, 800-gallon waste holding tank and 30,000 Btu air conditioner. Standard equipment includes electric brakes on each wheel, 2 5/16-inch adjustable hitch, 16-inch on center steel floor joists, and city sewer and water hookups. Both the women's and men's units feature flushing, water-saving stools and stainless steel sinks. The Oasis interior features marble countertops, Formica cabinets, wider partitions and oak trim. [574/892-5151](tel:5748925151), www.ameri-can.com; Expo booth 5053.

JAG Mobile Solutions

Porta-Lisa Plus is a compact 12-foot by 7-foot restroom trailer, featuring three private rooms, air conditioning, flushing toilets, 156 gallons of onboard running water and a 470-gallon capacity waste tank. The "Super Chute" function allows trash to accumulate in the service



area containers rather than collecting inside the trailer. A solar panel option enables the trailer to be powered all day without recharge. The trailer is available as an economical or durable Industrial unit, streamlined simplicity as a Functional unit or stylish elegance as a Fantastic unit. [800/815-2557](tel:8008152557), www.jagmobilesolutions.com; Expo booth 7131.



Alpha Mobile Solutions

The Century X public restroom trailer features windows in entry and exit doors, LED entry and exit lights, upgraded wheel package, key-lock door knobs, scissor-jack levelers and roof-mount air conditioning with heat strip. Other standard features include connections for 100-volt electricity, water



hose, 740-gallon waste and 200-gallon freshwater tank, self-flushing porcelain urinals and porcelain toilets. The unit also has vanity cabinets for storage with locking doors, stainless steel sinks with auto shutoff faucets, fluorescent lighting, shatterproof mirrors, button-grip rubberized one-piece floor, LED waste tank monitor and LED freshwater tank monitor.

877/789-1213, www.alphamobilesolutions.com; Expo booths 11060-61, 11063.

PolyJohn Enterprises Corp.

The SaniStand towelette and foam dispenser kills 99 percent of germs on hands, including E. coli and salmonella. The dispenser holds 1,320 moist, sanitary, antiseptic wipes that clean hands with moisturizing aloe vera formula. Designed to be used with Sani-Hands II wipes from Rid It, the



four-unit foam dispenser holds enough cleaner to sanitize the hands of over 5,300 individuals. 800/292-1305, www.polyjohn.com; Expo booth 4031.

Poly-Klyn

The portable and multiple Inox sink folds or unfolds at the press of a button in approximately 10 seconds. Made from stainless steel 304, it measures 89.4 by 37 by 7.7 inches (folded)



and 43 inches (unfolded). Weighing 154 pounds, the sink has two water drains and eight taps with press-timing device. 902/107-307, www.poly-klyn.com; Expo booth 18015.

AllGreen Manufacturing LLC

The portable Indoor/Outdoor sink with hot water is fully self-contained and designed to run on bottled water. It features a 2 1/2-gallon



water heater, water pump to fit any 5-gallon water bottle, trapped drain connected to a 6-gallon waste tank, 15-by-15 stainless-steel sink, GFI cord, and soap dispenser. A 12-

volt system with propane water heater is available. 401/434-1468, www.allgreenmanufacturing.com; Expo booth 20037.

Satellite Industries Inc.

The High Tech II Deluxe Flush transport features a heavy-duty drop-axel trailer fitted with two High Tech II portable restrooms. Onsite, the restrooms sit 2 inches off the ground for easy access. Inside amenities include an industrial grade flushing system and clean-water hand-wash. 800/883-1123, www.portabletoilet.net; Expo booth 1122.



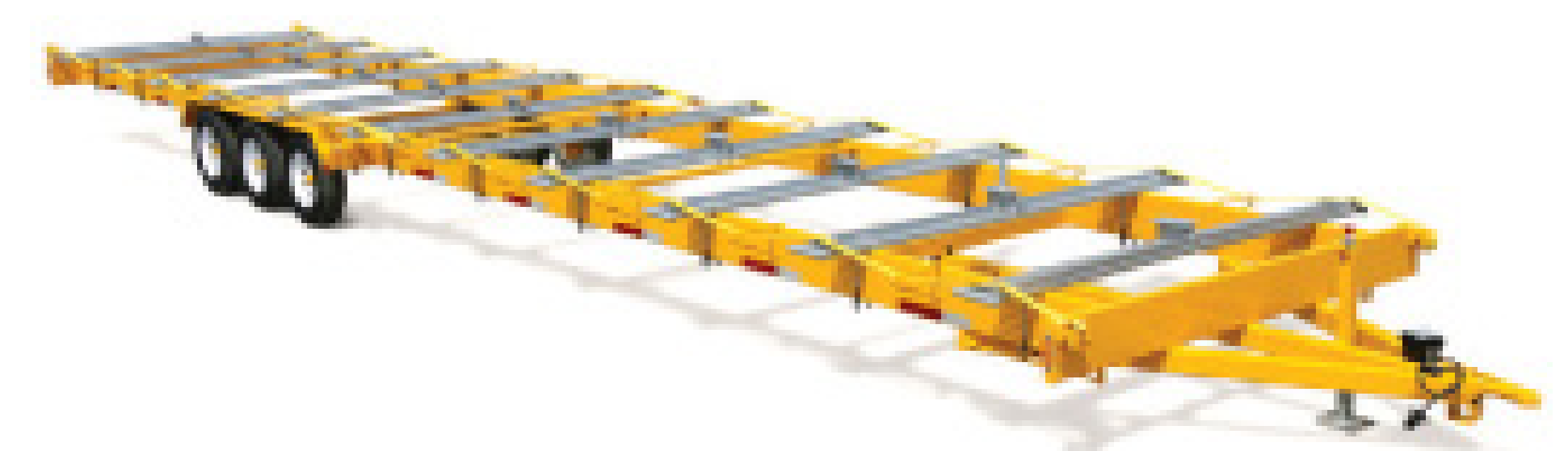
Deal Associates

The Super Mongo Mover takes the strain out of portable restroom setups, including ADA handicap models. Its lightweight aluminum frame and multiple wheels enable it to cross the softest ground, including beach sand and muddy construction sites. The mover also has no folding joints that can become clogged with dirt and rocks. 866/599-3325, www.dealassoc.com; Expo booth 6059.



McKee Technologies

The lightweight Explorer restroom trailer is available in a wide range of sizes. Its low-profile deck enables one person to load and



unload units, while the strap-and-winch system quickly secures them to the trailer. Galvanized carrier rails help eliminate maintenance costs. 866/457-5425, www.mckeetechnologies.com; Expo booth 7046.

Monarch Coin & Security Inc.

The token/coin operated restroom lock is a simple mechanical device that has been around for many years, but has seen a renewed interest with the demand for access control. Specific uses include jobsites where it can allow workers in but keep transients out. 800/462-9460, www.monarchcoin.com; Expo booth 9207.





Data Systems

Clear Computing and Insight USA

The TACTrackerPRO wireless, lightweight scanner provides real-time restroom inventory tracking and reporting. The device enables the route driver to scan a bar code or RFID chip,



sending the exact location, date and time of service back to the office, where it can be displayed and tracked on a color-coded service map. Scanned data is automatically updated. Where bar codes are missing, the driver can scan the coded route sheet. 888/332-5327; www.clearcomputing.com; Expo booth 3173.

Ritam Technologies

The ERIT electronic routing and inventory tracking subsystem is designed to track field servicing of portable restrooms and other repetitive services, such as grease traps. For proof of



service, simply touch the reader to the button. Reporting functions alert management to areas that require attention: excessive driving time or stops between services, lengthy service times, or missed services. 800/662-8471, www.ritam.com; Expo booth 118.

Tracker Solutions

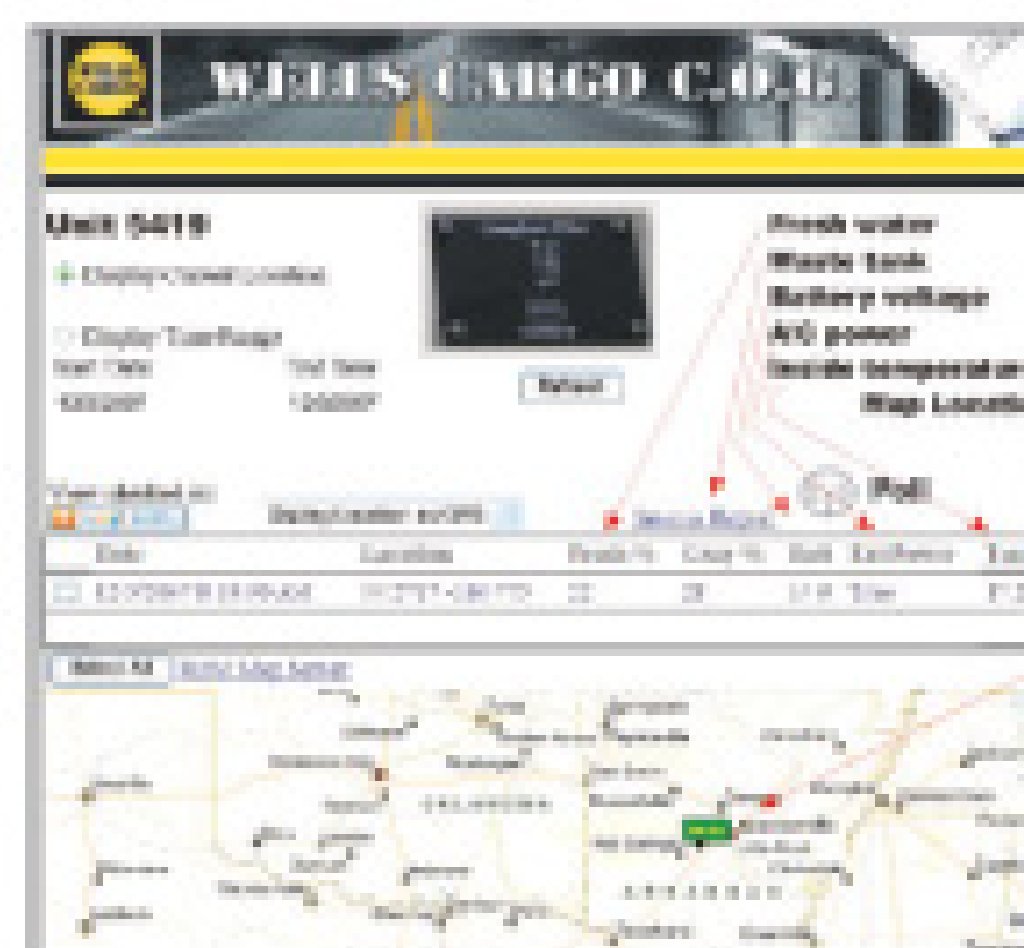
The menu-driven Septic Tracker is designed to track septic pumping services, including customer transactions, payment history, disposal



site usage and holding tanks. The software also can be used to schedule work orders, set up reminders for future service, create vehicle service reports, and other functions. 888/308-0651, www.septictracker.com; Expo booth 66.

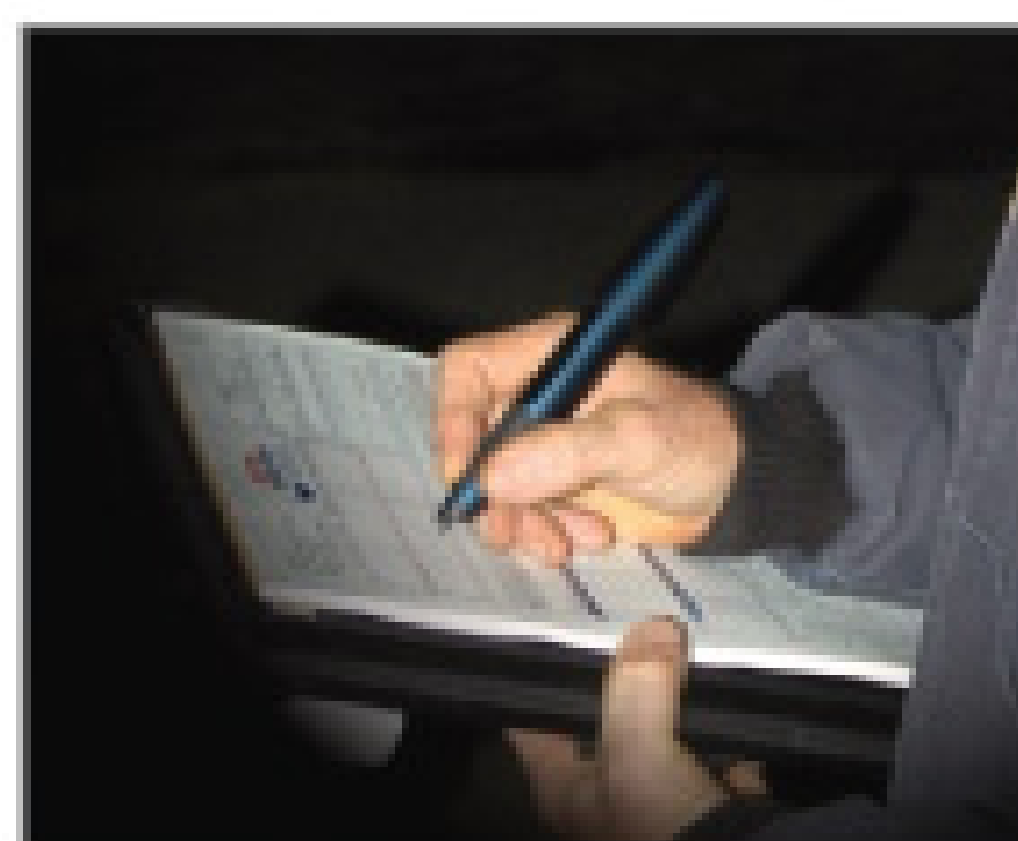
Wells Cargo C.O.G.

The GPS monitoring system utilizes wireless Web technology to track restroom trailers, and monitor freshwater and wastewater tank levels, interior temperatures and electrical flow from a laptop or cell phone. Alarms can be set to activate cell phones, warning of potential problems. 888/574-4222, www.wellscargocog.com; Expo booths 4211-13; 4217, 4219.



Famhost

The Linkwriter wireless pen enables drivers to transmit paperwork from the jobsite to the office in seconds. Using a digital pen and regular paper printed with a special background, a tiny camera registers the pen's movement. When the user checks "send," data is transmitted through a Bluetooth-enabled phone, wireless laptop,



tablet PC or desktop for viewing. Data is stored as both an image and text, enabling inventory to be updated in real-time. 800/658-1676, www.linkwriter.com; Expo booth 4140.

Safety Devices

Ace Supply Co.

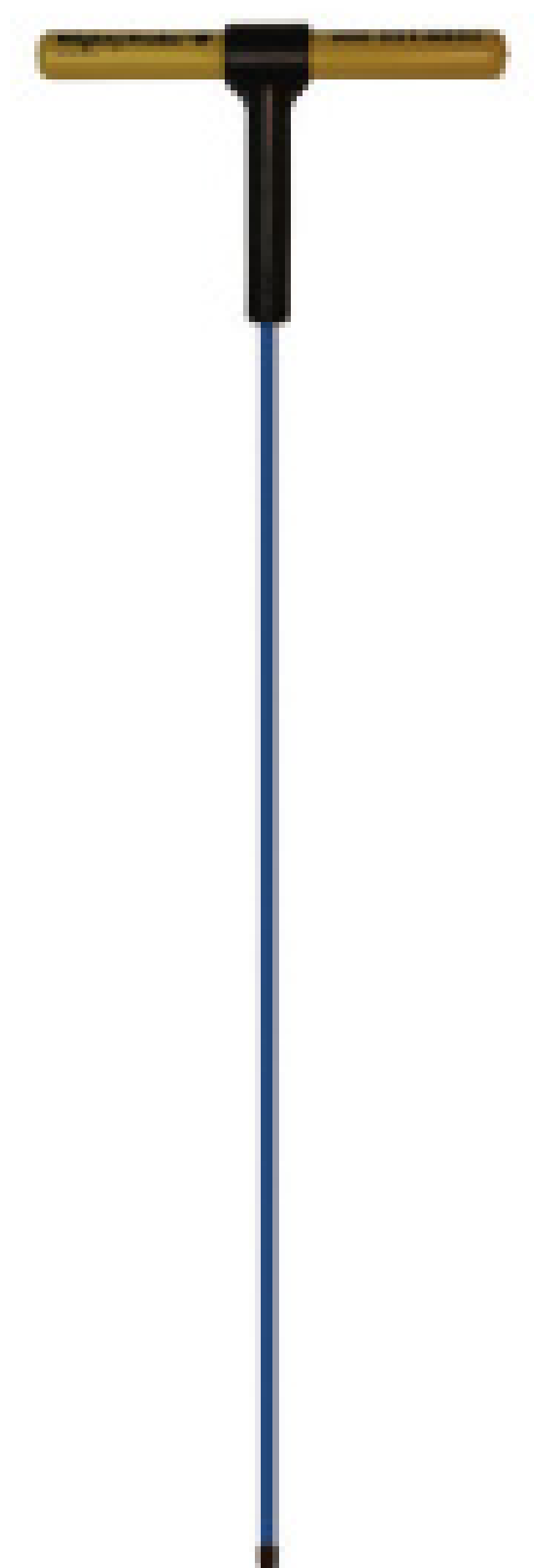
The Kwikk-Lokk Manway-SAFE-T vacuum interrupter provides vacuum truck operators with an extra margin of safety when working with high-



suction hoses. Designed to quickly break vacuum in case of an emergency, the device is available with optional Manhole Manager. 814/899-3644; www.kwikklukk.com; Expo booth 7146.

T&T Tools Inc.

The insulated Mighty Probe provides protection against electrical shocks (up to 50,000 volts). The optional Slide Adapter enables the probe to be driven into hard ground. The probes feature a steel shaft with replaceable tip and are available in lengths from 3 to 6 feet in 6-inch increments. 800/521-6893, www.tandttools.com; Expo booth 3099.



Educational, Marketing, Financing

Leaders Resource Network

Services include training and educational workshops, business planning, new business development, customer retention, research survey and collections services, consulting, coaching and peer-to-peer advising along with product and services marketing, strategic plans, brand identity, Web site development, brochures, direct mail, newsletters and more. [574/276-0217](tel:5742760217), www.leadersresourcenetwork.com; Expo booth 20009.

Stamp Works

Magnets of various sizes and thickness can be made



in the shape of pump trucks, vans, roll-off trucks, portable restrooms and more – each featuring company name, phone number a brief description of services offered. [800/758-2743](tel:8007582743); Expo booth 51.

Capital Partners LLC

The New Business Advantage can assist liquid waste haulers with up to \$50,000 in financing as part of its \$2 million line of credit, reserved exclusively for liquid waste startup companies. [866/769-2345](tel:8667692345), www.yourcapitalpartner.com; Expo booth 7070.

Chemicals and Deodorizers

Custom Biologicals Inc.

Mop 'n Treat is a biological mop water treatment for restaurants and taverns. Designed to degrade organic material in cracks, crevices and drain lines, the treatment disrupts the habitat that flies require for production, and removes food sources for other insects, including roaches. The once-a-day



treatment is compatible with other floor cleaners. One tablet per mop bucket dosing eliminates waste from spillage. [561/998-1699](tel:5619981699); www.custombio.com; Expo booth 7004.

Earth Friendly Chemicals Inc.

QuikCharge SDC is a Category IV disinfectant that Utilizes molecular technology to provide 24-hour residual protection against standard and resistant bacteria, including MRSA. The active disinfectant ingredient does not promote bacterial resistance and is non-toxic, odorless, colorless, non-corrosive, non-flammable and compatible with other disinfecting and cleaning chemicals. [757/226-2750](tel:7572262750), www.efchem.com; Expo booth 5047A.



J&J Chemical Co.

ART Blaster is a biodegradable, environmentally friendly graffiti remover that cleans paint, pen, crayon, tar, soap scum, grease, calcium buildup and many more substances from portable restrooms. Even pencil wipes off. The spray also leaves a protective sheen to guard against new graffiti. [800/345-3303](tel:8003453303), www.jjchem.com; Expo booth 2009.



OMI Industries

Ecosorb odor neutralizer promises to remove a full spectrum of organic and inorganic odors, rather than masking them with perfumes or



chemicals. The molecular formula is designed to break down odors, and requires no water when used with Vapor Phase equipment. [800/662-6367](tel:8006626367), www.omi-industries.com; Expo booth 18038.

Worldwide Organics

The Purple Magic Toss-N-Go Pac restroom deodorant is designed for long-lasting odor control and fragrance. The environmentally friendly purple dye contains all natural ingredients. Each packet is portion controlled. [866/683-7565](tel:8666837565), www.naturessolution.com; Expo booth 20033.



Safe-T-Fresh Deodorizers

Bio-Quickscent uses the enzymatic action of several anaerobic and facultative bacterial strains to break down waste and paper tissue in portable restrooms. The deodorizer is environmentally safe and contains no harsh chemicals. [877/764-7297](tel:8777647297), <http://safetyfresh.com>; Expo booth 8125.



Lenzyme Inc.

Septic Scrub is a bacterial formulation that attacks biomat buildup in drainfields. The product consists of sodium carbonate peroxyhydrate and a blend of bacteria designed to re-establish lost bacteria. The blended bacteria also help to break down paper fibers, grease, pectins and other organic substances that may be left in the field. The material is applied to laterals by pouring the powder in and adding water to flush it into the field lines. The material reacts with the biomat and sulfides that build up on the top of the soil bed. This mild reaction causes the biomat to break apart and restore percolation to the soil bed. [800/223-3083](tel:8002233083); Expo booth 6151.





February 28- March 1, 2008
KENTUCKY EXPOSITION CENTER

Trucks

FMI Truck Sales & Service

The Electra-Vac hybrid portable restroom service truck is designed to provide vacuum without the truck engine running. Initial testing, based on an average 40-stop service route, has



shown fuel savings of between \$4,500 and \$6,000 per year. The self-contained, high-output charging system allows the PTO drive batteries to recharge between stops. The system does not require outside charging support and substantially reduces noise levels while pumping. 800/927-8750; www.fmitrucks.com; Expo booth 2209.

Marsh Industrial

Mounted on a two-wheel-drive Ford F-550 chassis, the 950-gallon portable restroom service unit features a 650-gallon waste/300-gallon



freshwater tank with 12V wash down pump and 50 feet of 5/8-inch garden hose. The unit also has 2-inch bucket fill lines on both sides, aluminum toolboxes with shelves mounted at the front of the full-length fenders and a folding portable restroom rack at the rear. The unit is equipped with a 194-cfm pumping system with 4-way valve for vacuum and pressure offloading, 2-inch suction and 3-inch discharge line. 800/952-1537, www.marshind.com; Expo booths 5217, 6215.



Bosserman Tank & Truck Equipment LLC

The VT1000-FB-2 service truck has 750-gallon waste and 250-gallon freshwater storage capacity in its Amthor aluminum, two-compartment flat-bed tank. The truck can carry eight units, or up to 10 with the included rear-lift platform. Mounted on a Ford LCF chassis, the service unit includes a Masport HXL3V vacuum system, 2-inch suction hose with Greenleaf ball valve wand and a 3-inch discharge with a Greenleaf ball valve on the passenger side. 419/396-1570, www.bossermantankandtruck.com; Expo booths 5003, 6003.

Tank Technologies & Supply Company LLC

The Kenworth T300 portable restroom service truck features a 1,700-gallon Progress Tank mounted on a non-CDL, 22,000 GVW chassis with 19.5-inch tires and hydraulic brake. The



truck is among many custom-built vehicles available in a variety of chassis and tank sizes, ranging from 300- to 550-gallon slide-in units, 800- to 2,200-gallon restroom service trucks and 1,000- to 6,000-gallon vacuum trucks. 888/428-6422, www.tanktec.biz; Expo booth 4133.

Cougar Industries Inc.

Completely sealed against dust and water, the Model NHD-110 hydraulic vibrator promotes the flow of material out of the pump truck, ensuring that material is not hauled back to the jobsite. The unit also helps eliminate premature wear and tear on equipment, specifically



hydraulic cylinders, brakes, clutch and transmission. Operated from inside the cab, it also reduces the risk of lost time and a potential workman's compensation claim. 800/262-2106, www.cougarindustries.com; Expo booth 3051.

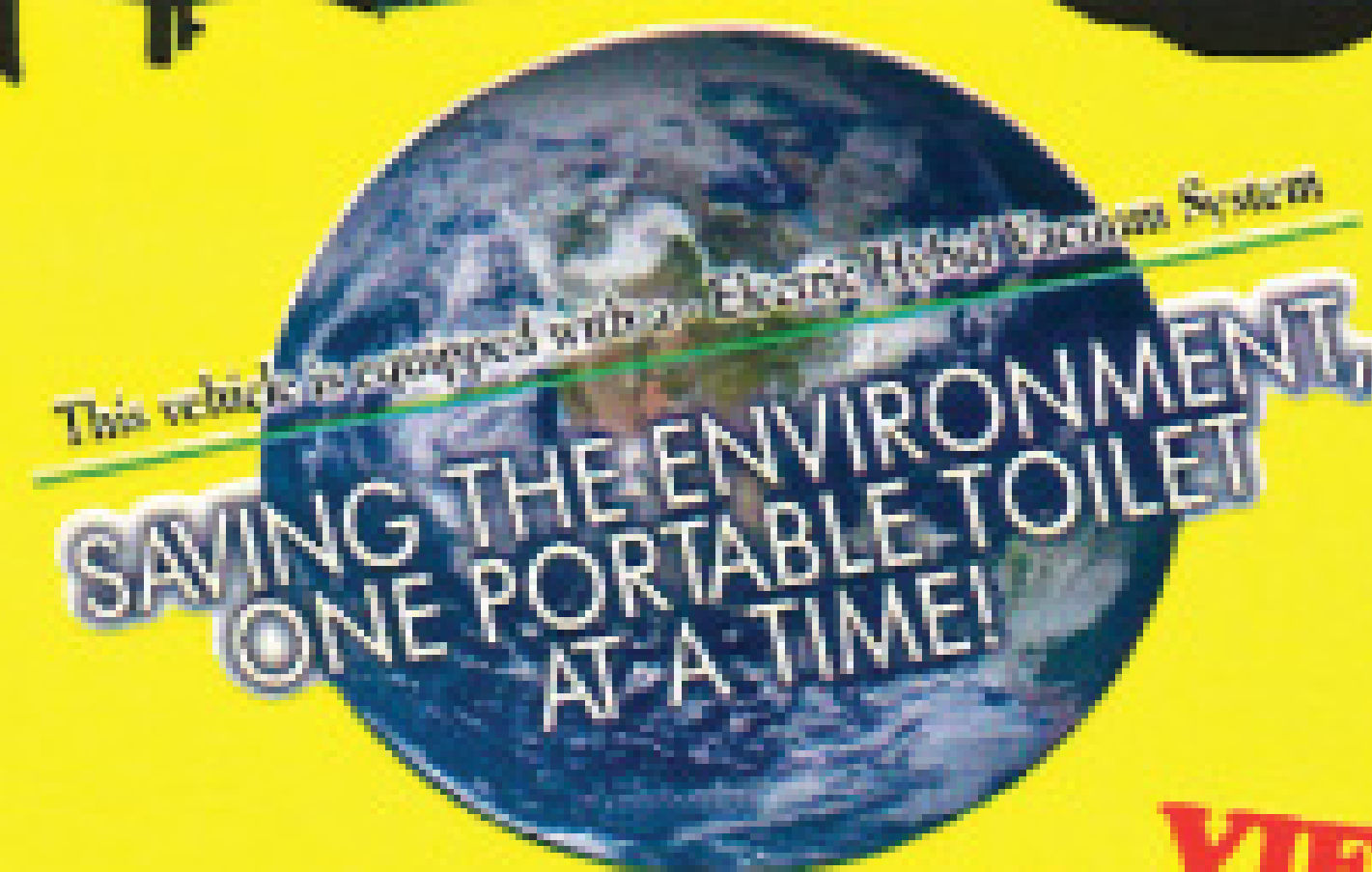


SAVE **Over \$5,000 A Year!**

By Saving 1,800 Gallons of Fuel!



- **24-Volt Electric Driven Vacuum System** replaces Engine Driven PTO System
- **Electric Hybrid Allows Vehicle Shutdown at Every Stop!**
- **Engine Does Not Run During Services**
- **Save THOUSANDS in Annual Fuel Costs on EACH Truck!**
(Based on 40-8 minutes services per day)!
- **Super Quiet! Service Noise Restricted Areas with Ease**
- **Optional Onboard Management System**



**VIEW A
VIDEO CLIP
OF THIS HYBRID
ON OUR WEBSITE!**



1-800-927-8750

www.fmitrucks.com

Just Starting Your Business? YOU NEED A SERVICE TRAILER!



- **Twin Poly 75 Gallon Fresh Water Storage**
- **325 Gallon Waste Capacity**
- **Low WorkMate Easy Work Station**
- **Great Product Storage**
- **Upgraded 5,200# Axes**
- **Pick Up & Deliver Two Units**
- **Super Low Operating & Insurance Costs**



**Under
\$15,000
COMPLETE!**

**Visit us at the
Pumper Show
Booth 4002/4003**

**WORK
MATE**
A Division of FMI Truck Sales & Service
SANITATION INNOVATIONS
FMI TRUCK SALES & SERVICE
Portland, Oregon

Effective **Solutions.** Uncompromising **Quality.**



#4211, 4212, 4213, 4217, 4219



MOBILE RESTROOM TRAILERS

From The Experienced Professionals at

WELLS CARGO COG

Exclusive 6-YEAR Comprehensive Warranty Program



ADA Units



Showers



Lead Referrals



Short Lead Times

Call or Click today!

888.574.4222

www.wellscargocog.com

COLE

SCREENPRINT INC.

*Graphics Specialists to the
Waste Management Industries*

- FAST, FRIENDLY SERVICE
- RELIABLE TURN TIMES
- NO MINIMUM ORDERS
- portable toilet labeling
- vehicle graphics
- trailer graphics
- safety signage
- directional signage
- banners

www.colescreen.com rick@colescreen.com

Toll Free 1-877-994-4600

PH (253) 564-4600 FAX (253) 564-1249
4901 Center Street, Tacoma, WA 98409-2321

Flexible and Affordable Financing Options



Booth 3127

Financing for New and Used Equipment

Trucks • Tanks • Trailers • Toilets • Cameras • Jetters
Computer Hardware & Software



7 Church Road, Hatfield, PA 19440

Phone: 800.422.1844

Fax: 888.883.9380

Visit our website: www.libertyfg.com

Call Michael DeGroat (ext 12)

Commercial Equipment Financing Call 800-422-1844



Placing a value on what you've built.

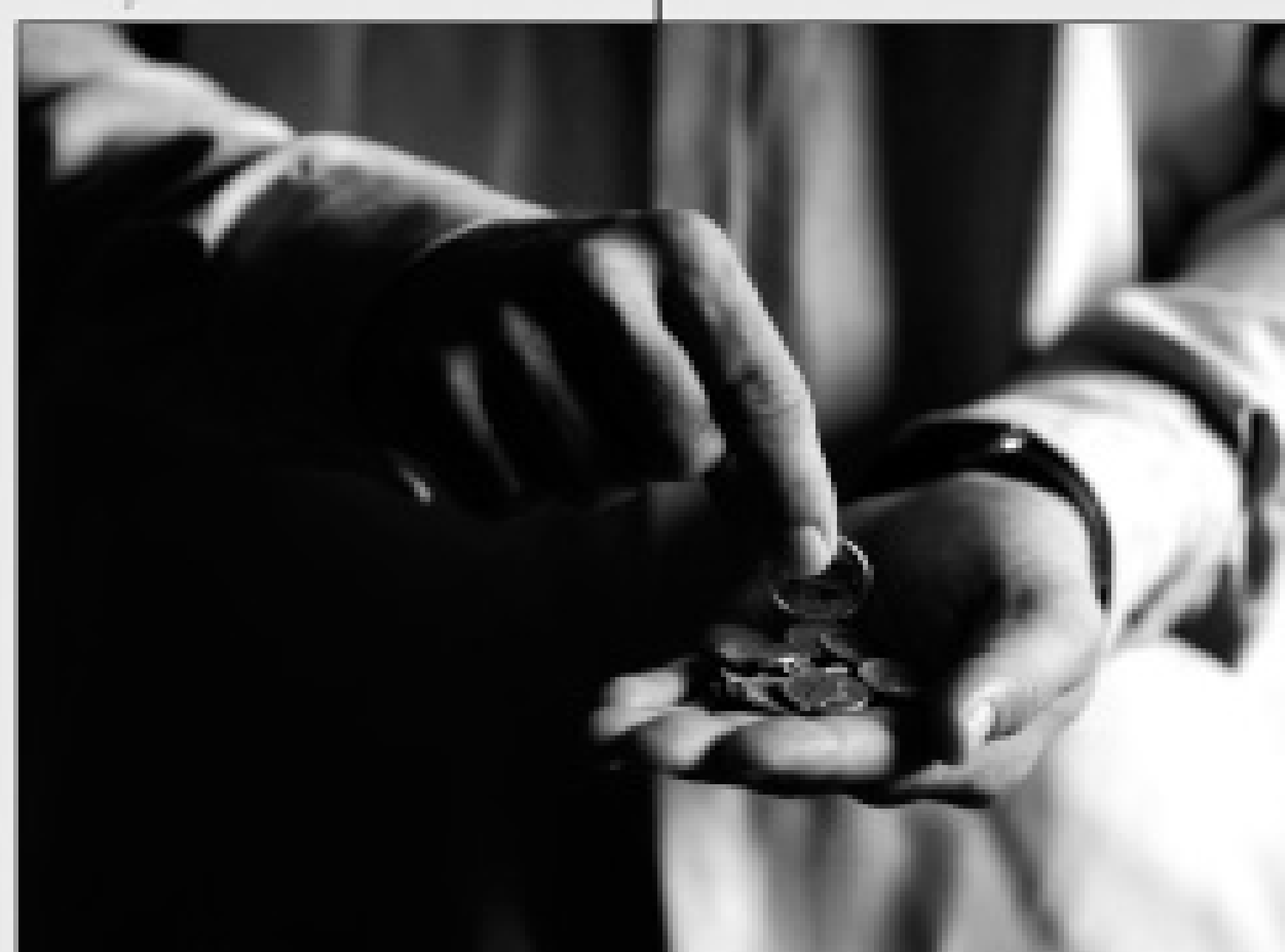
A knowledgeable buyer can make all the difference.

We own a portable restroom business in Southern California and are actively looking for potential acquisitions across the U.S. So if you have built a quality business in the portable sanitation industry, we would like to meet with you.

At Prometheus, we specialize in acquiring profitable, middle market companies in route businesses.



And we are especially focused on the portable sanitation industry. Here's why you should contact us:



CAPITAL

Whether you are looking to sell your business or are looking to grow, you need capital. We are a cash buyer and can complete a transaction quickly.

Also, our relationships within the financial community provide access to additional sources of capital necessary to grow

your business. If you are interested in selling a portion or all of your business or if you believe a committed equity partner can help you achieve the vision you have for your business, we would look forward to meeting with you.

Nicholas Peters
President and CEO

Chris Suh
Director

Chris Russell
Principal



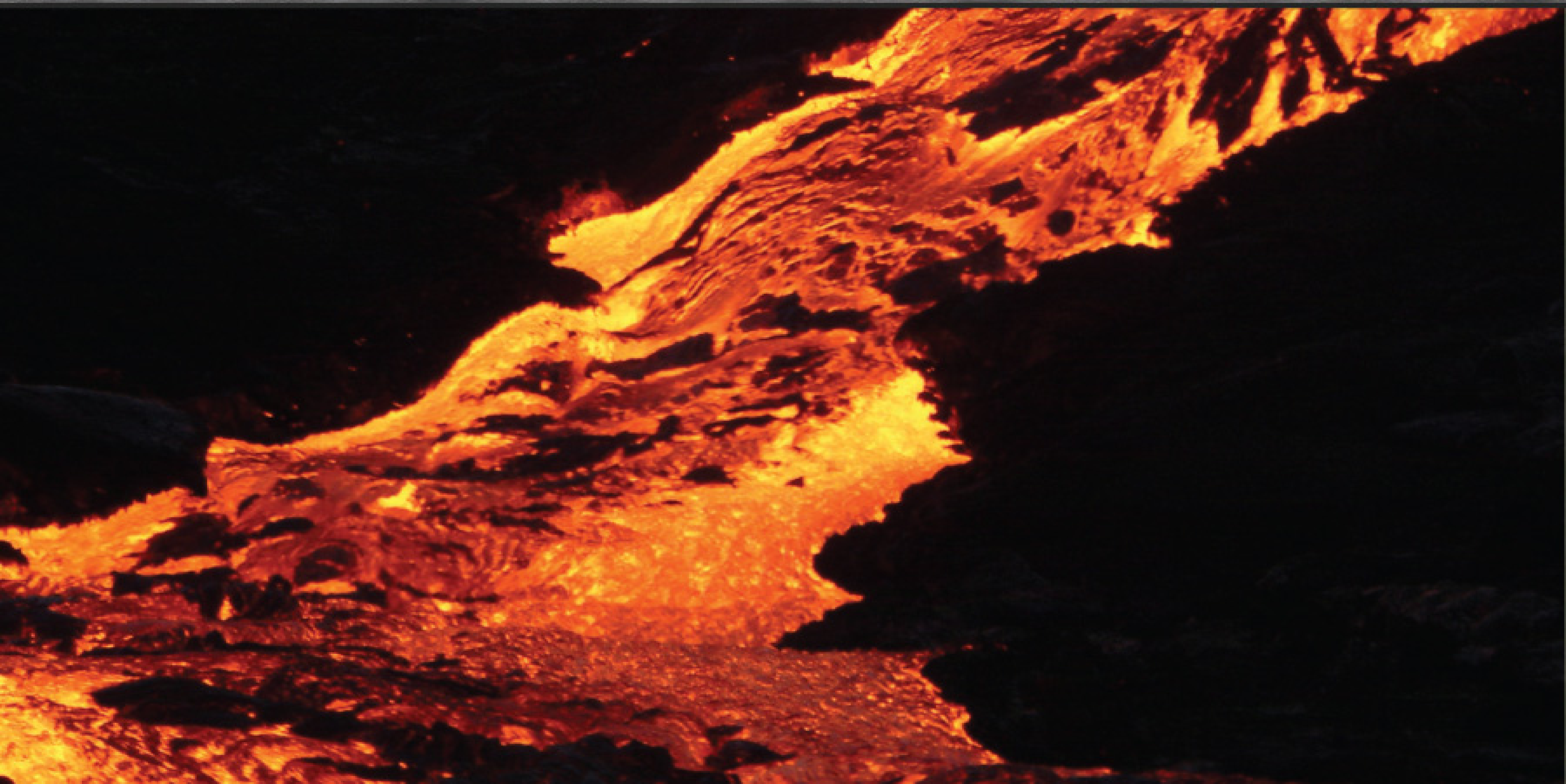
PROMETHEUS

TWO CONCOURSE PARKWAY • SUITE 155 • ATLANTA, GA • 30328 • PHONE: 770.395.9091

www.prometheuspartners.com



UNLEASH





THE POWER OF GREEN



Our mission is to help create an eco-friendly environment through the advancement of green chemistries. We offer a complete line of deodorizers, graffiti removers, urinal blocks and EPA-registered disinfectants. Not only can we take care of your portable sanitation needs, we can do so in environmentally safe ways.



EarthFriendlyChemicals®
i n c o r p o r a t e d



Visit us in Louisville,
Booth 5041A

Call us for a free sample at 1.800.753.1548 • EarthFriendlyChemicals.com

LITTLE BUT LOUD

Creative
promotion and
careful customer
service help
A Comfort Shack
build a high
profile as a
small operator
in northern
Colorado

Technician Vaughn Dahlstrom recoils a vacuum hose while driver Dave Jansen looks on. The pair were working at a corn maze attraction. (Photos by Robin Dillon)

By Mary Shafer

Comfortable, clean and affordable. That's what Dawn Beierle's business cards say, and it's her mantra. Her company, A Comfort Shack, is small, and small details matter in Beierle's world. But don't let that fool you into imagining she thinks small.

"It doesn't matter who you are," she insists. "Make service and your customers your number one priority. Without your customers, you don't get a paycheck. If the service is there, the money will come."

These aren't just empty words: Beierle's three-employee company came just shy of breaking \$100,000 in billings in its third year, proof that her dedication to providing a superior product with impec-

The A Comfort Shack Crew (from left): Vaughn Dahlstrom, Brad Beierle, Dawn Beierle and Dave Jansen.



cable service is paying off.

Unbowed by the challenges of limited resources and being a woman in a man's world, Beierle is charging ahead toward her vision, where people no longer cringe when they think of having to use a portable restroom. Read on to learn how this unlikely PRO is taking her rural Colorado territory by storm.

STARTING SMALL

Several years ago, Beierle discussed with her husband, Brad Beierle, the possibility of starting a portable restroom business. He owns a septic pumping company started by his dad 49 years ago, and had been doing some side work for another portable sanitation company. Dawn Beierle had helped him with pumping and became familiar with the business. When that job ended in 2003, she needed to go back to work to make up the lost income. A mother who wanted to be home for her

A Comfort Shack Platteville, Colo.

Owner: Dawn Beierle

Year Founded: 2003

Employees: 3

Services: Portable sanitation

Service Area: 6 counties in northern Colorado

COLORADO

"Make service and your customers your number one priority. Without your customers, you don't get a paycheck. If the service is there, the money will come."

Dawn Beierle



Above, Dawn Beierle moves down a row of PolyPortables restrooms on location with driver Dave Jansen in the background. At right, Jansen cleans a unit in the field.



kids, she decided to make the leap, starting A Comfort Shack, because it would allow her to set her own hours.

"We spent \$1,500 to build a pumper truck, which I call Junkyard Wars meets Monster Garage. It's a 1985 Dodge pickup with a 3/4-ton rear end. We attached an old, L-shaped, 75-gallon diesel tank to carry freshwater. The wastewater tank is an old 150-gallon propane tank, and the truck uses an old manifold vacuum pump." She has since added a larger, 1997 Ford Super Duty, but still uses the old Dodge. Deliveries are made with her 2006 Toyota Tacoma pickup.

Thus outfitted, Beierle's biggest challenge became having enough units to service. Her husband used the last check from his portables sideline to buy a single Satellite Industries restroom.

"In the first year, I was turning business away because I didn't have enough units to fill the orders. We just kept putting the profits back into the business, buying three more units within a month, and slowly adding more. One of my Christmas presents for 2003 was two units, sitting out in the yard with big red ribbons on them!" Her husband's support and understanding of the business helps her, but negotiating

the realities of being a woman in a male-dominated field is solely the domain of this small-statured spitfire. "It's different, but it doesn't bother me," she says, laughing. "I grew up around mechanics, and I'm used to people condescending to women. I'm all about proving I can do anything as well as anyone else. Don't tell me I can't do something, because I'll turn around and show you I can."

Indeed, under Beierle's guidance, A Comfort Shack has doubled and tripled its income every year since. This year, construction slowed down, but events picked up so much that Beierle says billings-wise, that part of the business about on par with construction.

CAREFUL GROWTH

Beierle ascribes her success to three things: customer service, attention to detail, and ceaseless promotion. "We really care about our work and our customers," she says. "We're still small, but I'm picky about how we'll grow. When I need new people, I don't hire," she says, which is picking from a pool of people looking for work. Instead, "I recruit people whose attitude and service I've experienced, and train them myself."

Service is Beierle's top concern. She is proactive about staying in direct touch with her customers. Most of the time she makes deliveries herself. She uses the opportunities to get face time with her customers. "I make the time to talk five, 10 minutes with them, play with their dog or their kids. It puts them at ease; I enjoy the interaction, and it's an opportunity for marketing."

Good business relationships are, Beierle knows, based on first impressions. She wears uniform shirts, but hasn't required them of her other crewmembers. She's still looking for a thinner, more breathable shirt. "It's hot here, and I care as much about my guys' comfort as my customers'. I don't want to use the uniform services that make them look like run-of-the-mill mechanics." She hasn't been able to find the kind of shirts she likes in A Comfort Shack's corporate purple color, but hopes to have uniforms soon.



Jansen (left) and Vaughn Dahlstrom cross paths as they clean a bank of restrooms at a special event. Careful and efficient restroom service is a winning strategy for increasing special event business for A Comfort Shack.

"I grew up around mechanics, and I'm used to people condescending to women. I'm all about proving I can do anything as well as anyone else. Don't tell me I can't do something, because I'll turn around and show you I can."

Dawn Beierle

Details matter, especially with event rentals, Beierle says. "Nine times out of 10 it's a woman who calls to order, and they concentrate on the details. Because I'm a woman, it helps to know what they'll perceive as valuable." For instance, her company offers a hand-sanitizer unit in every one of its units. Though not yet required by law in Colorado, these additions can be used as a selling point.

Beierle also makes certain units are cleaned thoroughly, with effective products. "People want a really clean restroom," she has found, "so you don't just rinse the main part of the floor, you also clean the corners." She also offers to service a unit more often if she knows it's being overused. Her crew sometimes even performs custom cleaning for people who have their own units.

"I personally hate a smelly restroom, so we guarantee no odor. We use a peppermint deodorizer scent and spicy cinnamon air disks. Even a week after heavy use, you can still smell the mint," she says. Lighting is another small but impressive feature she employs for certain special events.

"We'll put a tap light into units for free, if my customers' parties are going to go on into the night. And it's like, 'Oh, wow, this toilet's lit up!' It makes an impression."

Beierle gets a lot of obvious price-shopping calls. While some companies might see these as a nuisance to be ended



Owner Dawn Beierle keeps a smile on her face as she grows her business.

as soon as possible, she says, "I don't. I see it as an opportunity to sell." She explains her company's benefits, the extras it offers, that its price includes delivery, pickup and fuel charges. "I tell people to ask (the competition) about those extra charges, and then they see our price is very reasonable."

PROMOTIONS PLUS

"I look at every choice I make as an opportunity to do business the best way I can," Beierle explains. She finds the real challenge is getting people to understand the difference in what PROs are offering, effectively positioning them in their markets.

Every decision is also a chance to advance the business. Beierle is a promo-

Service truck updates improve Beierle's fleet

Dawn Beierle knew that her original truck with 1940s technology wasn't going to last forever or serve all her company's needs, so she added a 1997 Ford Super Duty vacuum truck to her fleet. Problem was, even that wasn't what it needed to be. So her husband, Brad Beierle, got to work.

He called Leed Fabrication in Brighton, Colo., to build a 650-gallon waste tank and a 240-gallon freshwater tank, both out of stainless steel. He also commissioned some steel toolboxes to replace railings and tiny boxes that took up space needed for supply storage. When they arrived, he welded the components to the truck body. He also added 20-inch manways to the tanks, along with a filler neck on the freshwater tank and sight glasses in both tanks.

Installation of primary and secondary shut-off valves to the Masport HXL 2V pump completed the updating of the second truck. Dawn Beierle looks forward to buying a Kenworth pumper with more capacity, if a U.S. Small Business Administration loan comes through.

tional person by nature, and purposely chose a business name that started with "A" because it would appear toward the beginning of her phone book category. Then she chose a friendly-looking raccoon logo that people would remember.

"I promote my own car show," she says, "and we service the Colorado National Speedway with 14 units a week and a few more for special events." Her main unit colors are gray, orange and yellow, but she also ordered some red ones for



Vaughn Dahlstrom hefts a restroom onto a vacuum truck carrier to move inventory to another jobsite.



Beierle does her share of grunt work, pushing a unit onto a pickup truck for delivery.

the speedway, because that's their color. A Comfort Shack now has a full billboard at the track and all the tickets they can use, because the track owners appreciate the work they've done. "I sponsor three modifieds there," Beierle says. "My goal is to have one of my bumper stickers on every car at the racetrack."

A Comfort Shack runs ads in the *Yellow Pages*, and in the *Construction Blue Book*. Beierle finds that a lot of out-of-state companies use the *Blue Book* to find local services. "We get a lot of free PR," she says. "Some disc jockey customers talked on and on about our services on their radio show." Her husband's company refers business to her, and she returns the favor. She also likes to give back to the community by offering discounts to churches and non-profits.

Operations management at A Comfort Shack is a mix of low- and high-tech. The company uses Intuit Quickbooks for billing. Job slips are simple forms run off on a copy machine. Beierle keeps a pink clipboard containing those slips with her at all times, so she can take orders no matter when people call.

The business doesn't yet use GPS on its

vehicles. Beierle is hoping to be able to do so fairly soon, she explains, "because there have been a few units we've forgotten about and didn't pick up. We're looking for a portable barcode scanner to dovetail with the route sheets we have on the computer to prevent that from happening again."

However, the company isn't quite as resource-strapped as it was when starting up. To the contrary, it now boasts 10 Satellite Industries Maximum 3000 standard units, 190 PolyPortables Inc. Integras, three PolyPortables Enhanced Access Units, and two ADAs, one each from PolyJohn Enterprises Corp. and PolyPortables.

Since the beginning, the micro-enterprise has struggled, as many small businesses do, with under-capitalization. Meanwhile, Beierle makes the most of what she has to work with, saving significant money through savvy supply buying. An auction and flea market bargain hunter, she price shops for paper goods and commodities, and takes advantage of bulk buys. At one recent auction, she bought three cases of hospital-grade sanitizer, and a 55-gallon drum of disinfectant. She found sim-

ilar deals on cleaning brushes, floor dry and throwaway coveralls.

BRIGHT FUTURE

Despite her company's rapid growth, Beierle has no plans to diversify services at this time. She's been asked to service nearby oil fields, but can't yet afford the inventory to do so. "I also don't want to get so big I lose the quality of service that's brought us so far," she says.

It's typical of the straightforward, logical approach that has stood A Comfort Shack in good stead, and laid the foundation for a solid future. ■

MORE INFO:

PolyJohn Enterprises

800/292-1305
www.polyjohn.com

PolyPortables Inc.

800/241-7951
www.polyportables.com

Satellite Industries Inc.

800/883-1123
www.satelliteindustries.com

Come In
We're
OPEN

www.promonthly.com

DECALS 

FOR ANY TOILET ANY SIZE ANY COLOR



10% OFF
CUSTOM DECALS
WHEN YOU MENTION THIS AD

**LOW COST
HIGH QUALITY
FAST TURNAROUND**



- Service Records
- Custom Decal Designs
- Die-Cut Shaped Decals
- Large Selection of Stock Decals
- Lack of Service Tags
- Caution/Warning Decals
- Signs & Safety Products

ScreenTech
IMAGING
a division of Roeda Signs, Inc.

1.800.829.3021
www.screentech.com

16931 S. State St. • South Holland, IL 60473 • Fax: 708-333-0209

**THE PETE
STORE**



2008 Peterbilt Model 330, equipped with 220 hp Paccar PX-6 engine, 2500 RDS Allison Transmission, 22.5 lo-pro rubber, air brakes, vertical exhaust, transynd transmission fluid, tilt steering, dual door stops, heated mirrors, and visors. Mounted with Abernethy Carbon steel 1500 gallon tank (1100 w/400 f) quipped with HXL75V Massport pump, much more. 26k gvw.

**ONLY
\$72,900**

THEPETESTORE.COM

GREENVILLE
KNOXVILLE
BALTIMORE
RAPHINE
RINGGOLD
RICHMOND

FIVE IN STOCK WITH FREE DELIVERY TO ANY OF OUR SIX DEALERSHIPS

CONTACT **DEAN BENTON**, PETERBILT OF GREENVILLE,
CALL: 888-630-0536, OR EMAIL: **DBENTON@THEPETESTORE.COM**



ALPHA

Mobile Solutions






- Hot water heater
- A/C and heat strip
- 740 ga. waste tank
- 200 ga. fresh water tank

VISIT OUR BOOTH
11060, 11061, 11063
AT THE PUMPER SHOW
FOR FANTASTIC
DISCOUNTS

CALL FOR INFORMATION OR VISIT OUR WEBSITE
1-877-789-1213
www.alphamobilesolutions.com



Tired of your Web Site?



**Let COLE Publishing
redesign and host
your web site!**

- Competitive Rates
- Fast Service

For information call **1.800.257.7222**

WHY LET YOUR COMPETITION BEAT YOU?



Hundreds of portable restroom operators are using the Gamajet 9 Cleaning System and giving themselves a strong competitive edge. By cutting cleaning times, eliminating hand scrubbing and offering a much cleaner restroom, they're taking business away from you.

GAMAJET 9 PORTABLE RESTROOM CLEANING SYSTEM

Unmatched cleaning convenience • Proven by hundreds of operators
Hands-free cleaning - including the holding tank • Satisfaction guaranteed
Get a Gamajet 9 and cleaner units, before your competition does.

1-877-426-2538

GAMAJET®

gamajet.com

Gamajet Cleaning Systems, Inc.
604 Jeffers Circle Exton, PA 19341

Mary Shafer writes about issues important to PROs. Direct comments or questions to Shafer at thinktank@promonthly.com.



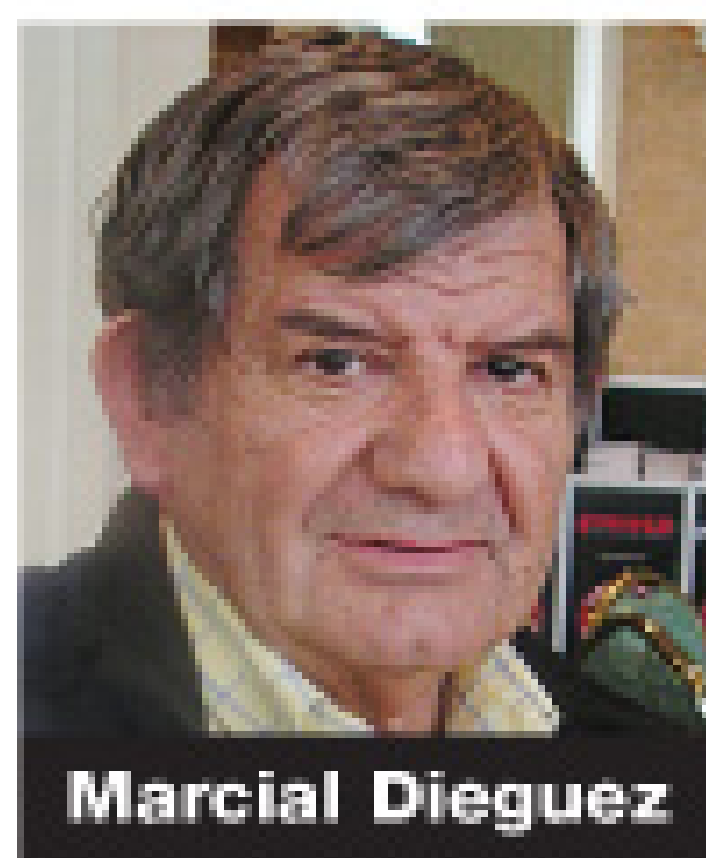
Shop Talk

PROs discuss the products and services they look for on the Pumper & Cleaner Expo show floor

By Mary Shafer

As PROs plan to attend the upcoming Pumper & Cleaner Environmental Expo, thoughts turn to new products and services they may want to shop for at the show. Whether it's technical improvements to existing tools, new products to help make maintenance faster and easier, or completely new equipment, every PRO will have an eye out for one or two products or services that will add to the bottom line next year.

These PROs share what they've picked up to help do their jobs better and more profitably, and how they're employing these new tools in their everyday business.



Name: Marcial Dieguez, owner
Company: Disal Chile SA
Location: Santiago, Chile
Employees: 25
Years in Business: 40

"We build our own equipment, so we follow trends," says Marcial Dieguez, owner of the large portable restroom company in South America. "We attend the educational seminars, watch what's emerging at the show and try to see what improvements we can put into our own work."

One of those trends is the use of larger pumps to enable longer routes. "We watched floor demonstrations and listened closely to sales pitches at the show, and learned how to improve our own pumps."

Since 1982, Disal has also built its own portable restroom units.

"We took notice when PolyJohn (Enterprises Corp.) came out with a unit that had a rounder, more attractive appearance, and redesigned our units along those lines. We wanted to improve our image, and these units look better. We want to set ourselves apart from the competition."

In 1999, Chile began to regulate the industry, and restrictions made Disal take another look at the wisdom of continuing to build its own fiberglass units. "We're still building our own, but quality tends to be poor down here," Dieguez says. "South of the border, we're the leader, and we want to set a higher standard."

So, at the turn of the century, Disal began ordering American-made units. Out of a total of 11,000 portables, about 3,000 have been purchased in the United States.

The company strives to continue holding a leadership position in its market. In 2007, Disal sent seven staff members to the Expo. "We're bringing the new generation," explains Dieguez, "so they get to know the industry better."

"We attend the educational seminars, watch what's emerging at the show and try to see what improvements we can put into our own work."

Marcial Dieguez

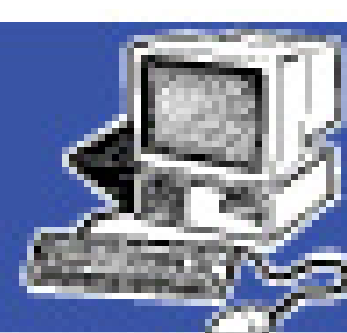


Name: Tammy Logan, owner
Company: American Portable Restrooms
Location: Wheaton, Ill.
Employees: 40
Years in Business: 25

Tammy Logan, whose company has only been in the portable sanitation side of the industry for a year, found herself surprised at the tool she found most important for American Portable Restrooms.

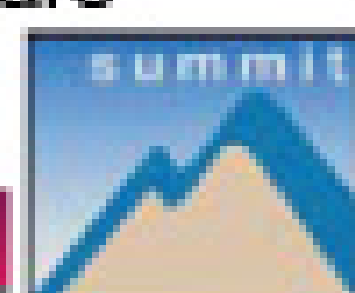
"Oh, the Internet, hands down," she says. "I'm on it all the time, researching the competition and locating vendors. It's just such an incredible time-saver. I have Yahoo! as my home page, and we use Google a lot."

She also plans to employ the Web in a marketing capacity very soon. "We're building a Web site and will make a point of directing potential customers there with our Web address on all our cards, invoices and trucks. That's just how people are finding contractors these days. And you can see the other ways it can help you if you check out all the Web-based software demonstrated at the shows." ■



SOFTWARE FOR THE INDUSTRY Summit™ XP Rental Profit Builder™

- Single Point of Entry
- Rental Agreements
- Automatic Pro-Rations
- Routing & Mapping
- Inventory Control
- Invoicing & Collections
- Securing Repeat Business
- Special Events
- Daily & Monthly Reporting
- Basics system starts at \$800
- Demos on line: www.ritam.com
- Demo DVD/CD also available
- **In the Service Industry too?**
Ask about our Service Profit Builder software



Celebrating
our 25th Anniversary!
Voted Easiest to Use!

Also ask about our Fleet Maintenance software!

Ritam Technologies • 800-662-8471

"Bringing Technology and Greater Profits to the Industry" ... Since 1981
Put our 25 years of experience to work for you

ABERNETHY

WELDING & REPAIR INC.

Vale, North Carolina 28168

Call Bill Abernethy at **1.800.545.0324**

Fax: 828.324.2401 • E-mail: abernethyinc@charterinternet.com

authorized distributor for:



Wittig

Masport

www.abernethywelding.com

**2008's
Are Here!**

- International
- Ford • GM

2007 CHEVROLET 8500 SERIES

2500 gal. tank, 6-spd., 250 hp

2008 PETERBILT

2500 gal. tank, 2 with 6-spd.

2007 KENWORTH T300

2500 gal. tank, 6-spd., 260 hp

2008 INTERNATIONAL 4400

2500 gal. tank, Auto transmission

NEW PORTABLE TOILET UNITS:

(2) 2007 INTERNATIONAL 4300s

1500 gal. portable toilet service units, Auto transmission

2007 5500 CHEVROLET

1000 gal. 700 waste / 300 fresh

2007 HINO

1500 gal. portable toilet service units, 1100 waste/400 fresh

2007 FORD F750

1500 gal. portable toilet service units, 1100 waste/400 fresh

WE WILL CUSTOM BUILD YOUR TANK UP TO 5000 GALLONS!

600-1500 Gallon Portable Toilet Trucks: Our Truck or Yours

SEVERAL GOOD, OLDER TRUCKS TO CHOOSE FROM:

- (2) 1995 Internationals
2500 gal. tank
- 1997 Volvo
4000 gal. tank
- 1998 Volvo
4000 gal. tank

PORTABLE TOILET UNITS:

- 2007 Ford F750
1500 gal. tank
- 2007 Hino
1500 gal. tank
- 2000 Isuzu
800 gal.
- 1999 Freightliner
1500 gal.
- 1999 Sterling
1500 gal.
- 1991 4700 International
1400 gal. tank

**MANY OTHER
UNITS IN STOCK!**

CALL FOR UPDATE



2008 International 4400E Series,
260 hp diesel DT 466 engine, 6-spd. trans. and world class auto, air brakes, 33,000 GVW, air conditioned, 2500 gal. tank, Masport HXL400 pump. **IMMEDIATE DELIVERY!**
Also, 2500 and 3500 gal. tanks **READY FOR IMMEDIATE DELIVERY.**

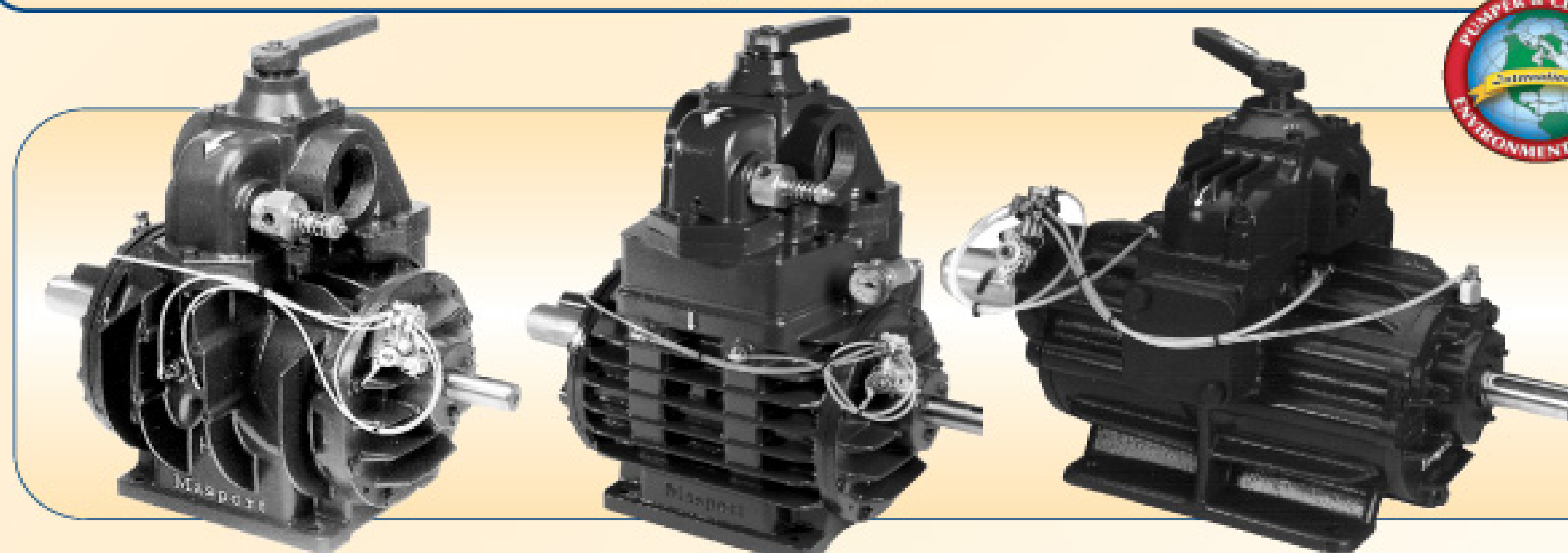


2007 International 4300,
220 hp DT466, Allison auto. trans., air brakes, 25,999 GVW, air conditioned, total tank capacity: 1100 waste/400 fresh, Masport HXL75V pump. **IMMEDIATE DELIVERY!** Also, 1500 gal. tanks **READY FOR IMMEDIATE DELIVERY.**

Check with us on financing for the purchase of a new truck!

COMPLETE PARTS AND IN-HOUSE SERVICE

AIC Vanes • Moro • Battioni • Jurop • Masport • Fruitland • NVE • Powerflo • Plus many other brands



Booth 7057

**Complete Line of
Masport Pumps
Available**

Immediate Delivery

OVERNIGHT DELIVERY ON PARTS • SAME DAY SHIPMENT ON PUMPS

WE SPECIALIZE IN PORTABLE SANITATION AND SEPTIC PUMPING EQUIPMENT



CRESCENT TANK MFG.

The Only Patented Rectangular Tank

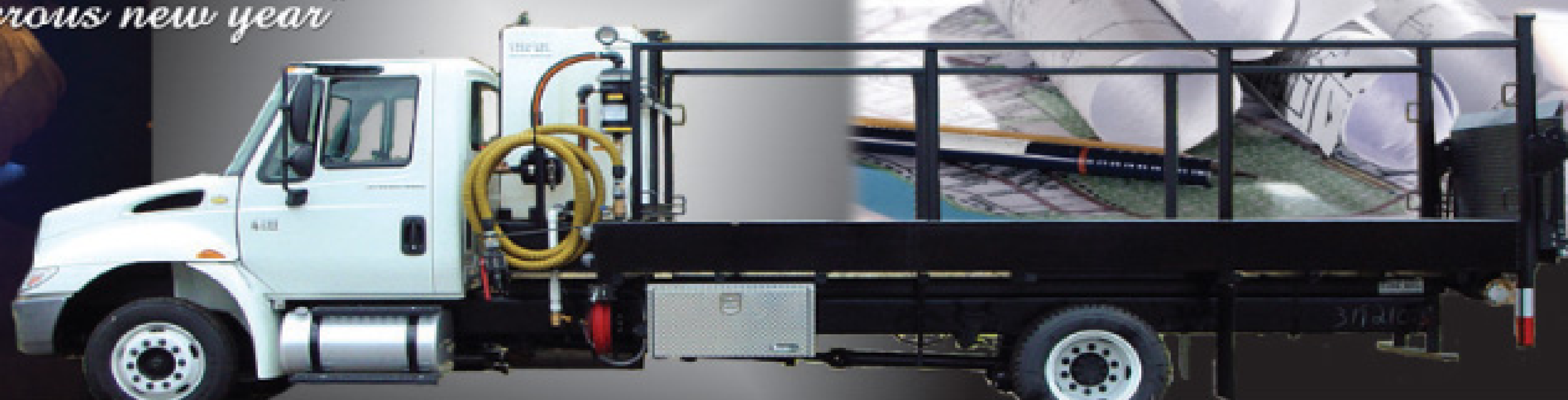
Patent#6598242B1

Order Now For The Pumper & Cleaner Show



Booth: 7174, 7175

*"Wishing you a happy and
prosperous new year"*



PHONE: 585.657.4104

WWW.CRESCENT-TANK.COM



Restroom Dropped On Site

NEW PORTABLE, COMMERCIAL QUALITY RESTROOMS



Interior/Restroom Stalls

Interior/Utility Sink

Storage Tanks

- Heat & AC
- Lighting
- Rubber or Rhino Lined Flooring
- Electrical Outlets
- Hot Water Heater
- Utility Sinks
- Urinals & Stalls

- Self Contained 1500 gal Fresh Water Tank/1500 gal Sewage Tank
- Or Hook Up Directly to Existing Utilities
- Level Indicator Alarm

PROFIT GENERATION

- \$ Monthly Rental
- \$ Bulk Pumping
- \$ Potable Water Hauling

POTENTIAL CUSTOMERS

- Special Events
- Industrial/Construction Sites
- Community Functions

DROP BOX

1.888.388.7768
www.dropboxinc.com

Does Your Insurance Company Specialize In Waste Industry Insurance?



THE MATTEI COMPANIES

Waste Industry Insurance Specialists
Since 1988

Ask your trusted
insurance agent to
contact The Mattei
Companies for your
business insurance

Toll Free: 800-916-6128
Fax: (916) 648-9855
eMail: patrickbaker@matteicos.com

CA License #0D04025
Available in all states except HI

Proud Members of PSAI

PERFORMANCE IS EVERYTHING



**When you're in the driver's seat,
performance is what counts.**

Quick response time ~ Products built to last ~ Crowd-pleasing innovations

PolyJohn's high-performance team has everything you need to stay on track and ahead of the competition. Plus, the best pit crew in the field with our expert area business managers there to personally help you win the race.



Stop by our booth in Louisville and race against Formula One Champion, **Felipe Massa**, who will set the "time to beat" on our racing simulators.

Feel the excitement, hear the crowd roar as you watch "racing challengers" try to beat his time at *The 2008 Pumper Show, February 28 - March 1*. You may even be able to sit in the driver's seat yourself! Sign up today! Limited pole positions are available at www.polyjohn.com. Prizes will be awarded.

IN YOUR DRIVE TO BE THE BEST, WE'RE THERE WHEN YOU NEED US!

800-292-1305
www.polyjohn.com



EARN MORE • SELL MORE • SERVICE BETTER

Working Vacation

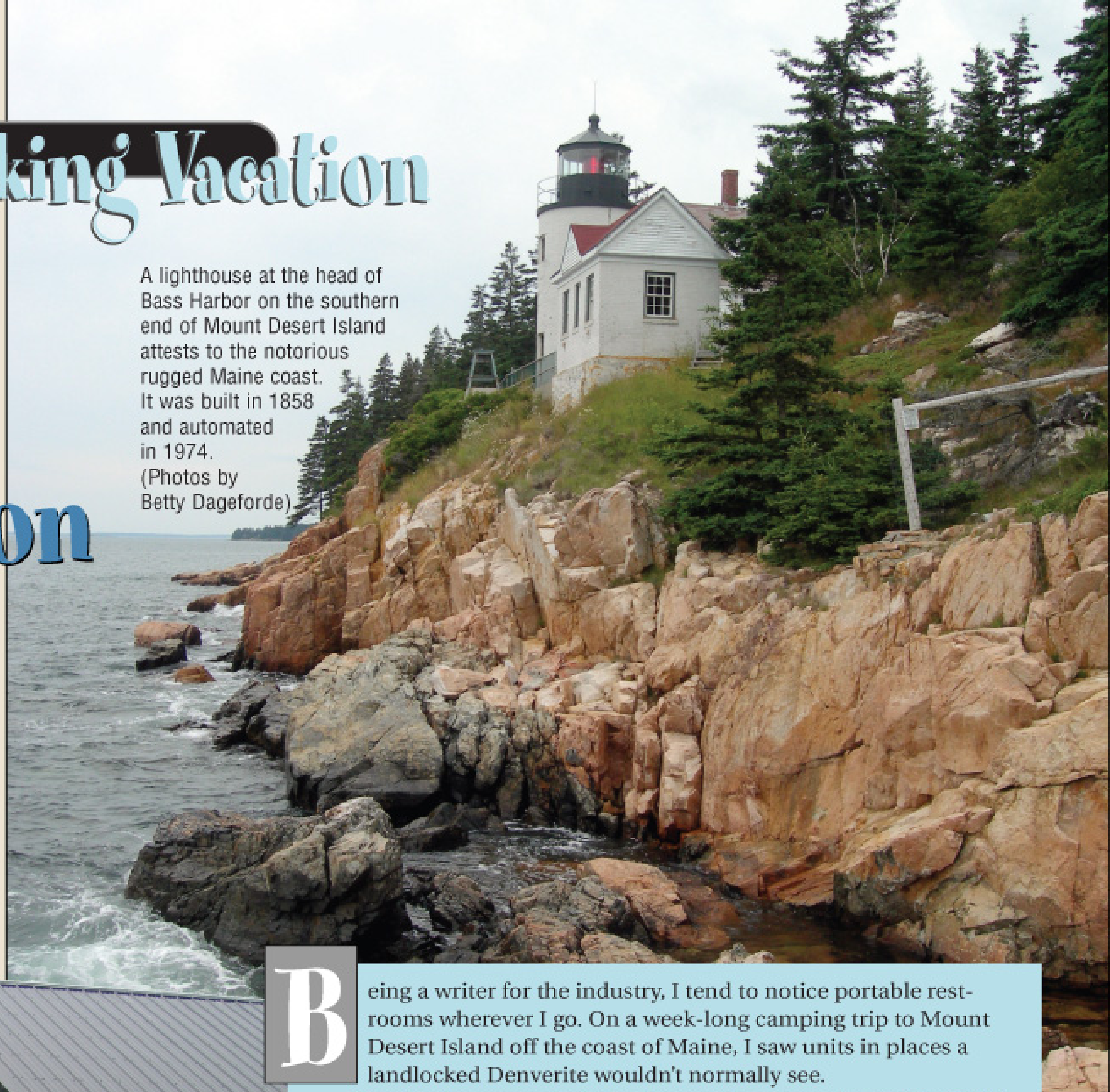
The Maine Attraction

Tourists flock to Mount Desert Island to see dramatic granite bluffs and sample the lobsterman's catch

By Betty Dageforde

A lighthouse at the head of Bass Harbor on the southern end of Mount Desert Island attests to the notorious rugged Maine coast. It was built in 1858 and automated in 1974.

(Photos by Betty Dageforde)



B

eing a writer for the industry, I tend to notice portable restrooms wherever I go. On a week-long camping trip to Mount Desert Island off the coast of Maine, I saw units in places a landlocked Denverite wouldn't normally see.

Despite the name, the island is anything but a desert. It's 35,000 acres of seacoast, forests, lakes, mountains — even a fjord. Named by French explorer Samuel de Champlain when he ran aground in 1604, the name actually refers to the granite-topped mountains. In the early part of the 20th century the island was a popular retreat for people with names like Rockefeller, Vanderbilt, Ford and Carnegie. To prevent commercial development, many of these families placed their property into a land preservation trust, which later became a national park. Today the island is a patchwork of private estates, small fishing villages, and Acadia National Park.

The population is small — 10,000 people — but some four million others visit every year, mainly in the summer. So there is a real need for supplemental restroom facilities to accommodate tourists and other seasonal visitors. The park itself does not generally use portable restrooms, but units are found in other tourist areas such as marinas, harbor concessions, and visitor parking lots.

There's one thing Maine is famous for and at some point — possibly daily — you will eat lobster, a delicacy usually reserved for "special occasions only" out here in the West. Many of the small villages



At left, lobstermen and women use this wharf to process their catch, much of it going to the restaurant next door in the fishing hamlet of Bernard. A PolyJohn Enterprises Corp. PJN3 is waiting for use.

Waste collected from portable restrooms is trucked to Bar Harbor where it is dewatered, placed on roll-off containers and hauled to Plymouth, Maine, where it is made into compost – a satisfying “full circle” arrangement.



These PolyJohn Enterprises Corp. and Five Peaks Technologies portable restrooms were for the use of construction workers building a saltwater swimming pool in Bar Harbor.



Above, a small barge docked in Bar Harbor carries a PolyJohn Enterprises Corp. portable restroom for the convenience of workers on the water.

MORE INFO:

Five Peaks Technology
866/293-1502
www.fivepeaks.net

PolyJohn Enterprises
800/292-1305
www.polyjohn.com

dotting the coastline rely on this industry for a large part of their economic base. For the convenience of the lobstermen and women, as well as folks in other maritime occupations, portable restrooms are provided at wharfs and docks, on boats and barges, and even in shipyards.

Spotting a small pumper truck in the village of Bar Harbor, I called the number on the side and chatted with Wilbert Terry, the owner of the vehicle. Terry has lived on the island most of his life and, at 77, could have retired long ago but is still providing pumping services. Terry said that although portable restrooms serve the tourist and fishing industries on the island, construction sites and special events are where the majority of units are needed.

Terry explained that waste collected from portable restrooms is trucked to Bar Harbor where it is dewatered, placed on roll-off containers and hauled to Plymouth, Maine, where it is made into compost — a satisfying “full circle” arrangement since some of it may very well be returned to the island for use by local landscapers.

Betty Dageforde is a Colorado-based freelance writer for PRO™. ■



A restaurant worker picking up tonight's dinner from the day's lobster catch at Islesford Dock on Little Cranberry Island just off the southern coast of Mount Desert Island.



This purple Five Peaks Technologies portable restroom was unobtrusively tucked away in a woodshed for the construction workers who were adding a basement to an existing house in an upscale neighborhood.

SHARE YOUR VACATION PHOTOS: Do you have trouble leaving your work behind when you take time off to visit exotic locales? If your camera holds images of portable restrooms and associated rental products, along with the usual shots of picturesque castles or the family frolicking on the beach, we want to hear from you. In the *Working Vacation* feature, we share your photos and observations about how portable restrooms are utilized in other parts of the world. Maybe a glimpse at how other cultures use portable restrooms will generate ideas for new markets right here at home. Send your portable sanitation travel photos to editor@promonthly.com.

Comforts of Home Services, Inc.

LUXURY TRAILER SALES



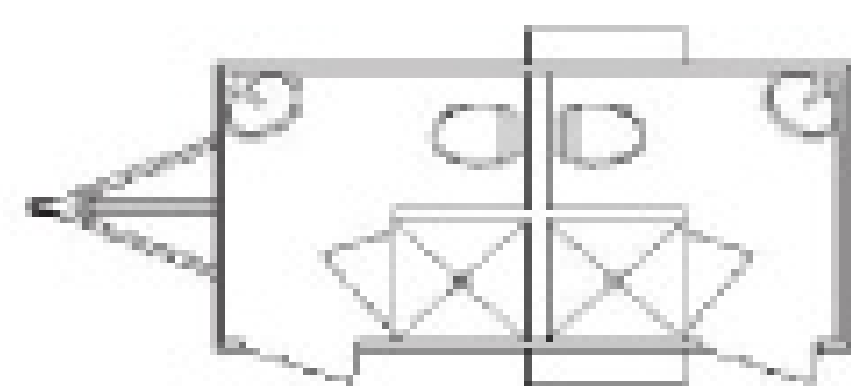
- Restroom & Shower Trailers, including 53' Semi Units
- Lowest Interior Floor Height in the Industry
- High Privacy Partitions are Standard for Added Comfort
- Unlimited Floor Plans from 8' to 53' Trailers
- ADA wheelchair accessible units.
- Rigid Steel Shell Construction from top to bottom to resist rot and warping.
- Rigid Platform, our smallest wide body trailers start out with Dual 10" ASTM I-Beams.
- 24/7 Tech Support for the best customer service available.
- Full 3 Year Warrantee, excluding normal wear and tear items.
- Free Nation Wide Lead Program for our customers.
- Dexter Torsion Axles for stable towing.

STARTING AT **\$13,400**

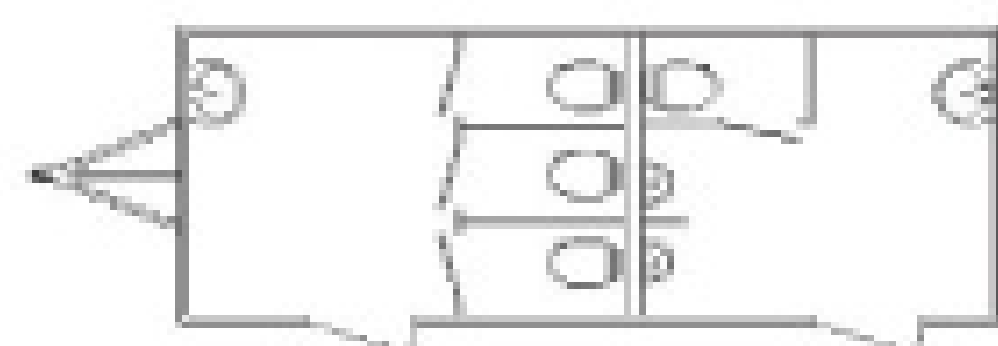
WITH A/C, HEAT, HD STEPS AND A LARGE
300 GALLON WASTE TANK.



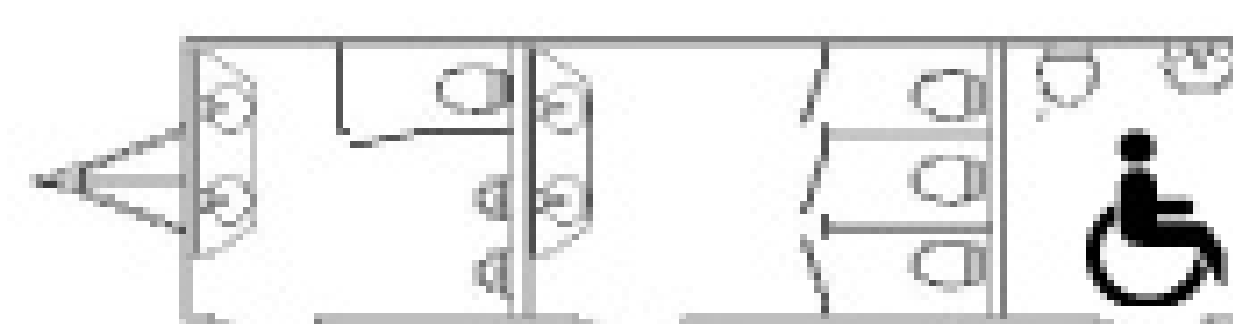
Booth 4127



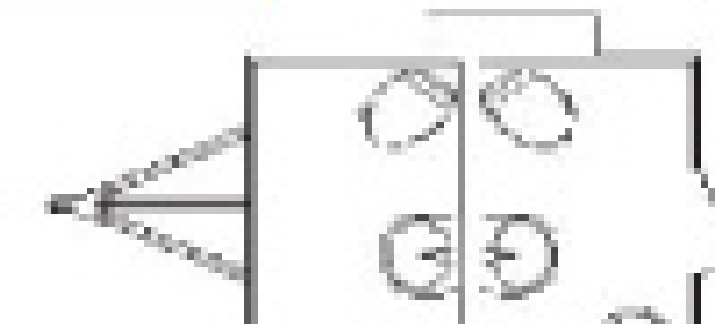
12' starting at \$21,300
w/AC & Heat - 450 gal waste
Includes Showers



20' starting at \$29,900
w/AC & Heat - 600 gal waste



24' ADA starting at \$35,600
w/AC & Heat - 750 gal waste



8' starting at \$13,400
w/AC & Heat - 300 gal waste

See our website for more layouts and prices

CALL FOR MORE INFO AND ADDITIONAL OPTIONS

P: 877.382.2935 • EMAIL: INFO@COHSI.COM • WWW.COHSI.COM

Clearly,
A Good Idea!



Booth 8191

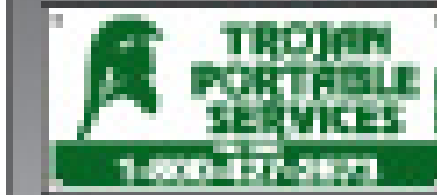
NuCONCEPTS

Solar Powered, Self-Contained,
Special Event Restrooms

www.nuconcepts.com

800-334-1065

CUSTOM SIGNS AND DECALS



All Of Our Custom Manufactured Products
Are Quality Engineered For Long Term
Outdoor Durability.

- Very Competitive Pricing
- Knowledgeable, Helpful And Courteous
Customer Service Staff.
- Dependable Delivery.
- Digital Print And Vinyl Cut Lettering
- Generic Signs And Decals
- And Much More!



Booth 20043

**DURABLE, AFFORDABLE AND BUILT TO LAST
SINCE 1949**

J.C. Gury Company Inc.

530 East Jamie Ave, La Habra, CA 90631 Call (800) 903-3385 or (800) 556-5576
www.jcgury.com

BEST ENTERPRISES, INC.

Special Pricing on 07 Trucks - 800-288-2378

2007 Freightliner

While Supplies Last



1500 gal SS tank - 1,100 waste and 400 water.
190 cfm Conde SDS12 Vacuum Pump, Angle Drive system with clutch shift PTO, DC Burks Wash Down Pump with 50' Hose and Wand assy., 2" x 30' Tiger Tail Suction Hose, 1 1/2" Fresh Water Bucket Dump and 4" Waste Dump. 2- aluminum storage bin toolboxes, hose racks, and much more. **Blow out price: \$76,500.**

2007 Kenworth T300

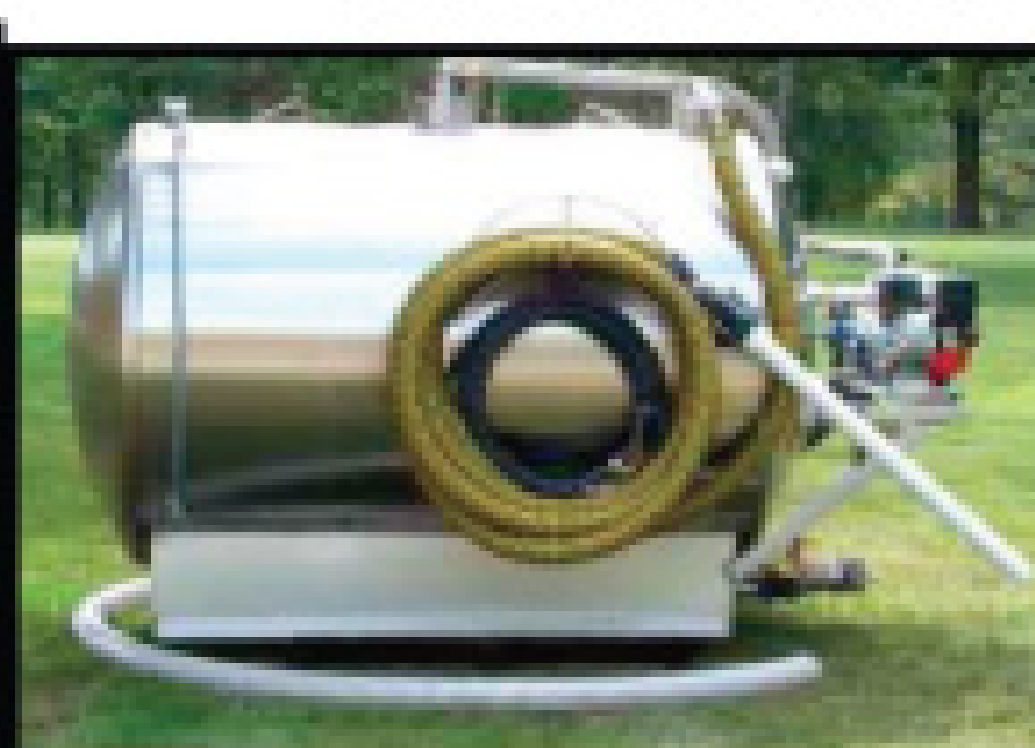


1500 gal SS tank - 1,100 waste and 400 water.
190 cfm Conde SDS12 Vacuum Pump, Hydraulic Drive system with clutch shift PTO, Udor Pressure Washer with 50' Hose and Wand assy., 2" x 30' Tiger Tail Suction Hose, 1 1/2" Bucket Dump and 4" Waste Dump. 2- aluminum storage toolboxes, hose racks and much more. **Blow out price: \$78,500**

300/110 Slide In Unit

400/150 Slide In

400/200 Slide In



It's all about the Stainless

Visit us at the Pumper Show!

Booths: 7208 & 7210

Truck Spots: 7207 & 7211

2007 International 4300 DT466



1500 gal SS tank - 1,100 waste and 400 water.
190 cfm Conde SDS12 Vacuum Pump, Hydraulic Drive system with clutch shift PTO, Udor Pressure washer with 50' Hose and Wand assy., 2" x 30' Tiger Tail Suction Hose, 1 1/2" Fresh Water Bucket Dump and 4" Waste Dump, 2" Sight Glasses, sight tube, hose racks, toolboxes, and much more. **Blow out price: \$78,500.**

2007 Kenworth T300 with Aluminum



2000 gal Aluminum tank - 1,500 waste and 500 water.
230 cfm Masport HXL75V Vacuum Pump, Angle Drive system with clutch shift PTO, DC Burks Wash Down pump with 50' Hose and Wand assy., 2" x 30' Tiger Tail Suction Hose, 1 1/2" Fresh Water Bucket Dump and 4" Waste Dump, 5" Sight Glasses, hose rack, toolboxes, and much more. **Blow out price:**



Best Enterprises, Inc
PH: (501) 988-1905
1-800-288-2378

Cabot, AR 72023
Fax: (501) 988-2880
www.bestenterprises.net

Bob Carlson (left) and Jerry Kirkpatrick answer your questions in Truck Corner.



Is Your Pump Feeling Flush?

If debris hurts your vacuum pump performance, it's time to clean out the system

QUESTION:
My pump is getting sluggish. I'm not sure if anything is wrong, but it doesn't seem to work as well as it once did. I don't sense anything major being wrong, so is there anything I can do to restore the vitality of my pump? Some people have told me I need to flush the pump. What exactly does that mean?

Nathan Gadburry
New Haven, Conn.

ANSWER:
The people who give you advice could be right. After some period of use, pumps may begin to get sluggish. Contaminants and small debris may have collected inside the pump. Flushing the pump will clean up and rid the pump of these particles. Here's how to flush your pump:

1. With your truck running, turn on the pump.
2. Locate your vacuum relief valve. It should be relatively close to your pump. Make sure it's not your pressure relief valve. If you try flushing your pump with the pressure relief valve, you will only have more problems.
3. The vacuum relief valve has a spring on it that can be pushed by hand. When it is pushed in, air is sucked into the line and that air runs through the pump and out to the oil catch muffler.
4. Slowly pour a quart of diesel fuel (there are also flushing liquids available under various brand names) into the open vacuum relief valve. The liquid should be sucked rapidly into the valve.
5. The running pump will now spin the fuel around and dispense it to the oil catch muffler.
6. Grab a bucket and empty the excess diesel fuel from the oil catch muffler.
7. Your pump should immediately run cleaner and healthier. If the sluggishness continues, it's time to look for other possible causes to the problems.

Pumps should be flushed at regular intervals. It will keep the inside of your pump clean and running properly.

With air brakes, there is less maintenance and fewer things to go wrong. Over the life of the truck, you will more than likely save money having air brakes.

HYDRAULIC OR AIR BRAKES: YOU MAKE THE CALL

QUESTION:
I'm in the market for a new service truck. Most of the trucks I've driven had air brakes. In shopping for a truck chassis, I find trucks with hydraulic brakes are a better buy. What's your take on air brakes versus hydraulic brakes?

Leon George-Henderson
Hope, Ark.

ANSWER:
It is true that hydraulic brakes will cost you less at the time of purchase. This is true on all trucks rated at 26,000 pounds gross vehicle weight (GVW) and smaller. But, before you order hydraulic brakes on your new truck, here's the rub: Hydraulic brakes require more maintenance over time and the money you save at the purchase time will be given back to the dealer later. And, very likely, if you keep the truck, maintenance costs will more than exceed your initial savings. At our shop, we are big fans of air brakes and most of our customers are too.

Hydraulic brakes come with a hand brake. As it wears down, the hand brake needs to be adjusted. Consider what would happen if the hand brake gets out of adjustment and fails to work when your truck is parked on an incline. Or what if your route driver forgets to release the hand brake at some point during the day? He'll drive around town with the brake on and ruin it. (Would a driver forget something like that?)

The truth is, hydraulic brakes are high maintenance and need more attention. Rotors and calipers wear quicker than regular brakes. With air brakes, you have to pull a knob to set the brakes and you aren't going anywhere until it is released. With air brakes, there is less maintenance and fewer things to go wrong. Over the life of the truck, you will more than likely save money having air brakes.

Bob Carlson and Jerry Kirkpatrick of Arizona-based Glendale Welding have over 50 years combined experience dealing with portable sanitation truck issues. Fax questions to them, addressed to Truck Corner, at 623/937-3688, or send Bob and Jerry an e-mail at truckcorner@promonthly.com. ■

Supplying your Business for Seasons of Success



- **One-Stop Shopping**
Our wide selection of products makes shopping at several different places for all of your needs a thing of the past.
- **Very Competitive Pricing**
- **Huge Selection**
We carry a wide selection of portable restroom parts and accessories to take care of all your needs. Including toilet parts, pumps, pressure washers, hoses, valves, fittings, tank components, chemicals, dispenser systems, hand sanitizer, deodorizers and odor control products, engines, sink parts, cleaning supplies, and much much more.
- **Two Locations for Faster, More Economical Shipping**
Our warehouses in Utah and Georgia are strategically placed to service every state.
- **Custom Pump Trucks**
If you can imagine it, we can build it. We pride ourselves on our ability to work with our customers and design an efficient and effective pump truck designed around your custom applications.



new for 2008
TOICO Pump Trucks



CALL TODAY for your
FREE product catalog!



Booth 2023

1-888-935-1133
www.toico.com



YOUR ONE STOP SOURCE FOR PORTABLE RESTROOM PARTS AND SUPPLIES

ALLGREEN
MANUFACTURING L.L.C.

American made portable sinks of the highest quality

www.allgreenmanufacturing.com sales@allgreenmanufacturing.com

Phone 401-434-1468
Steve 401-477-2241
Marc 401-477-2087

ALLGREEN MANUFACTURING L. L. C. is a small business that provides personal care and service with all the quality and assurance to meet today's industries standards. With 20 years in the portable restroom industry specializing in maintenance and design. Quality and craftsmanship is our goal in building the most affordable American made portable self contained hot & cold water sinks, emergency eye wash station sinks, and fresh water systems in the industry.

PORTABLE INDOOR/OUTDOOR SINK WITH HOT WATER

Description:

OUR PORTABLE DECK SINK WITH HOT WATER IS THE MOST AFFORDABLE COMPACT SINK ANYWHERE. THE SINK IS SELF CONTAINED AND DESIGNED TO RUN ON BOTTLED WATER.



FRESH WATER SYSTEM

Description:

OUR MOST AFFORDABLE FRESH WATER SUPPLY SYSTEM ANYWHERE. IT CAN BE USED TO SUPPLY WATER TO OFFICE TRAILERS, SINKS AND R/V TOILET SYSTEMS.



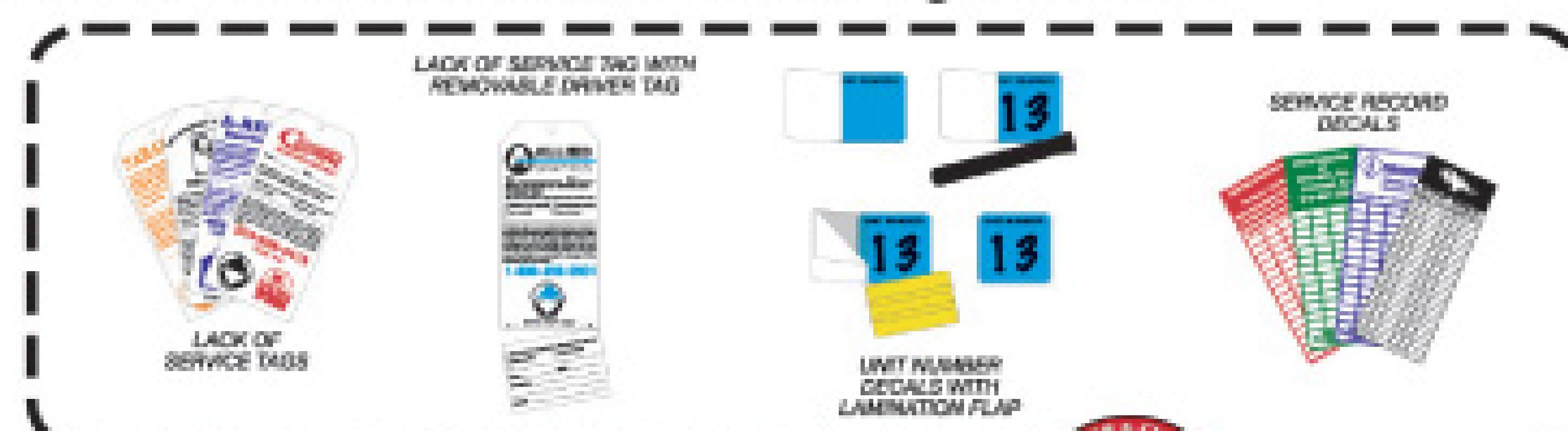
DECALS

THAT OUT PERFORM ALL OTHERS!



- Custom formulated adhesive for strongest adhesion to portable units.
- Decals stick stronger and last longer.
- 2 year 100% satisfaction guarantee.
- Wide variety of custom shaped decals that fit portable units.
- Effective color matching to any color portable unit.

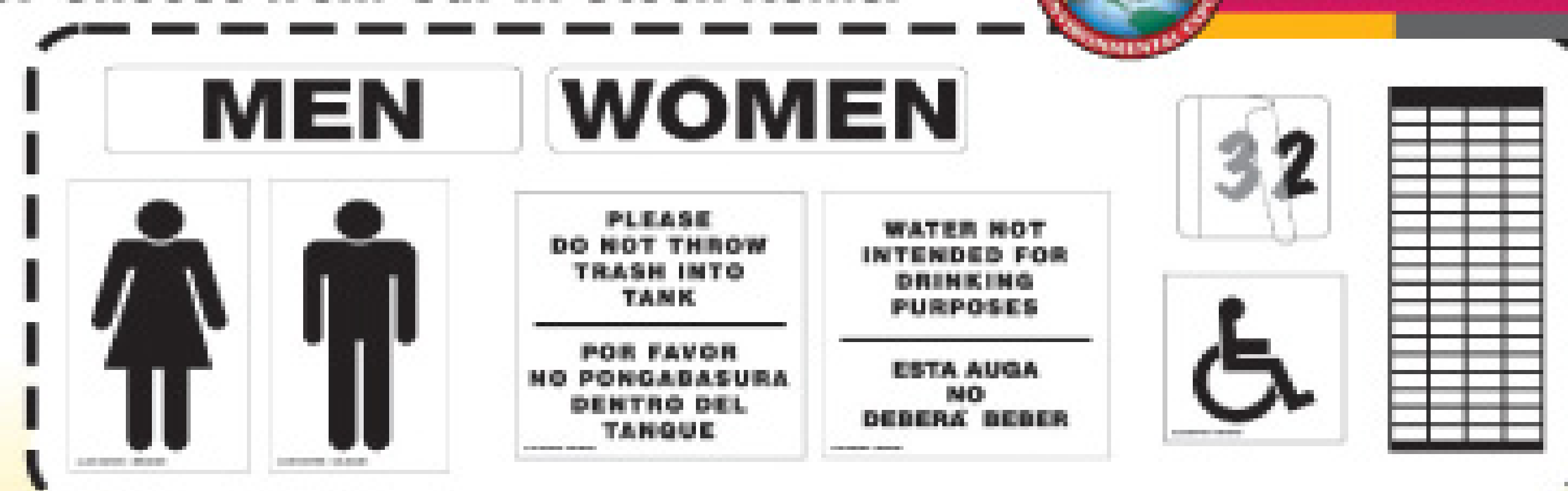
You Can Order Your Custom Servicing Decals...



Or Choose from Our In Stock Items!



Booth 7098



ALLIED
GRAPHICS
1-800-490-9931

16290 54th STREET N.E. • ST. MICHAEL, MN 55376
PHONE: (763) 428-8365 • FAX: (763) 428-8366
E-MAIL: pkohler@allied-graphics.com
www.allied-graphics.com

Out of Bounds

A PRO wonders whether to extend service territory to satisfy an existing customer's needs

If you're missing the *PRO™ Discussion Forum*, you're missing out on valuable advice and informal banter among folks in the portable restroom business. Where else can you go to shoot the breeze with others in your specific industry from across the country?

Question:

I have a customer with several units in our service area. They called yesterday and want to put two units in a location 20 miles one-way off our normal route. What would you do?

Answers:

What we used to do and what we do now are two different things. We used to trade work back and forth with "friendly competitors" who we knew did good work. We knew they wouldn't try to steal our customers and we wouldn't theirs.

Our marketplace is changing fast and it seems like

everyone is traveling farther and following good customers to keep them happy. We have actually developed some pretty good markets this way, so it's not always a bad thing to drive the extra miles.

Look at the area where they are working. Can you pick up more work there? How long would it take to make it a paying route? How good is the customer? Do you have a friendly competitor in the area?



I explained to my customer that I appreciated his business, but I thought he could get someone local to that area and at a better price than I would have to charge. I didn't want him to get down there, pay my price, then find a local guy who could do it cheaper and think I was gouging. He seemed to appreciate that. I also told him that if he couldn't find someone or didn't like the service he received, I was only a phone call away.

Question:

I just got a call from a portable restroom customer 35 miles away whose unit was tipped over last night. Is it proper to charge for going out there to clean up or is that just part of the service?

Answers:

If it's not a scheduled day for service, I would let them know there is a fee for cleaning it up. Accidents and vandalism happen. Our contracts say that the customer is responsible for these types of incidents.



Any time we are called out for an extra service, or if a unit has been tipped, we charge the customer.



Just remember the golden rule: You are in business to make money.

Come Join Us Online

The PRO Discussion Forum is a free, e-mail based idea-exchange at the PRO Web site, www.promonthly.com. It's quick and painless to join the forum; just click on the Web site and subscribe. Information and advice in PRO Forum Chatter is offered in good faith by industry professionals. Readers should consult in depth with appropriate industry sources before applying the advice they read here to a specific business situation. ■

Pump it out! Wash it down! Fill it up!



Sutorbilt Model 4MP RIV Brass Valves Masport Model HXL4V

Reelcraft 7850

Plastiflex Hi-Vac

Burks DC10, Shurflo 2088, Pumtrec 356

ARMSTRONG EQUIPMENT INC.

800-699-7557

11200 Greenstone Ave. • Santa Fe Springs, CA 90670

562-944-0404 • Fax: 562-944-3636

www.vacpump.com

An honest price, excellent service and premium tools are signs of a professional. On these things, successful businesses tolerate **"NO COMPROMISE"**.

Only the business owner can control the price and quality of his service, but, when it comes to the tools, Armstrong Equipment, Inc. can help. We are proud to offer the best quality pumps and components available. Sutorbilt and Masport are two of the most recognized and respected names in the industry. Couple them with Shurflo, Burks, Pumtrec, Reelcraft, RIV and Plastiflex and you have all the tools needed to assure a smoothly operating service truck.



Del Vel Chem C O M P A N Y

*Offering a Complete Line of
Portable Toilet & Septic Needs*

Introducing our two newest **All-Natural** Products!

Nano Eliminator Deodorant and
Graffiti Remover

Non-Toxic
Environmentally Friendly



See us in
Booth #7122

Servicing the Industry with Pride Since 1994

250 Old Marilton Pike • Medford, New Jersey 08055
609-714-2424 • Fax: 609-714-3030 • 800-699-9903

PUT THE LELY ADVANTAGE TO WORK FOR YOU

Custom Built to Your Design



**300 + 100 GALLON READY
TO GO UNIT THAT WILL
FIT IN THE BACK OF
YOUR PICK-UP**

Financing Available



**THE ORIGINAL GEM JET IS STILL THE BEST.
2000 PSI @ 15 GMP**



**IN STOCK FOR IMMEDIATE DELIVERY -
1100 + 450 PORTABLE TOILET TANK ON A KW
CHASSIS. CALL FOR DETAILS.**

**WE HAVE STEEL TANKS IN STOCK READY
TO BE MOUNTED ON YOUR TRUCK**



**SERVING THE LIQUID
WASTE INDUSTRY
FOR OVER 50 YEARS**



Booth 3140

P.O. Box 789 • Wilson, NC 27893

800-334-2763

252-291-7050 • fax: 252-237-7726

Email all inquiries to Sales@lelyus.com

www.lelyus.com

RETIRING SPECIAL SALE

STEVE REYNA

POB 457

WEST MEMPHIS, AR 72303

swreyna@msn.com

SEND EMAIL TO REQUEST PICTURES.

870-636-2243

Basic Portable Restrooms
Event Quality\$185 Each

Basic Portable Restrooms
Construction Quality\$175 Each

Basic Portable Restrooms
With Sink\$250 Each

Signature Series (Custom)
Portable Restrooms\$375 Each

Sinks\$150 Each

Urinal Stations\$400 Each

Holding Tanks\$175 Each

Sewer Main Custom Portable
Restrooms\$400 Each

Children's Portable
Restrooms\$200 Each

Toters 40 ft. 22 Units
(Price If Toilets Purchased)\$2,800 Each

Toters 20 ft. 10 Units
(Price If Toilets Purchased)\$1,800 Each

**Truck Ford L8000 1900 Waste/
200 Fresh, 32,000 GVW** \$12,000 Firm

**Truck Flat Bed/Pumper/Tommy Lift/
500 Waste/150 Fresh** ..\$20,000.00 Firm

Bonus If buy all equipment: All Supplies, Toilet
Paper, Bag Soap, Doors, Sky Hooks, Chemical,
Valves, Hoses, Parts and More... FREE If You
Purchase All Equipment.

Total Restrooms, Sinks, Urinal Stations, Holding Tanks,
Sewer Main Units, Signature Units as listed above + 12
Barrels of Chemical as part of FREE bonus as stated
above: 338 units Total as of 12/15/2007

PSAI Awards Announced

The Portable Sanitation Association International recognized Ed Cooper of PolyJohn Enterprises Corp. in Whiting, Ind., at its annual convention in November. Cooper, who was on the association's board of directors, received the 2007 M.Z. "Andy" Gump Award for eminent service to the industry. He was nominated by Barry Gump of Andy Gump Inc., Santa Clarita, Calif. Mike Cooper accepted the award on behalf of his father, who died four days later.

Cesar Torres of Biffs Inc. in Shakopee, Minn., received the Service Technician of the Year award and \$1,000 prize. Runner-up was Nicki Dunn of Air-O-Pure Portables in Nederland, Colo., who received \$500.

Nominees must promote safety, set an example and inspire others. Award criteria include practicing road and personal safety, providing dependable customer service, caring for the company's equipment, and cooperating and complying with the employer and industry guidelines and standards.

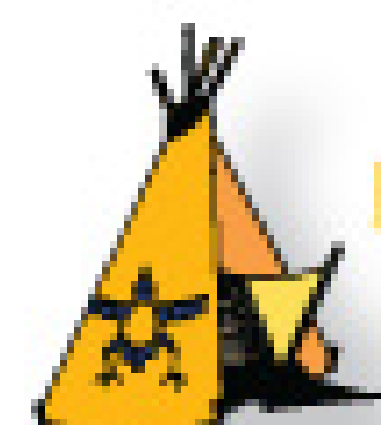
United Site Services Acquires Cascade Phillips

United Site Services of Boston has acquired Cascade Phillips Co. and its family of seven companies in Oregon and Washington. Included in the purchase are Seacoast Portables & Septic, Astoria, Ore.; Northwest Sanitation in Salem and Clackamas, Ore.; VALCO, Roseburg, Ore.; Sanipot, Eugene, Ore.; Cascade Phillips in Salem and Clackamas, Ore.; Advantage, Vancouver, Wash., and Emerald Sanitary Service in Seattle and Tacoma, Wash. With the acquisition, USS now serves customers in 19 states: from Boston to San Diego, and Miami to Seattle, with 56 locations nationwide. ■

COME IN! Always!

WE'RE OPEN

WWW.PROMONTHLY.COM



TP Re-Roller Co.

**Turns waste
paper into
profits!**

**Call Milton Foss
360-385-1333**



About that article,
would you
like a copy?

A poster to display in your office?

An electronic file to post on your web site?

Reprints to hand out or mail to
potential customers?



Just let us know!

PRO
PORTABLE RESTROOM OPERATOR

Pricing and options at
promonthly.com
or by calling 800-257-7222

Summaries of past articles at promonthly.com

Quality People Doing Quality Work



650/300 Portable Toilet Restroom Service Unit mounted on a Ford 550

**IN STOCK:
Slide-In
Portable
Restroom
Units**



Booth 5217-6215



1500 Gallon Aluminum Portable Toilet Restroom Service Unit

**650/300 Portable Toilet Restroom Service Unit.
IN STOCK.
Call to Order**



P.O. Box 1107 • 135 E Mile Road • Kalkaska, MI 49646
p: 231.258.4870 • f: 231.258.2019 • sales@marshind.com
800.952.1537 • WWW.MARSHIND.COM

Marsh INDUSTRIAL

Go PRO Online!



At www.promonthly.com you now have **INSTANT ONLINE ACCESS** to the **VALUABLE NEWS** and **ADVERTISING CONTENT** found in the pages of **PORTABLE RESTROOM OPERATOR**.

The informative Web site is just another example of how **PRO™** is aiming to better serve you, the portable sanitation professional. Here's a few features you'll find when you visit the online home for the PRO:

- A summary of the stories found in the most recent issue of **PRO**, as well as summaries for each past issue.
- Each issue's compelling cover story posted in its entirety including full-color photos.
- A free subscription form for **PRO**, as well as a link to sign up for **PRO Discussion**, an e-mail forum for portable sanitation professionals.
- Comprehensive classified advertising from the pages of **PRO**, as well as contact information for all advertisers.
- Links to Web sites for other COLE publications.



SAND DOLLAR
COMFORT LOOS

3 Stall, 7' x 12' Standard Trailer
\$17,995

3 Stall, 7' x 12' Luxury Trailer
\$21,995

4 Stall, 8.5' x 16' Standard Trailer
\$23,995

4 Stall, 8.5' x 16' Luxury Trailer
\$26,995

All Fiberglass trailers coming in 2008

DO NOT OVERPAY FOR RESTROOM TRAILERS

864-787-6989 • www.sanddollarinfo.com

- Businesses
- Computer Software
- Dewatering
- Excavating Equipment
- Lease/Financing
- Miscellaneous
- Parts & Components
- Portable Shower Trailers
- Portable Restrooms
- Portable Restroom Tanks
- Portable Restroom Trailers
- Portable Restroom Trucks
- Positions Available
- Positions Wanted
- Pumps - Washdown
- Septic Trucks
- Service/Repair
- Slide-In Units
- Sludge Applicator
- Tanks
- Wanted

BUSINESSES

FOR SALE: Septic and Portable Toilet Business located in Holland, Michigan. 10 toilets, 2 sinks, 1 truck. \$5,000 buys all! For more info. call 616-548-5128 or email me: smscamaro75@yahoo.com. (PT3)

BUSINESSES

ESTABLISHED TURNKEY PORTABLE RESTROOM BUSINESS for sale in Northeast Georgia. Market leader since 1968 with 5 service trucks including a 2005 and 2006 Isuzu NRR aluminums and 2003 Isuzu FRR 8 unit delivery truck. Over 650 units including flushables, handicaps, handwash stations, VIP trailer and holding tanks. \$500K in annual revenues. Serious inquires only. Email glennco1@bellsouth.net. (T2)

WELL-ESTABLISHED PORTABLE RESTROOM BUSINESS for sale in Massachusetts. Locally owned and operated for ten years with excellent customer base. Annual sales over 1 Million. Seven service trucks with 1600-2000 gal. tanks; one 10 toilet delivery truck; three delivery trailers; two 8000 gal. tank trailers; one Ford L9000 tractor. Over 1000 portable toilets plus Flushable, Handicaps, Hand-washing Stations, VIP and Holding Tanks. 60% of inventory rented. Serious inquiries to toilets26@comcast.net. (PT2)

Advertise in Classifieds for only

\$1.00 PER WORD!

It's easy! Just submit your ad online at:
www.promonthly.com or fill out the form below

LEASE/FINANCING

EQUIPMENT FINANCING WITHOUT ALL THE HEADACHES. *Our specialty is credit scores as low as 600; *Application only up to \$250,000; *Start-ups and young businesses up to \$130,000; *Any type or any make equipment new or used. Let us show you the money. We are in our 20th year. Call toll free at 866-259-5370. BSG Services LLC. (PT3)

CAPITAL PARTNERS: "Your One Stop Financing Partner." We have 31 years experience specializing in the liquid waste industry. Lease or loan options available on ANY new or used equipment. Contact Jim Stekl at 866-769-2345. (PT2C3)

PORTABLE RESTROOMS

FOR SALE: PORTABLE TOILETS: 500+ PolyJohn standard tan units; 500+ PolyPortable standard tan units; poly skids, white tops & corners. Good to very good, excellent condition. Save 50-60% off cost new. Quantity order discounts. Call Bob Sartor in Fla. at 352-796-4540. For serious buyer, can arrange shipping. (PTBM)

PORTABLE RESTROOMS

FOR SALE: Used portable toilets: Polysans, Hightechs models in Northern Ohio. \$100 to \$200 each. 419-466-1349. (PT5)

HI-RISE PORTABLE TOILETS: 8 available. Used in elevators. Good condition. \$380 each. Call 888-463-7687. (PT1)

PORTABLE RESTROOM TRAILERS

FOR SALE: COMFORT ELITE III. Purchased new in Sept. 2006. No construction site use. Like new. \$17K. 405-382-2018, www.cleansweeprentals.com. (T1)

(31) USED RESTROOM TRAILERS, some need repair. Great winter project! Located in Portland, OR. Send e-mail for photos and details. These trailers will be sold cheap and quick! E-mail sanipot@comcast.net or call Bruce Phillips at 503-519-6959. (PT3)

2006 WELLS CARGO COMFORT ELITE III, 2 years old, used for special events. \$15,990. In good shape. 504-838-0358. (PT1)



Classified Ad Form

Please print ad legibly below with **correct punctuation and phone number.**

Circle each word to be bolded, if any. Remember to **choose a heading.**

CHOOSE A HEADING:

- | | | | | | |
|---|---|---|---|---|--------------------------------------|
| <input type="checkbox"/> Businesses | <input type="checkbox"/> Lease Financing | <input type="checkbox"/> Portable Restrooms | <input type="checkbox"/> Portable Restroom Trucks | <input type="checkbox"/> Septic Trucks | <input type="checkbox"/> Tanks |
| <input type="checkbox"/> Computer Software | <input type="checkbox"/> Miscellaneous | <input type="checkbox"/> Portable Restroom Tanks | <input type="checkbox"/> Positions Available | <input type="checkbox"/> Service/Repair | <input type="checkbox"/> Wanted |
| <input type="checkbox"/> Excavating Equipment | <input type="checkbox"/> Parts & Components | <input type="checkbox"/> Portable Restroom Trailers | <input type="checkbox"/> Pumps - Washdown | <input type="checkbox"/> Slide-In Units | <input type="checkbox"/> Other _____ |

CLASSIFIED AD RATE

\$1.00 per word, per month with a 20-word minimum or \$20.00. \$1.00 extra per bold word (key words only).

DEADLINE: 17th OF THE MONTH

For example: November 17th would be the deadline for the December issue of PRO.

ADVANCE PAYMENT REQUIRED

No billing for classified ads. Payment must be received in advance before publishing.

FILL IN BLANKS: _____ MONTH(S) _____ WORDS \$ _____ AMOUNT

COMPANY NAME: _____

ADDRESS: _____ PHONE: _____

CITY: _____ STATE: _____ ZIP: _____

MAIL this completed form with payment to:
COLE Publishing Inc., PO Box 220, Three Lakes, WI 54562

FAX this completed form to: **715-546-3786**

ONLINE form at: www.promonthly.com

PLEASE FILL OUT CREDIT CARD INFORMATION COMPLETELY INCLUDING V-CODE (3-DIGIT NUMBER FOUND BY YOUR SIGNATURE)

CREDIT CARD NO.: _____ V-CODE: _____ EXP. DATE: _____

CARDHOLDER NAME: _____ PHONE: _____

WE ACCEPT:



CLASSIFIEDS, cont.

PORTABLE RESTROOM TRUCKS

2001 INTERNATIONAL 4900 SERIES. White portable toilet pick-up, delivery and service unit. 12 ft., 18 rear, Masport system, hyd. brakes, P/S, A/C, 10' deck with hydraulic lift gate. Unit carries 4 toilets. 38,000 miles. Excellent condition. \$28,500 OBO. 352-796-4540. (PTBM)

1994 INTERNATIONAL 4900 SERIES. White, DT466, 6-speed, A/C, P/S, A/B, 11R22.5 tires, 12 ft., 21 rear, Masport pump system, 1600 gal. sewage, 500 water, hose reel, (2) unit HD rack, 382,000 miles. Good standby/spare service unit. Average condition. \$18,500 OBO. 352-796-4540. (PTBM)

1996 INTERNATIONAL 4900 SERIES. White, DT466, 6-speed, A/C, P/S, A/B, 11R22.5 tires, 12 ft., 21 rear, Masport pump system, 1600 gal. sewage, 500 water, hose reel, (2) unit HD rack, 250,000 miles. Solid front-line unit. Very good condition. \$22,500 OBO. 352-796-4540. (PTBM)

1995 MITSUBISHI FUSO, 350,000, rebuilt transmission, runs good, 300 waste, 200 water, body solid, new Masport pump. Perfect starter truck or spare truck. \$5,000 OBO. Buffalo, NY. Call Joe 716-603-4860. (T1)

PORTABLE RESTROOM TRUCKS

1999 F350, 6-speed, 7.3 motor, PTO pump, 470/300 tank, 300K on engine, runs great, using 5 days a week. \$9,800. Rent-All. 816-238-3000. (T2)

1997 FORD F-350, automatic, diesel, flatbed with liftgate, 228,500 miles, 150 waste, 100 fresh, can carry 5 units. \$11,500. 800-219-8911. (PT1)

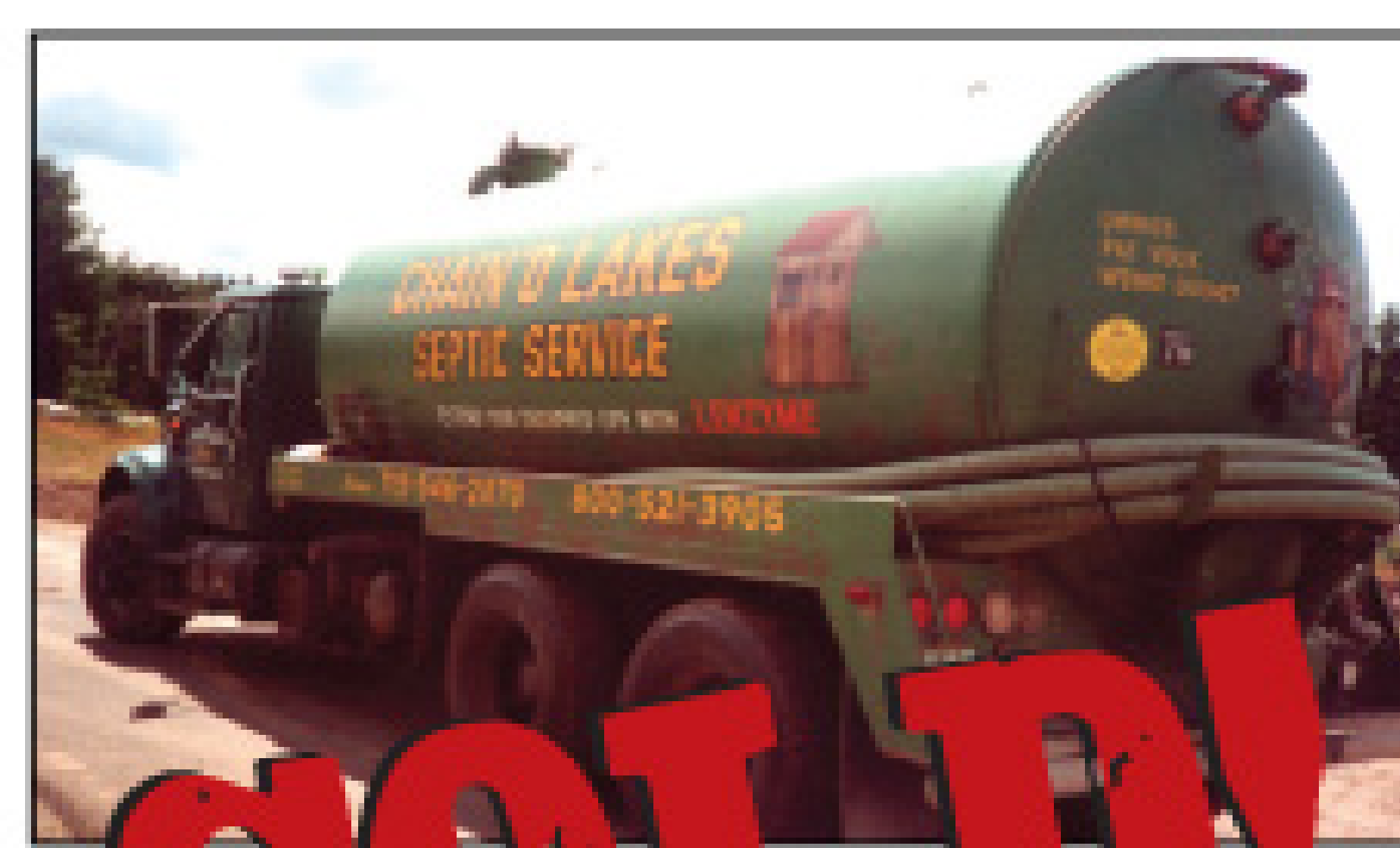
POSITIONS AVAILABLE

LELY MANUFACTURING SEEKS AN INDIVIDUAL with strong Sales and Communication skills with 8-10 years experience in the Waste Handling Industry to oversee and actively participate in all aspects of Sales of Lely Waste Handling products. Interact with customers in the South Eastern regarding their Tank requirements and follow up during the entire sales process. Excellent salary, vehicle, expenses, and benefits. Submit cover letter and resume to plangebeeke@lely.com for confidential consideration, or Lely MFG, Inc., PO Box 789, Wilson, NC 27894. See our web site www.Lelyus.com. (T1P2)

www.promonthly.com

Be online and in
PRO for only \$100!

PRO SHOP
PORTABLE RESTROOM OPERATOR
ADVERTISING



1999 INTERNATIONAL 4900 SERIES, DT466, 6-speed, A/C, P/S, A/B, 11R22.5 tires, 12 ft., 21 rear, Masport pump system, 1600 gal. sewage, 500 water, hose reel, (2) unit HD rack, 382,000 miles. Good standby/spare service unit. Average condition. \$18,500 OBO. 352-796-4540. (PTBM)

*Get the
Same
Results!
Sell Your
Used
Equipment
Here!*

BE ONLINE (color photo)
and in **PRO** for only **\$100!**
MAIL or **FAX** THE FORM BELOW,
OR **SUBMIT ONLINE** @
www.promonthly.com

PRO SHOP ADVERTISING
BE ONLINE & IN PRO FOR ONLY \$100!

Please print ad legibly with correct punctuation and PHONE NUMBER. Don't forget to send photo!

RATE \$100 PER AD, PER MONTH, WITH A 30 WORD MAXIMUM – **PLEASE NOTE:** You can only advertise **ONE ITEM** for sale per ad.

DEADLINE **17th OF THE MONTH** – For example: July 17th would be the deadline for August PRO.

ADVANCE PAYMENT **NO BILLING FOR PRO SHOP ADS.** Payment must be received in **ADVANCE** before publishing.

Enclosed is \$ _____ for _____ ad(s) to run _____ month(s) in **PRO**

Company Name _____

Address _____ Phone _____

City _____ State _____ Zip _____

PLEASE FILL OUT CREDIT CARD
INFORMATION COMPLETELY:

CREDIT CARD NO. _____

CARDHOLDER NAME _____



• **MAIL** this completed form with payment and photo to: COLE Publishing Inc., P.O. Box 220, Three Lakes, WI 54562
(Make check/money order payable to: COLE Publishing Inc.)

• **ONLINE** ad form at: **www.promonthly.com**

• **FAX** this completed form to: **715.546.3786** and
E-MAIL photo to: **proshop@promonthly.com**

V-CODE _____ EXP. DATE _____

PHONE _____



Booth 2009



Booth 6059

WATER CANNON
1-800-786-9274
www.watercannon.com

Pressure Washers



Honda 2700 PSI\$377

3000 PSI\$416

4000 PSI\$859

Replacement Pumps

Best Prices Ever!

Complete from **\$69**

- 2400 PSI\$94 • 3000 PSI\$159
- 4000 PSI\$259



Get The Best Locks Wholesale Prices Direct from the Manufacturer

Five colors to match your color schemes. Perfect for portable toilets.

Can be keyed to your 5253 key code.

Keyed Alike
Keyed Different
Master Key

Great for containers and dumpsters.

Set your own combination!

LOCK AMERICA
The Definitive Word in Locks
9168 Stellar Court - Corona, CA 92683 - laigroup@worldnet.att.net - www.laigroup.com
800 422-2866
951 277-5180 - FAX 951 277-5170

Booth 3017

SUPERIOR PERFORMANCE AT A PRICE THAT WORKS FOR YOU

Portable Restroom
Deodorizers

706-546-7069
Fax 706-546-7178



Manufactured
In Our Plants

BUY DIRECT AND SAVE!

Athens, GA • Moab, UT

1-800-345-3303

www.jjchem.com

Non-Formaldehyde • Self-Mixing Tablets • Fragrance Disks • Urinal Blocks • Formaldehyde Liquid

EASILY MOVE RESTROOMS

Super Mongo Mover®

Patented

- Move ADA Restrooms
- Available with 2, 4, 6 or 8 wheels
- Aluminum Frame
- Ships UPS



DA
Deal Assoc. Inc.

TOLL FREE: **866.599.3325**

www.dealassoc.com

**PRO MARKETPLACE GIVES YOU
NATIONWIDE EXPOSURE TO THOUSANDS
OF INDUSTRY PROFESSIONALS.**

*Layout and design is included FREE, and we can fax
or e-mail you a proof for final approval!*

Size A: 2.375" x 3" - \$400

Size B: 2.375" x 2" - \$300

Size C: 2.375" x 1" - \$200

CALL 1-800-257-7222

to advertise in

**PRO
Marketplace**

**4-Color
Process!**

Come in We're

OPEN

www.promonthly.com



**Green Cleaning &
Deodorizing Solutions**
for the Pumper Industry

Portable Restroom Deodorizer
Hard Surface Cleaner • Grease Trap
Drainfield Opener • Truck Wash
Pit Water Reclamation

See us at the
2008 Pumper & Cleaner Expo
booth #13033

Contact GLB Inc. for a free sample!
www.GLB-Enzymes.com • 800-236-1366

PRO
PORTABLE RESTROOM OPERATOR

We're Here for the PROs!

Have you ever wondered how we generate story ideas for the pages of *PRO*? Portable sanitation contractors are our most important sources for the news and feature stories you see here every month.

If you have an issue-oriented story idea or know of a fellow con-

tractor whose success story should be told, please call or write and tell us about it.

Editor Jim Kneisel may be reached through COLE Publishing by phone at 800/257-7222, by mail at P.O. Box 220, Three Lakes, Wis. 54562, or by e-mail at editor@promonthly.com.

Here's a sampling of features that appear in the pages of *PRO*:

WORKING VACATION

Do you have trouble leaving your work behind when you visit faraway places? If your camera holds images of portable restrooms and associated rental products along with the usual vacation shots of tourist attractions or the family frolicking on the beach, we want to hear from you. We'll share your snapshots and portable restroom travel tales in *Working Vacation*.

TAKE 5

Some days you only have a few minutes over a cup of coffee to take a breather in your hectic workday. We want to help you make the

most of those few moments by introducing you to a PRO or industry leader who addresses the five issues that have the greatest impact on their job or business. If you know someone in the industry who could offer valuable insights to others, we'll feature them in *Take 5*.

PRO FORUM CHATTER

An interesting portable sanitation roundtable discussion awaits you anytime at the *PRO E-mail Discussion* at www.promonthly.com. If you haven't already subscribed to this free e-mail idea exchange, check it out on our Web site (click on the *PRO E-Mail Discussion* icon to sign up) and start talking about industry issues with counterparts across the country. We print some of those discussions in the magazine under the headline *PRO Forum Chatter*. ■

TUFF-JON

48 YEARS OF DEPENDABILITY



Booth 106

- One-Piece Construction
- Lightweight
- Rust-Free Hardware
- Wood and Poly Skids
- Large Variety of Colors



Tanks in 60, 105, 225, 300 and 440 Gallon Sizes



90 Gallon Free-Standing Sink



60 Gallon Rinse Tank



— OPTIONAL ACCESSORIES —



7-1/2 Gallon Handwasher



Tuff Jon with Lifting Bracket Assembly



Urinal



Paper Dispenser



Sky Heater



Exceptionally Strong Tank Design

The TSF Company Inc. | 2930 S St. Phillips Rd. | Evansville, IN 47712

Toll Free: **1-800-843-9286** | **812-985-2630** | Fax: **812-985-3671**

E-mail: **tsftuffjon@sbcglobal.net** | Web Site: **www.tuff-jon.com**



PORTABLE TOILETS | CHEMICAL TOILETS | HOLDING TANKS | HAND WASH UNITS

PolyPortables' POWERTRIC

NEW!

TurboTabs now in water soluble packets

1st & 2nd Gears are ideal for Fall Events & Winter
Call for Introductory Price



CHOOSE FROM THREE OF THE INDUSTRY'S MOST POWERFUL RESTROOM DEODORANTS

TURBO TABS

- Self mixing tablet dissolves completely in seconds
- Ounce for ounce the strongest tablets you can buy
- Water soluble individually wrapped packets

TURBO TUBES

- Portion-controlled liquid
- Pure concentrate, no water added
- Convenient tear-top packaging

BLUE WORKS 150

- Ultra concentrated formula
- Highest level of fragrance and non-staining blue dye
- Superior odor-fighting technology



BOOTH 1140

See for yourself. Try a **FREE** sample. Call Cindy or your PolyPortables regional manager at 800-241-7951



POLYPORTABLES

Listening. Learning. Delivering. Since 1972

99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800)241-7951 or (706)864-3776 • Fax (706)864-8111 • www.polyportables.com

Only PolyPortables offers high-performance Green Way Products

RESTROOM DEODORIZERS • RESTROOM CLEANERS • AIR FRESHENERS • INSECT REPELLANT

All Green Way deodorizers, cleaners and air fresheners are earth-friendly, people-friendly products. They are developed and manufactured in our facilities in Dahlonega, Georgia by Green Way Products, a PolyPortables sister company.



Green Way Products
solutions for life