

PRO™

PORTABLE RESTROOM OPERATOR

March 2009
www.promonthly.com

YES WE CAN!

PROs shine at
inauguration

Page 6

Rolling Out PROFITS

Canada's All About Comfort
is all about restroom trailers

Page 18

WINDSHIELD TIME

Texas panhandle contractor
racks up miles, happy customers

Page 14

COLE PUBLISHING INC.
1720 MAPLE LAKE DAM RD.
PO BOX 220
THREE LAKES WI 54582

CHANGE SERVICE REQUESTED

PRSTD STD
U.S. POSTAGE
PAID
PERMIT NO. 659
Bolingbrook, IL

The All-New Sunrise!



Durable, affordable with style that's out of this world.



Hampel

Engineered for strength, durability and value.

www.hampelcorp.com • 800-549-1558

- 6 From the Editor: Yes We Can!**
Inauguration focuses attention on the portable sanitation industry as PROs respond with trouble-free service.
- Jim Kneiszel
- 10 Back at the Office: Take Charge of Your Inventory**
Having the right amount of supplies on hand can make a difference in your company's bottom line.
- Judy Kneiszel
- 14 Take 5 ... with Charlotte Ison: Windshield Time**
Serving the sparsely populated Texas Panhandle, B & C Portable Toilets' drivers endure long, lonely drives, violent summer storms and dangerous oil-field worksites.
- Betty Dageforde
- 18 PROfile: Rolling Out Profits**
Saskatchewan's Tayken Enterprises Ltd. leverages event logistics firm to launch All About Comfort, offering only upscale trailer units.
- Mary Shafer
- COVER STORY**
- 22 Safety First: Too Extreme? Or About Time?**
The National Safety Council proposes a blanket ban on cell phone use while driving.
- Ted J. Rulseh
- 26 Industry News**
- 26 Product News**
- 28 Think Tank: Taking Stock**
When it comes to ordering consumable goods, some PROs have a sophisticated system, while others simply walk past the back room and have a peek.
- Mary Shafer
- 30 Truck Corner: Many Ways to Secure a Tank**
Plan the connection between your vacuum tank and truck frame based on your typical working environment.
- Bob Carlson and Jerry Kirkpatrick



PRO
PORTABLE RESTROOM OPERATOR

Published monthly by

COLEpublishing

*Celebrating 30 years of publishing.
1979-2009*

COLE Publishing Inc.
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/quality or call 800-257-7222.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Kayla at kaylaw@colepublishing.com.

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 Phil. 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 8,475 copies per month. This figure includes both U.S. and International distribution.

© Copyright 2009, COLE Publishing Inc.

No part may be reproduced without permission of the publisher.



**2010 PUMPER & CLEANER
ENVIRONMENTAL
EXPO INTERNATIONAL**

Education Day: February 24, 2010
Exhibits Open: February 25-27, 2010
Kentucky Exposition Center
Louisville, Kentucky
www.pumpershow.com

COMING NEXT MONTH – APRIL 2009

- **New products and technology at the 2009 Pumper & Cleaner Expo**
- **Truck Corner:** PTO replacement tips
- **Think Tank:** Aiming for diversification

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



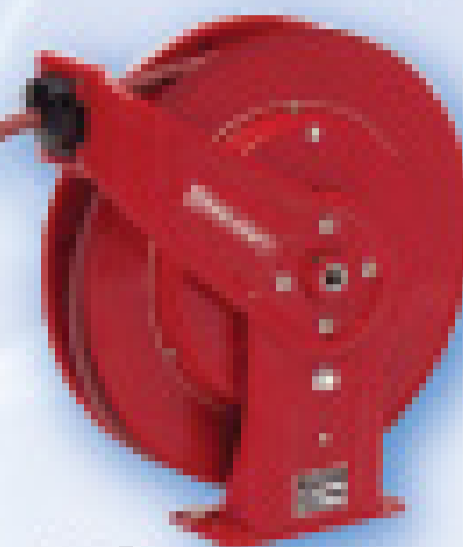
Sutorbilt Model 4MP



RIV Brass Valves



Masport Model HXL4V



Reelcraft 7850



Plastiflex Hi-Vac



Burks DC10, Shurflo 2088, Pumpteck 356

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, Pumpteck, Reelcraft, RIV and Plastiflex and you have all the tools needed to assure a smoothly operating service truck.

**ARMSTRONG
EQUIPMENT
INC.**

800-699-7557

11200 Greenstone Ave. • Santa Fe Springs, CA 90670
562-944-0404 • Fax: 562-944-3636
www.vacpump.com

ADVERTISERS

in this issue
March 2009

COMPANY PAGE

A

ABERNETHY
WELDING & REPAIR

Abernethy Welding & Repair23
AllGreen Manufacturing LLC ..25
Alpha Mobile Solutions.....26
Anchor Graphics Inc.26

**ARMSTRONG
EQUIPMENT
INC.**

Armstrong Equipment Inc.4
Asino25
Atlas Portable Sanitation26

B

Best Enterprises Inc.5

C

Century Paper & Chemical.....9

Comforts of Home
SERVICES INC.

Comforts of Home Services25

D

Deflation Pro27
Del Vel Chemical23
Dr. Shrink Inc.....23
DropBox Inc.9

E

EZTrakR.....9

G

Gamajet Cleaning Systems.....13
Green Way by PolyPortables32

H

Hampel Corp.....2
HaulerAgent Buying Group21

J

J & J Chemical Company.....21
J. C. Gury Company Inc.24

L

Liberty Financial Group Inc.12

COMPANY PAGE

M

Marketplace.....29
Deal Associates Inc.

Milton Foss.....26



Moro USA East Inc.24

N



NuConcepts12

P

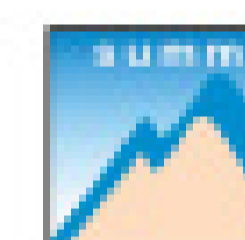


PolyJohn Enterprises11



PolyPortables Inc.16-17, 27

R



Ritam Technologies LP30

Ronco Plastics26

S

Screen Tech/Div. of Roeda.....4

T



Toico Industries21



TSF Company Inc.31

W

Walex24



Wells Cargo COG12

Classifieds.....29

DECALS

For Portable Toilets, Equipment & Vehicles
Low Cost • High Quality • Fast Service



10% Off
Your Custom Decal Order
WHEN YOU MENTION THIS AD



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

1.800.829.3021
www.screentech.com

ScreenTech
IMAGING
a division of Roeda Signs, Inc.

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

BEST ENTERPRISES, INC.



SOLD



SOLD



*It's all about
the Stainless
Steel!*



Slide-In Units available in many sizes including 400/200 & 300/110. We can customize your slide-in to meet your needs. Call us today or see us at the show.
1-800-288-2378



*Thank you to everyone that came by our booth at the Pumper Show.
It was good seeing new faces and old friends.
We hope you all have a great year!*

Gayle Humphries

Dan Marek

Best Enterprises, Inc.
3513 W. Mt. Springs Rd.

1-800-288-2378
PH: 501-988-1905

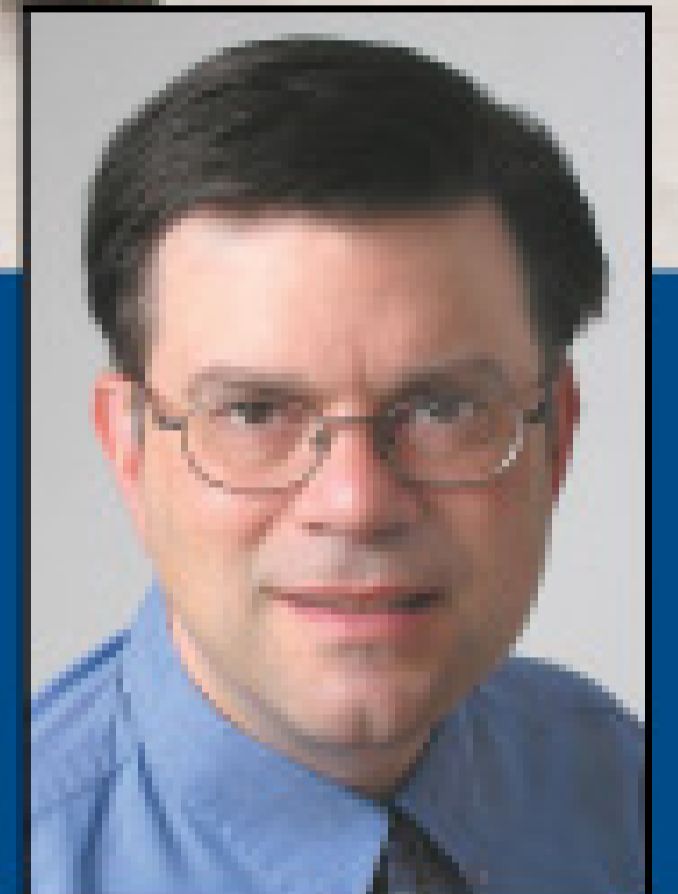
www.bestenterprises.net
Fax: 501-988-2880

Contact us: PRO strives to serve the portable restroom industry with interesting and helpful stories. We welcome your comments, questions and column suggestions and promise a prompt reply to all reader contacts. Call 800/257-7222; fax 715/546-3786; e-mail PRO editor Jim Kneiszel at editor@promonthly.com.

YES WE CAN!



A placement of restrooms in front of the U.S. Capitol from United Site Services. Note the plastic ties that kept units locked down until the inauguration. (Photo courtesy of United Site Services)



Inauguration focuses attention on the portable sanitation industry as PROs respond with trouble-free service

By Jim Kneiszel

The inauguration of President Barack Obama was a watershed moment for the portable sanitation industry. With the historic event promising millions of peo-

ple descending on the nation's capital on and around Jan. 20, media scrutiny turned toward portable restroom operators in an unprecedented way.

The *Wall Street Journal*, the *New York Times* and all the major network television news shows asked if there would be enough portable restrooms to serve the masses. Media pundits and government officials fretted about the amount of waste generated during inauguration week and how it would be disposed of safely. Service providers were called on time and again to explain the basics of portable sanitation for curious reporters.

The stakes for the industry couldn't have been higher.

If the *mother of all special events jobs* went smoothly, the working PROs would go a long way toward erasing negative connotations the public has about using portable restrooms. Users from across the nation repeatedly encountering fresh and clean restrooms would boost the reputation of an often-maligned product and service. Moving forward, fewer people would resort to industry-stifling "potty" humor or feel a familiar trepidation about using a portable restroom.

If the portable sanitation service

didn't go well, it would further entrench long-held negative perceptions many people have about swinging open a portable restroom door and walking inside. If users found unsanitary conditions and a foul odor, how many thousands of inaugural visitors would refuse to use portable restrooms at the county fair or an outdoor concert when they returned home?

POSITIVE OUTCOME

The many service technicians who braved the crowds, challenging logistics and unpleasant weather to serve the inauguration were certainly laboring for all of us in the portable sanitation industry. It was up to the PROs in D.C. to put the industry's best foot forward.

And based on early returns, what was billed as the biggest single portable sanitation job ever in the U.S. went off without a hitch.

Negative reaction from event planners and government officials has been absent, and the same media that worried that the sky was falling has been mum following the inauguration. It seems that unlike President Obama and Supreme Court Chief Justice John Roberts, portable sanitation companies didn't botch their solemn oath to provide clean and efficient service as millions watched.



Workers unloaded trailer after trailer of units in a placement effort that took several days. A National Parks official was required to oversee the placement of each unit. (Photos courtesy of Don's Johns)



Crowds pack Washington D.C. for President Obama's inaugural address (left). Below, Don's Johns workers deliver some of the thousands of restrooms that lined the Mall.



It seems that unlike President Obama and Supreme Court Chief Justice John Roberts, portable sanitation companies didn't botch their solemn oath to provide clean and efficient service as millions watched.

Is the old adage, *no news is good news*, appropriate in this case? I think so, and so do the industry folks who helped plan the sanitation response for the inauguration. They say that while there were a few letters of complaint from users, the lack of negative news coverage shows their response to the historic event was probably handled about right.

"Because this went over as well as it did, the industry as a whole didn't get a black eye," said Millicent Carroll of the Portable Sanitation Association International. "If it would have gone the other way, it would have been horrible for the image perception of the industry. It would have gone back to the perception that all portable restrooms are dirty."

"In all of the post-inaugural reporting, there were no reports of deplorable conditions of restrooms," said Bob Barton, vice president of marketing for United Site Services. "There was a lot of media attention

before the event and none afterward ... I figure if we don't hear from a customer, we're doing a good job."

RESTROOMS AS FAR AS THE EYE COULD SEE

Depending on whom you talk to, the total number of restrooms and restroom trailer stalls was between 6,500 and 8,600 for the inauguration, which Carroll explained puts the inauguration second only to an event with the pope in Germany several years ago. The high-end number was based on United Site Services' estimates of total requests for proposals received prior to the inauguration.

Portable sanitation was coordinated by two companies, with help from subcontracting PROs up and down the East Coast. Chantilly, Va.-based Don's Johns provided the majority of restrooms, about 5,500, working with event planner C3 on behalf of the Presidential Inaugural Committee. Don's Johns worked

with about 10 contractors to place restrooms up and down the National Mall reflecting pool and many other locations. United Site Services had a contract with the Architect of the Capitol, placing about 2,300 restrooms along the inaugural parade route and at the Capitol building.

Restrooms and special event trailers from virtually all manufacturers were deployed to handle crowds Carroll said were estimated to reach 2.2 million for two days of events. Network news interviews with Don's Johns vice president Conrad Harrell featured products from Satellite Industries, Hampel Corp., NuConcepts, and Ameri-Can Engineering. Harrell said his company also used trailers from ACSI Inc. and Black Tie Manufacturing. United Site Services augmented its inventory with 375 new Satellite Maxim 3000 and 40 Satellite Liberty restrooms and pulled units from its local and New England divisions for the event.

Carroll said the contracts called for pro-



Though Don's Johns and United Site Services held the major inauguration sanitation contracts, several other PROs from the area contributed units. Visitors saw many company labels on the front of restrooms.





These are among the 1,000 handicap-accessible units ordered by event planners to make sure they adequately served people with disabilities and families.

viding one restroom for every 300 people at the inauguration, while the PSAI had recommended providing a unit for every 200 people. Considering post-event crowd estimates, Carroll said the actual number was probably close to the contracted ratio. One interesting stipulation in the contracts was ordering more ADA-compliant or handicap-accessible units than PSAI recommendations. While the association set the mark at 5 percent, about 20 percent of the Don's Johns order, or about 1,000 units, were handicap-accessible, a figure that surprised and impressed Carroll.

ADA UNITS EVERYWHERE

"They said, 'We have to take care of people with special needs and go over and beyond' what was needed. And they did it, which was fabulous," Carroll observed. With so many families attending the inauguration, she said the roomier units offered greater convenience.

Carroll said early indicators were that

National Parks officials and others in the decision-making process got started late on the planning and had little understanding of the logistics required to provide portable sanitation for a large crowd. She was particularly struck by one official who asked the companies to place all of their units on the Mall the night before the inaugural events, a process that eventually took numerous drivers — working overtime — several days to accomplish. Carroll said officials eventually somewhat yielded to the expertise of the PROs who'd been serving events on the Mall for many years.

Security constraints did cause some concern, as you might imagine. Barton said his company was required to supply two technicians for every service vehicle, and that at least one worker had to stay in the cab at all times. Truck movement was heavily restricted, and Harrell said a National Parks official had to oversee the placement of every portable restroom on the Mall property. That included the four rows of units placed along the massive reflecting pool at the Lincoln Memorial.

Harrell said delivery drivers could not turn around after placing units along the reflecting pool, and had to back out between narrow rows with long flatbed trailers in tow.



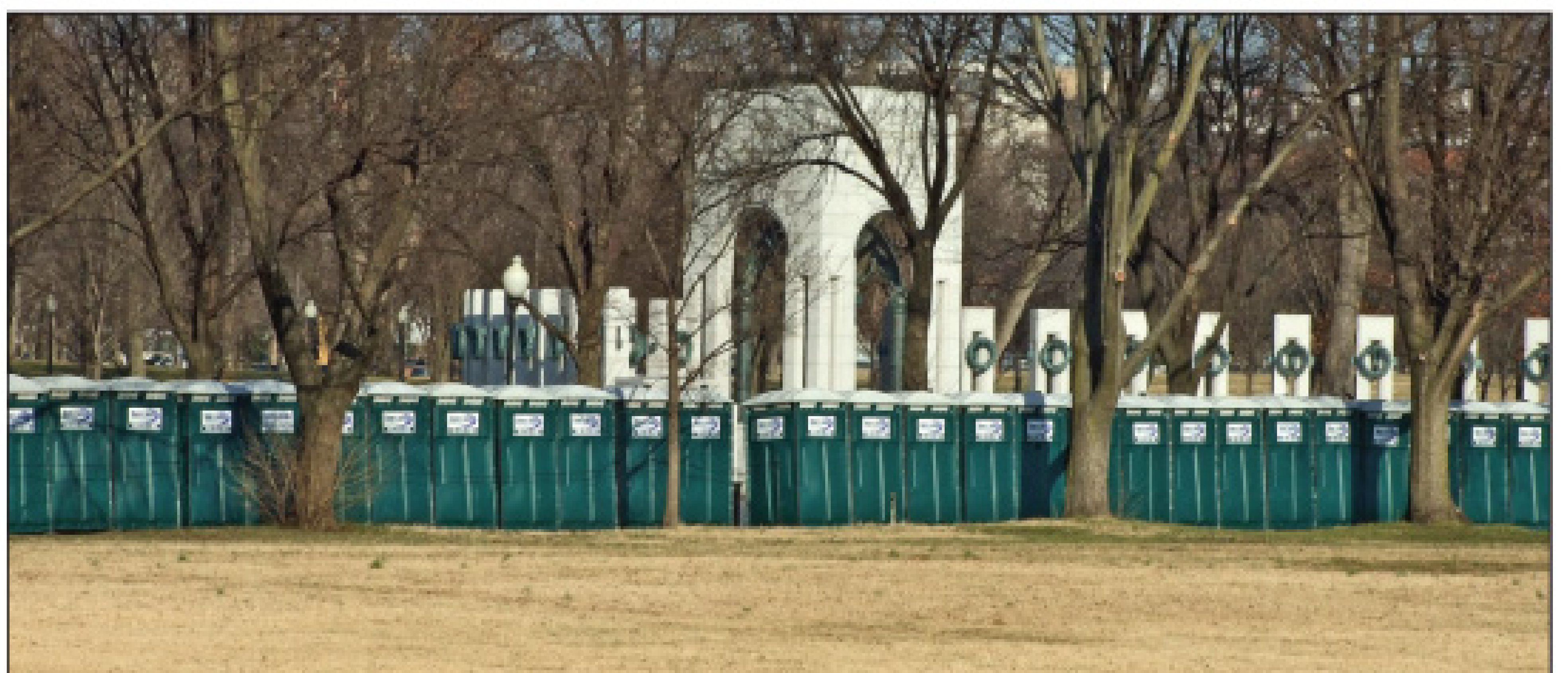
A Don's Johns worker adjusts a row of units before the big crowds arrived for the inauguration of President Obama.

Despite detailed placement instructions, Harrell said the long rows had to be moved slightly on two occasions. And 450 units placed near the Washington Monument had to be moved when the U.S. Secret Service decided to create an emergency helicopter landing area.

Despite questions about how much the restrooms would be used and predictions of traffic snarls when the restrooms were slated to be picked up, Harrell said the job was completed smoothly and faster than anticipated. He said the units were generally 20 to 25 percent full, and removing the units was complete several hours before anticipated departure.

"It was very well-organized," he said. "The crowd predictions were much more accurate than anyone anticipated. When we got done ahead of schedule and exceeded

A row of Don's Johns units is seen with the Washington Monument in the background. At right, units were placed in an orderly row among many monuments around the National Mall.





MORE INFO:

Advanced Containment Systems Inc.
800/927-2271
www.acsi-us.com

Ameri-Can Engineering
574/892-5151
www.ameri-can.com

Black Tie Manufacturing Inc.
877/253-353
www.blacktiemanufacturing.com

Hampel Corp.
262/255-4540
www.hampelcorp.com

NuConcepts
909/930-6244
www.nuconcepts.com

Satellite Industries Inc.
800/883-1123
www.satelliteindustries.com

Police officers patrol the National Mall on horseback in preparation for the inauguration.

expectations on the biggest job ever, that makes everybody happy."

In addition to crack service by the PROs involved, it's pretty clear that the ceremonial tone of the event itself contributed to the success of the sanitation service. Both Harrell and Barton said the relatively short duration of the biggest crowds, cold weather and the fact that no beer and little other refreshments were involved result-

ed in cleaner, lightly used restrooms. There was no vandalism to speak of, and despite the huge numbers of people, no arrests were made, according to media accounts.

A FINAL WORD

Perhaps with the blitz of media attention surrounding the inauguration, portable sanitation will no longer be an event-planning afterthought. Maybe this newfound awareness about the importance of portable sanitation will trickle down to the special event decision-makers in your hometown this summer. To borrow from President Obama, I have the "audacity of hope" that people everywhere will have an increased understanding of the critical public health role played by PROs. ■

EZTRAKR
Exclusive Portable Sanitation Software

One Touch:
Billing Service Schedules Order Entry Reports

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

Only EZTRAKR offers positive service validation

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

Looking for
Affordable Paper?
Producing quality paper since 1986.

Specializing in the Portable Toilet Industry.
• Small Core • 96 Roll • 1500 Sheet • Hand Towels

- ▶ 100% Recycled Paper
- ▶ Competitive Pricing
- ▶ Septic Safe
- ▶ Quantity Discounts
- ▶ Can ship 1 Case or Truck Load
- ▶ Price is Delivered

Century Paper & Chemicals

Manufacturers of most of our own products. Other products available. Please give us a call.

1-866-767-2737
Fax: 570-836-5897 • Email: centurypaper2000@aol.com

Sanitation Station
"Commercial Quality" Running Water Restroom - Paper-It

No out of pocket expense
Immediate revenue generation
New product to your rental fleet without a major investment

Three business model offers with the Sanitation Station are:

OPTION 1
• You buy it!
• You rent it!
• You pump it!

OPTION 2
• You have a six month minimum rental...
• We rent the unit to you at a discounted rental rate...
• You mark the unit up and re-rent it to your customer...
• You enjoy the revenue from pumping the unit...

OPTION 3
• You have a six month minimum rental...
• Call DropBox and we land the business for you...
• We rent the unit to your customer...
• You enjoy the revenue from pumping the unit...

DROP BOX

1.888.388.7768
www.dropboxinc.com



Take Charge of Your Inventory

Having the right amount of supplies on hand can make a difference in your company's bottom line

By Judy Kneiszel

Remember the day last summer when your portable sanitation company came dangerously close to running out of toilet paper? Or maybe that time you doubled your usual order on deodorizing chemicals to get a "deal" and then you couldn't walk through your warehouse without bumping into a 55-gallon drum?

Inventory control is a tricky challenge.

A LITTLE STOCK

Keeping a low inventory of supplies has advantages. You don't need much storage space and you can quickly and easily change products without having to "use up" a large quantity of something that no longer meets your needs.

Of course, you risk running out of stock if there's a hitch in the system. You have little room for negotiating with suppliers about price or delivery if you're in an emergency situation. Do you really want your drivers to have to stop at a convenience store to buy paper towels on the way to a jobsite?

To avoid situations where you end up buying emergency inventory at high prices (like paper towels from the convenience store) build a safety margin into basic inventory figures, even if your goal is to keep the amount of supplies in storage relatively low. To figure out the right safety margin for your business, try to think of all the outside factors that could

contribute to delays, such as suppliers who tend to be late, problems with goods being shipped from overseas, a large job that comes up with a short lead time, etc. If you've been in business for a while you should have a feel for delivery times and be able to calculate your safety margin.

A LOT OF STOCK

Too much inventory can be almost as expensive as too little. Excess inventory costs money in extra overhead and even debt service on

If a company does not pay close attention to purchasing, its cost of doing business can go up, because as operating expenses increase, profit margins shrink. The choice then is to either accept lower profits or raise prices, and neither of these is appealing.

loans if money was borrowed to purchase the inventory. Buying excess inventory also reduces the liquidity of your business.

Keeping lots of supplies in stock increases your storage and insurance costs. You may save money buying in bulk, but more of your capital is tied up. You have the security of knowing you'll never run out of something, but if you find a product you like better or one that costs less, you have to use up the old supply first, and that could take months.

Having a huge inventory might suit your company if business fluctuates a lot, making it difficult to predict how much stock you need and when. It may also make sense if you can store plenty of stock cheaply, and the products you buy are unlikely to change much in price or quality.

KEEP IT UNDER CONTROL

If a company does not pay close attention to purchasing, its cost of doing business can go up, because as operating expenses increase, profit margins shrink. The choice then is to either accept lower profits or raise prices, and neither of these is appealing.

Controlling costs can help a company keep prices at competitive levels and maintain a desirable profit.

To keep costs under control, large businesses often have highly streamlined purchasing systems utilizing specialized computer software for both inventorying product and ordering. Small business may rely on a paper checklist and a clipboard, or simply the memory of the owner, as several PROs revealed in this month's "Think Tank" column. Is your system as effective as it could be?

WHO'S JOB IS IT ANYWAY?

There is more to purchasing than just placing orders, and large company or small, it helps to have one person delegated to the task. Otherwise, multiple orders could be placed unnecessarily or everyone could assume someone else ordered, when, in fact, no one did. Even if it's only a small portion of their job duties, appoint one person in the company (or appoint yourself) as "purchasing manager" and let everyone know that any requisitions must go through that person. All inquiries from current or potential vendors should be directed to the purchasing manager.

Your designated purchasing manager should keep track of inventory and be informed of any changes in supply needs. He or she should also regularly take the time to contact a number of suppliers and compare prices and delivery options. This can be done by talking with suppliers at tradeshow like the Pumper & Cleaner Environmental Expo, by contacting suppliers directly, or checking out their Web sites. Trade publications like *PRO* are good sources of information. Your purchasing manager may want to look into joining a buying group to benefit from the purchasing power of a large group.

A good purchasing manager will ask vendors if they offer discounts for buying in volume or for paying the entire invoice within a specified amount of time. Your company might get a significant discount for buying all supplies from the same vendor. But keep in contact with other vendors too, so if the primary supplier fails to ship your order on time or has to suspend operation because of a natural disaster, there is another vendor waiting in the wings ready to fill the order.

In these turbulent economic times, when every dollar gained or lost is crucial, looking at how your business handles purchasing and inventory can mean the difference between profit and loss. And by taking control of your inventory, you'll never be caught without a "square to spare" again. ■

You Built It... ...You Name It!

YOU TALKED...WE LISTENED

Four years of your feedback inspired the design of our new portable restroom unit. So, we'll ask you for your input again...

What should we name it?

Visit www.polyjohn.com

to submit a name for our *new* portable restroom unit.

If your idea is selected

...you win one!



New from PolyJohn

- Durable
- Stylish
- Roomy
- Easy to Maintain
- Affordable

Innovative Products ~ Knowledgeable People



there when you need us
www.polyjohn.com
800.292.1305

\$379 PolyJohn's NEW Portable Restroom Unit*

KNOCKOUT PUMPER SHOW SPECIAL

If you did not make it to Louisville, you can still take advantage of our special offer on our newest product!

*Price does not include assembly, freight, or applicable taxes. F.O.B. Whiting, IN

Offer expires 4/30/09

800-292-1305 • polyjohn.com



Comfort Elite Restrooms

**Bright Ideas ...
for a Challenging Economy**



20' Unit with Hydraulic Lowering System
Features 10 private unisex restrooms and external hand washing station. "Self-Pumping" up to 300 yards.



Wells Cargo COG
Revolutionary products for a changing world

Phone: (888) 574-4222
Web: www.wellscargoCOG.com

NUCONCEPTS

MANUFACTURER OF QUALITY PORTABLE RESTROOMS AND SINKS



Thank you for visiting us in Louisville

Dual VIP Restroom Trailer

From \$9,841

Ideal for:

- Weddings / Parties
- Sporting Events
- Food Festivals
- Community Events
- Restroom Remodeling
- Movie Production

Features:

- Solar Powered
- Self-contained
- Flushing, china toilet
- Enclosed sink
- Power Converter (option)
- Air-conditioning (option)
- Interior Heater (option)
- Sink Water Heater (option)



1737 S. VINEYARD AVENUE • ONTARIO, CA 91761
PHONE 909-930-6244 • TOLL FREE 800-334-1065 • FAX 909-930-6237
WWW.NUCONCEPTS.COM

Flexible and Affordable Financing Options



Thank you for visiting with us

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

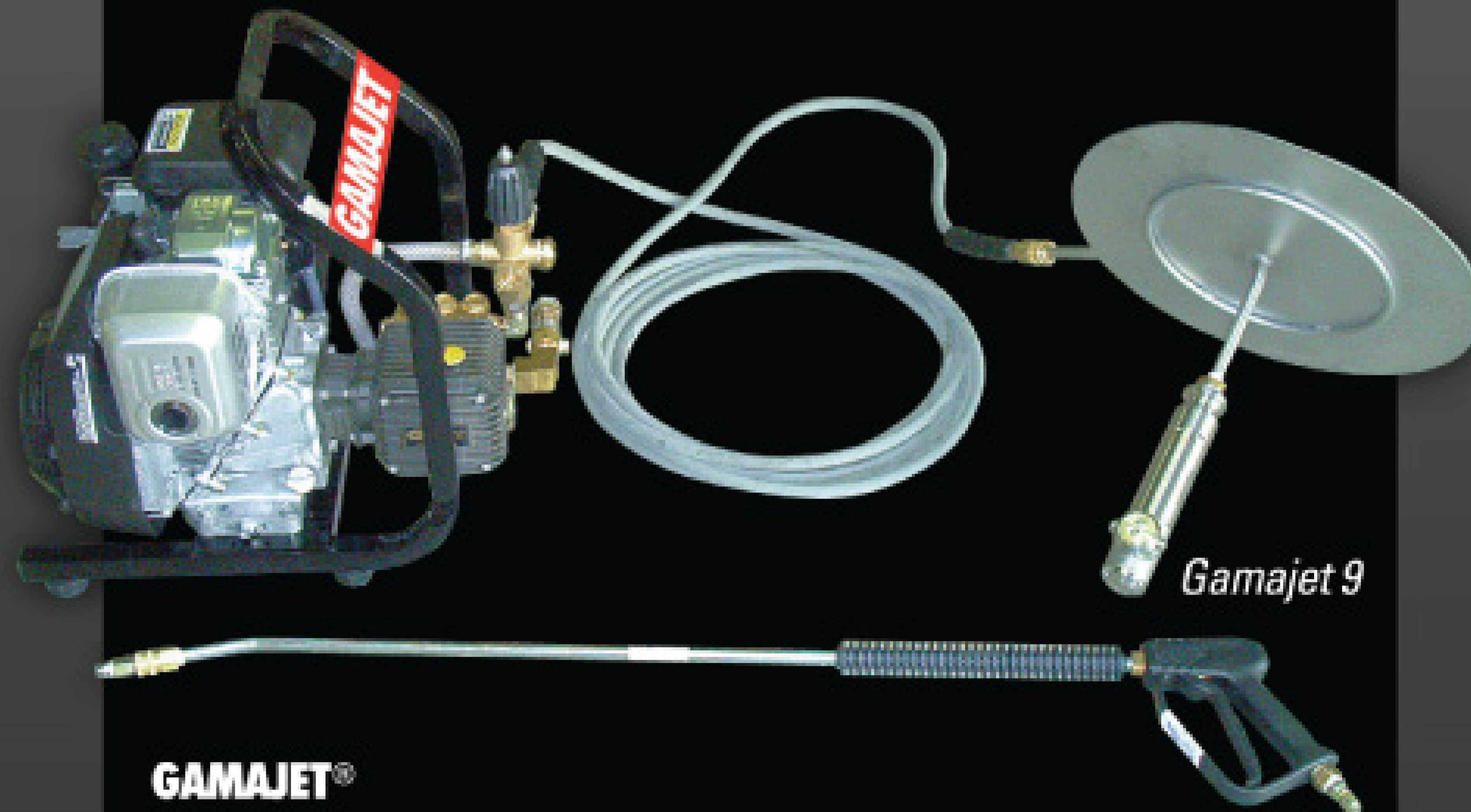
Call Michael DeGroat (ext 12)

Commercial Equipment Financing Call 800-422-1844

Portable Restroom Cleaning System

GAMAJET®

- Hands-Free Cleaning
- No Manual Scrubbing
- Gas Powered System
- Cleans the Entire Unit
- Satisfaction Guaranteed



GAMAJET®

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

Gamajet.com • email: sales@gamajet.com

1-877-GAMAJET

WINDSHIELD TIME

with *Charlotte Ison*



Members of the B & C team (front) include owner Charlotte Ison and her grandson Tyler Smith. In the back are (from left) daughter-in-law Ronna Smith, grandson Coby Smith and son Brian Smith. (Photos courtesy B & C Portable Toilets)

Serving the sparsely populated Texas Panhandle, B & C Portable Toilets' drivers endure long, lonely drives, violent summer storms and dangerous oil-field work sites

By Betty Dageforde

EXPLORE FIVE CHALLENGES that affect CHARLOTTE'S PORTABLE SANITATION BUSINESS:

SEVERE WEATHER

The Texas Panhandle is in an area known as Tornado Alley. "The winds blow every day in Pampa," says Ison. The company lost a dozen restrooms last year. On one occasion, Ison and her grandson, Coby, delivered two brand new units to an oil and gas field near Sweetwater, Okla., when a tornado struck the town. They survived the heavy rain and wind, but watched helplessly as the units imploded from the impact.

"It was like watching a candle melt," says Ison. The company constantly emphasizes the importance of tying everything down, but in heavy winds that's not always effective. Several tied-down units were recently sent crashing to the bottom of a mesa when a tornado hit. Ison is adamant that all vehicles have working AM/FM radios so employees will be alerted to weather warnings wherever they are. She also insists air conditioners and heaters be working.

The population of Pampa, Texas, is only 18,000, but that makes it the second-largest town in the Texas Panhandle. This sparsely populated area is oil country.

Charlotte Ison, owner of B & C Portable Toilets LLC, says the company does some interesting special events — election day at The Little Red Schoolhouse, fiddle playing at the Woody Guthrie Museum, Judge Cook's Cow Calling, a "Blessing of the Land" ceremony. "But at the end of the day," she says, "it's the oil and gas producers and servicing companies that keep us going — and they're running us ragged."

B & C began in 2001 when Ison bought an existing company from its retiring owner. It's a family business. Ison handles finance and accounting, her son Brian Smith is operations manager, and his wife, Ronna, is the Internet technician and does electronic data invoicing. Their son Coby, a high school senior on the football team, works around his school and sports schedule. Son Tyler, 12, started in the business as an infant, riding along with his dad in the truck.

The kids are familiar with every county and farm-to-market road in the Panhandle and understand every aspect of the company, from cleaning units to working the 1999 Freightliner service truck with its 2,200-gallon Ibex Industries Inc. stainless steel tank.

The company's 500 blue Satellite Industries Inc. units (mostly Tufways), and all vehicles are stored at their two-acre facility. Portable restroom rentals are 60 percent of their business. They also do septic tank and grease trap cleanouts, and have a fleet of specialty vehicles including backhoes, dump trucks, trenchers, and tractors. The company builds its own service vehicles with tanks from Best Enterprises Inc.

They work within a 180-mile radius of Pampa, across the Texas and Oklahoma panhandles, most of it fairly desolate territory. Employees often drive one or two hours to get to service locations.



B & C Portable Toilets services oil and gas producers in the Texas Panhandle.

FOSTERING TEAM SPIRIT

The four service techs and five drivers go out alone on their routes and are usually gone all day. Although they're isolated, the company works hard to make sure everyone feels like they're part of the team. The staff gathers first thing each morning for a quick meeting where assignments are handed out. In addition, once a month, everyone meets at Ison's home where she serves up a bacon-and-egg breakfast. She calls it a "Breakfast Safety Meeting," but it's much more than that. "This helps the team members bond and it gives them a chance to just shoot the breeze with each other," she says. It's also a good time to talk about issues, concerns and policies so everyone's working from the same set of instructions.

To help with loneliness, techs and drivers are allowed to bring along an unusual companion — their dogs. "The women especially love it. They just feel more secure," says Ison.



SMALL TOWN SPIRIT

The company is community-oriented and always looking for ways to get involved. Summers, they hire high school students. "We like to help the teenagers," says Ison. "A lot of them want to earn money." B & C's logo appears on mini footballs thrown out as gifts at high school football games. The company name also appears on county maps that are handed out to visitors. The company occasionally donates portable restrooms for community or charitable events such as a free fishing day for kids.

B & C's relationship with its competitors is friendly and supportive. "They all have different strengths, so they send each other work and watch out for each other," says Ison. "There's more than enough work for all of us."

Michael Young uses a winch to pull a restroom up a hill after it was blown over by a tornado.



Take 5 is a feature in which one PRO or industry leader shares unique business challenges with the entire portable sanitation community. It's a chance for service providers to meet over the back fence — and across the country — to learn more about each other and promote industry excellence. If you know a PRO who would be an interesting subject for Take 5, send their contact information to editor@promonthly.com.

Michael Young and Terren Smith rescue a restroom that was blown off a drilling site by a tornado.



SAFETY PRECAUTIONS

Oil fields, rigs and refineries are hazardous locations subject to numerous mandated state and federal guidelines. To step foot onto these sites, B & C employees must suit up in fire-retardant coveralls, hardhats, safety glasses, and steel-toed boots — despite the sometimes brutal heat. "They have to do it so they won't get hurt and we won't get fired," says Ison. "If they (fail to wear appropriate gear), the company will call us."

Those boots are also useful in protecting employees from rattlesnakes that occasionally take up residence under the units.

Safety guidelines and policies are reviewed with the staff on a regular basis. "We tell them, 'Don't put your guard down. Make sure you're watching your tie-downs, your trailers, and your chemicals,'" says Ison. A recent fatality involving a competitor drilled home the message. A vehicle struck the driver when he tried to retrieve a unit that fell off a trailer onto the interstate.

DEALING WITH DISPOSAL

The expense, inconvenience, and time involved in waste disposal finally got to Brian Smith. The company was spending four hours a day driving the 10 miles to the Pampa treatment facility to empty their six service vehicles, each vehicle using close to three gallons of gas. This year he came up with a better plan. The company installed a metered disposal line at their yard, licensed by the city. It's a 2,000-gallon modified septic tank with a pipe connecting to the city sewer system. "It's helped us tremendously," says Smith. "I can dump 24 hours a day, seven days a week." It cost \$8,000 but with the savings in fuel, he expects it'll soon pay for itself. ■

MORE INFO:

Best Enterprises
800/288-2378
www.bestenterprises.net

Satellite Industries Inc.
800/883-1123
www.satelliteindustries.com

YOUR PROBLEM IS



Jim Pierce, Southeastern Division Manager

JUST ASK. IS THERE SOMETHING WE CAN DO FOR YOU?

We've always felt that our customer's problems were our problems, too. It was one of our founding principles. The people in the industry we serve, their integrity, and their zeal to provide good service mean a lot to us. That's why we've worked hand-in-hand with our customers for nearly 40 years; listening and helping them solve their problems.

So even though your restroom business may be going through some rough times right now, when things get better we believe that quality, integrity and service will have prevailed – in your business and in ours. Thanks for your loyalty and trust.



OUR PROBLEM, TOO

ONE TRUCK SHORT OF GOOD SERVICE

July 2005. Hurricane Dennis had just struck the Florida panhandle, and one of Jim's customers was moving his operation to the Pensacola area to set up for the Forest Service and FEMA. The customer's entire crew was on the panhandle, yet he was short one pump truck. The truck was in Atlanta.

Jim packed a bag, and took off with the truck toward the disaster area. He got as far as Montgomery, Alabama the first night. Due to the crush of evacuees, there were no hotels available so he slept in the truck cab. He arrived at the staging area the next day, and then spent a couple more nights in the truck, coordinating deliveries for his customer, and generally helping out any way he could.



VISIT WWW.POLYPORTABLES.COM TO SEE OUR COMPLETE LINE OF PRODUCTS AND SERVICES



POLY-STANDARD

The Poly-Standard has been the backbone of the PolyPortables line for almost 40 years. It's been tried and proven under every conceivable condition and it's still one of the best restroom values on the market. Many successful businesses have been built around the Poly-Standard unit.

VANTAGE

Looking for the best? The Vantage is a double-walled unit that is built like a fort, with smooth interior walls for easy cleaning. A wide doorway offers convenient entry and there are features that make the Vantage a real workhorse and a pleasure to handle. Check it out online at www.Polyportables.com

INTEGRA

The Integra features a high Keystone roof and wide entrance doorway. It has become our most popular restroom. Many structural parts are interchangeable between the Poly-Standard and Integra models thereby reducing parts inventories and enabling operators to keep their inventory active.

Visit www.Polyportables.com to see our complete line of:

- Portable toilets
- Special needs and VIP units
- Hand Wash stations
- Pumper and flatbed trucks
- Cleaners and deodorizers from Green Way Products
- Business and marketing tips

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.



Ken and Janna Taylor, owners of All About Comfort, don't own vacuum trucks, but rather rely on Provincial Hydroexcavation to empty their restroom trailers. (Photos by Troy Fleece)

Rolling Out PROFITS

Saskatchewan's Tayken Enterprises Ltd. leverages an event logistics firm to launch All About Comfort, offering only upscale trailer units

By Mary Shafer

Ken Taylor has come full circle from traveling the entertainment circuit as a road band's sound technician to selling electronic systems so he could stay home, to hitting the road again as co-owner of All About Comfort, a mobile restroom service that deals strictly in upscale executive trailers. Along the way, he built his technical and management skills while collecting a wide network of personal contacts that served as the foundation for his latest venture.

Making the most of an ability to see the big picture while keeping dozens of balls in the air as an event planner and producer, Taylor now consults as a logistics manager under the auspices of his business, Tayken Enterprises Ltd., located in Regina, Saskatchewan, Canada. His largest client is Craven Country Jamboree, one of Canada's largest country music festivals. Hosting 25,000 people each of four midsummer days, the seasonal event allows Taylor time to produce other events, as well.

"We never say no. We say yes and then figure out how to make it work. We're not really a rental company, we're an event service company. We're about getting things done."

Ken Taylor

Most of these events require some form of portable sanitation, so Taylor launched a division of Tayken — All About Comfort — to fill that need. This evolution is a study in planned niche specialization that Taylor believes will keep his companies flexible enough to ride out the winds of current economic volatility.

BUILDING ON STRENGTHS

Having volunteered as the Jamboree's planner and producer for several years, Taylor was hired as a paid general manager by the event's new owners in 2004. From there, he networked his way into similar projects, such as the Canadian Country Music Awards.

Taylor realized the Jamboree festival site was in a floodplain, so building permanent facilities was inadvisable. Yet he knew if the show was to maintain a good reputation, it needed to offer upgraded restroom facilities for performers and corporate sponsors. By 2006, he started researching the Internet, con-

cluding that executive restroom trailers were the way to go.

"Over many hours of research, I developed likes and dislikes about the different units. I talked a lot with Janna (Taylor, his wife and business partner) and we slowly developed what we thought would work best." The couple realized that to do it right, they'd have to become true PROs, a daunting idea at first.



MAKING THE LEAP

"How do you make the jump from event coordinator to restroom provider? Face it, we're in Saskatchewan. We're always a couple years behind the trend in any field, and we really had no idea where to even start," he recalls.

"Then he found the Pumper & Cleaner Expo online, and we realized there was this whole world of professionals out there doing this," interjects Janna Taylor. "I need to be able to see and touch things to make good decisions," so they decided to attend the Expo in Louisville in 2008. "It was so affordable to get on the show floor and to take courses. It was so important and valuable to be able to sit in all the classes and talk with people in the industry. We learned a lot about what works, what kinds of challenges to expect."

Ken Tayken agrees. "We got to do hands-on inspections and walk-throughs of the trailers. You could get inside and say, 'This isn't going to work and here's why.' To be able to talk with manufacturers and ask as many questions as we needed was just phenomenal."

DIVING IN

After a few days of intense study at the Expo, they ordered three Forest River trailers from Alpha Mobile Solutions. They chose a Denali model, with two doors on either side to allow walk-through service. The ladies' side has four stalls, two sinks and an L-shaped counter. The men's has three stalls and three urinals. They also purchased two smaller Century II models, with a single station on each side.

The Taylors chose All About Comfort as their business name not just for the pleasant connotation, but also because it would put them at the front of the phone book and in alphabetical Web listings. By May, the trailers were delivered and they were in business.

They created a brochure and Ken Taylor mailed it to a contact in the Saskatchewan Roughriders pro football organization. This colleague had been talking about getting a trailer for their upcoming Labor Day Classic, during which the team would host the archrival Winnipeg Blue Bombers from Manitoba. The Riders had decided to add temporary seating so they could sell more tickets. The team's search for restroom trailers made it onto the radio news, where the Taylors heard it.

They approached the Riders, who signed

Ken and Janna Taylor own two Denali and two smaller Century II model trailers, purchased in 2008 from Alpha Mobile Solutions.



a contract "right off the brochure picture," according to Janna Taylor. As game day drew near, "they hadn't actually phoned us to confirm it was a go, so we were panicking because we didn't have enough trailers," she recalls. "So we went out and bought another Denali before we were even through our first year."

MOMENTUM BUILDS

The reaction to the trailers was immediate and positive, and the company has yet to advertise. The visibility of the Riders contract allows the company to put brochure and business card holders on trailer countertops during each game of a 10-game home season. "We've got so many bookings we can't afford to advertise!" says Janna Taylor.

People come from across the province to see the Riders, so All About

Tayken Enterprises Inc./ All About Comfort

Regina, Saskatchewan, Canada

Owners: Ken and Janna Taylor

Year founded: 2004

Employees: 3

Specialties: Portable sanitation and special event consulting

Service area: 500 square miles of southern Saskatchewan

Web site: www.allaboutcomfort.ca

Saskatchewan,
Canada

Comfort gets calls asking if they'd come to Saskatoon and other outlying towns. "We're upfront in our quotes that transportation costs are built in, so the customers decide if it's worth it."

When such requests are made, says Ken Taylor, "We never say no. We say yes and then figure out how to make it work." Part of this can-do attitude stems from the fact that, as Taylor says, "We're not really a rental company, we're an event service company. We're about getting things done."

Special events are about 80 percent of their business, volume-wise. The company also services the Western Canadian Farm Progress Show and the Regina Exhibition (akin to a state fair in the U.S.) on an annual basis.



Ken Taylor was barely a year into the restroom business when he needed to add a fourth trailer to his fleet.

Mosaic Stadium



"We also allow dream time. Any time we're on a trip of more than half an hour, I get out my notebook and we throw out ideas to each other; what would we do, what are the opportunities and the dangers."

Janna Taylor



CHARTING A COURSE

For a lot of their events, the Taylors deal with another PRO in Regina that has about 300 portable units. "He's been a great friend and mentor," Ken Taylor says. "We didn't want to go into competition with him. He had the market served well, and for us it would have been a race to the bottom, price-wise. We wanted to go specifically with the higher end trailers because that's the kind of clientele we'd be serving."

"We do all the transport, cleaning and setup," explains Janna Taylor. "When we take the job, you know you don't need to worry. That part of your event is going to work the way it's supposed to. The water will run, the lights will operate, the units will flush and be clean."

The company adds little extras like hand lotions and baskets, a "pampered guest" kind of treatment, according to Ken Taylor. "People are happy and it leaves an impression."

"It's great to hear the comments people make," says Janna Taylor. "I expect women to get excited about them, but when the guys do, that's really something."

EXECUTING A BUSINESS PLAN

When they returned from the Pumper &



All About Comfort provides the transport, cleaning and setup. Pumping is provided by Provincial Hydroexcavation.

Cleaner Expo, Janna Taylor wrote a five-year business plan to get bank financing. She identified decisions the couple expects to run into, but believes it's also good to be flexible enough to go with opportunities as they come up. "For instance, when do we need to buy new units to accommodate opportunities to grow the business? We also allow dream time. Any time we're on a trip of more than half an hour, I get out my notebook and we throw out ideas to each other; what would we do, what are the opportunities and the dangers."

Her husband agrees. "A smart businessperson is always looking for what the market wants and how it could grow. We stepped out on a ledge in Kentucky and created what we thought was an optimistically aggressive projection, but now we see it wasn't that aggressive. We always need to reconsider our plans based on the way reality plays out."

Finding good support services is critical to Tayken's success

While Ken Taylor continues to consult on event logistics as well as running Tayken Enterprises Inc., Janna Taylor remains an auditor for the Saskatchewan provincial government's social services branch. She plans to move full time into the family business within 3-5 years. Meanwhile, she also helps with Tayken, and the couple work together in All About Comfort. He handles the bookings and logistics; she does the marketing and cleans the trailers with help from their 13-year-old daughter, Jadeyn.

The portable sanitation business operates out of a home office and in a space in back of Ken Taylor's office at the Craven Country Jamboree headquarters, where he serves as the logistics manager. "We're looking for a shop with indoor storage," he says. "It gets cold up here and we want to add life to our trailers."

The Taylors hire a good accountant to keep them on track with the emerging business.

"We're evolving the archaic paper style and we have an amazing accountant," says Janna Taylor, who recommends all PROs seek professional help with issues of finance. "Invest in one! They'll save you from making bad decisions and are very helpful and encouraging. We don't worry about the technical side of things because we know we have him, so we haven't had to get accounting software." "It's true," Ken Taylor says. "You're only as good as the people you surround yourself with."

One bit of luck has the Taylors surrounded with good local suppliers. Their trailer tanks are cleaned by Provincial Hydro, an area pumping contractor. "They've been awesome to us," says Janna Taylor. "They'll come out at 10 o'clock at night after the games when we need them."

For consumables, "Everything is basically here in town," Ken Taylor explains. "We have a great paper supplier who stocks all our janitorial supplies. I can call them in a heartbeat and ask for something, which is great because in the beginning we miscalculated usage and had to call a few times with emergency orders."

MORE INFO:

Alpha Mobile Solutions

877/789-1213

www.alphamobilesolutions.com

upscale and secure than portable sink units.

Provincial Occupational Health & Safety requires that a hand-washing unit accompany any portable restroom. "It presents a real opportunity for us," he says.

"I can also ask callers about their need for other services, and the trailers have served as a lead for Tayken Enterprises' logistics services. I'm going to start doing a bit more research. I think there are other areas we could pursue, such as emergency services like shower trailers for forest fire workers. We think our government will soon mandate handicapped units, so that's something we'll explore."

One thing is certain for Tayken and All About Comfort: There's no lack of forward-thinking ... and no moss will be growing under those trailer wheels. ■

MORE OPPORTUNITIES KNOCK

With this approach in mind, the Taylors are looking at hand-wash trailers, shopping different manufacturers. Ken Taylor wants to offer something more



BLAST IN THE NEW YEAR!

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 sanitizers, deodorizers and odor control products, engines, sink parts, cleaning supplies, and much much more.



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

Save Money with Paper Savings!

FREE
Local
Delivery



- No Delivery Fees
- Increased Productivity
- Consistent quality – Envision® from Georgia Pacific
- EPA Compliant

1.866.6KNOWTP
1.866.656.6987

www.hauleragent.com

J-DISKS

Instant Fragrance Power!



Biodegradable J-Disks contain concentrated fragrance oils that enhance and compliment our deodorizers. Our J-Disks are designed to give your units a powerful fragrance punch!



Call our customer service team for more details.

1-800-345-3303
www.jjchem.com



Too Extreme? Or About Time?

The National Safety Council proposes a blanket ban on cell phone use while driving



By Ted J. Rulseh

The National Safety Council has not only called on motorists to stop using cell phones and messaging devices while driving — it is urging businesses to enact policies prohibiting those practices, and asking governors and legislators in all 50 states and the District of Columbia to pass laws banning them.

In a January news release, NSC president and CEO Janet Froetscher observed, “Studies show that driving while talking on a cell phone is extremely dangerous and puts drivers at a four times greater risk of a crash. Driving drunk is also dangerous and against the law. When our friends have been drinking, we take the car keys away. It’s time to take the cell phone away.”

“Studies show that driving while talking on a cell phone is extremely dangerous and puts drivers at a four times greater risk of a crash. Driving drunk is also dangerous and against the law. When our friends have been drinking, we take the car keys away. It’s time to take the cell phone away.”

Janet Froetscher

It would be a mistake to underestimate the NSC’s credibility or effectiveness. The council led the adoption of the “Click It or Ticket” seatbelt campaign from a one-state pilot project to a 50-state program. “We believe the same kind of culture and behavior change must — and can — be achieved to stop cell phone use while driving,” Froetscher says.

ANOTHER DISTRACTION

The NSC puts cell phone usage in the larger category of distracted driving. The council observes that driver inattention is a leading cause of traffic crashes. The National Highway Traffic Safety Administration says driver inattention is responsible for about 80 percent of all collisions.

And cell phone use, hands-free or not, is a major source of distraction, the NSC argues. The council cites a study from the Harvard Center of Risk Analysis estimating that cell phone use while driving contributes to 6 percent of crashes, which equates to 636,000 crashes, 330,000 injuries, 12,000 serious injuries and 2,600 deaths each year.

The study also put the annual financial toll of cell phone-related crashes at \$43 billion.

Talking on a cell phone may be less distracting than some other activities people engage in while driving, but the use of cell phones and texting devices is much more pervasive, making it more dangerous overall, Froetscher states.

The NSC also points to studies from the University of Utah showing that hands-free devices do not make it safe to make cell phone calls while driving safe. “Another study demonstrates that talking to passengers, as opposed to talking on a cell phone, actually makes adult drivers

safer, because passengers help alert drivers to potential driving risks,” the news release says.

Froetscher adds, “When you’re on a call, even if both hands are on the wheel, your head is in the call, and not on your driving. Unlike the passenger sitting next to you, the person on the other end of the call is oblivious to your driving conditions. The passenger provides another pair of eyes on the road.”

BIG USE IN BUSINESS

The NSC acknowledges that a significant amount of vehicular cell phone use occurs on the job. “Many businesses have already acknowledged the injuries and costs associated with this behavior by adopting policies that ban cell phone use by employees on the roads,” the council states.

Among NSC member businesses that responded to a survey, 45 percent said they have company policies prohibiting on-road cell phone use. Of those, 85 percent said the policies make no difference in business productivity.

“Anyone with a busy job knows the temptation to multi-task and stay in touch with the office while driving,” Froetscher says. “Believe me, I’ve been there. I didn’t realize how much risk I was taking. Most people don’t. Employers understand how dangerous the behavior is and their potential liability. We are asking all businesses to join us by adopting policies banning calling and texting while driving on the job.”

Froetscher has sent letters to all governors and state legislative leaders encouraging them to adopt statewide bans. She acknowledged that achieving and enforcing bans in all states will be a challenge, but she said the NSC has successfully faced similar challenges in the past — including seatbelt enforcement.

‘THERE WILL BE A DAY ...’

“It may be hard for some people to imagine how certain laws, such as those concerning drunk driving, teen driving, seatbelt use and booster seats, can be enforced by observation alone,” Froetscher said. “Smart people in law enforcement get together to address such issues. They develop creative and successful measures to identify violators, such as high-visibility enforcement strategies.”

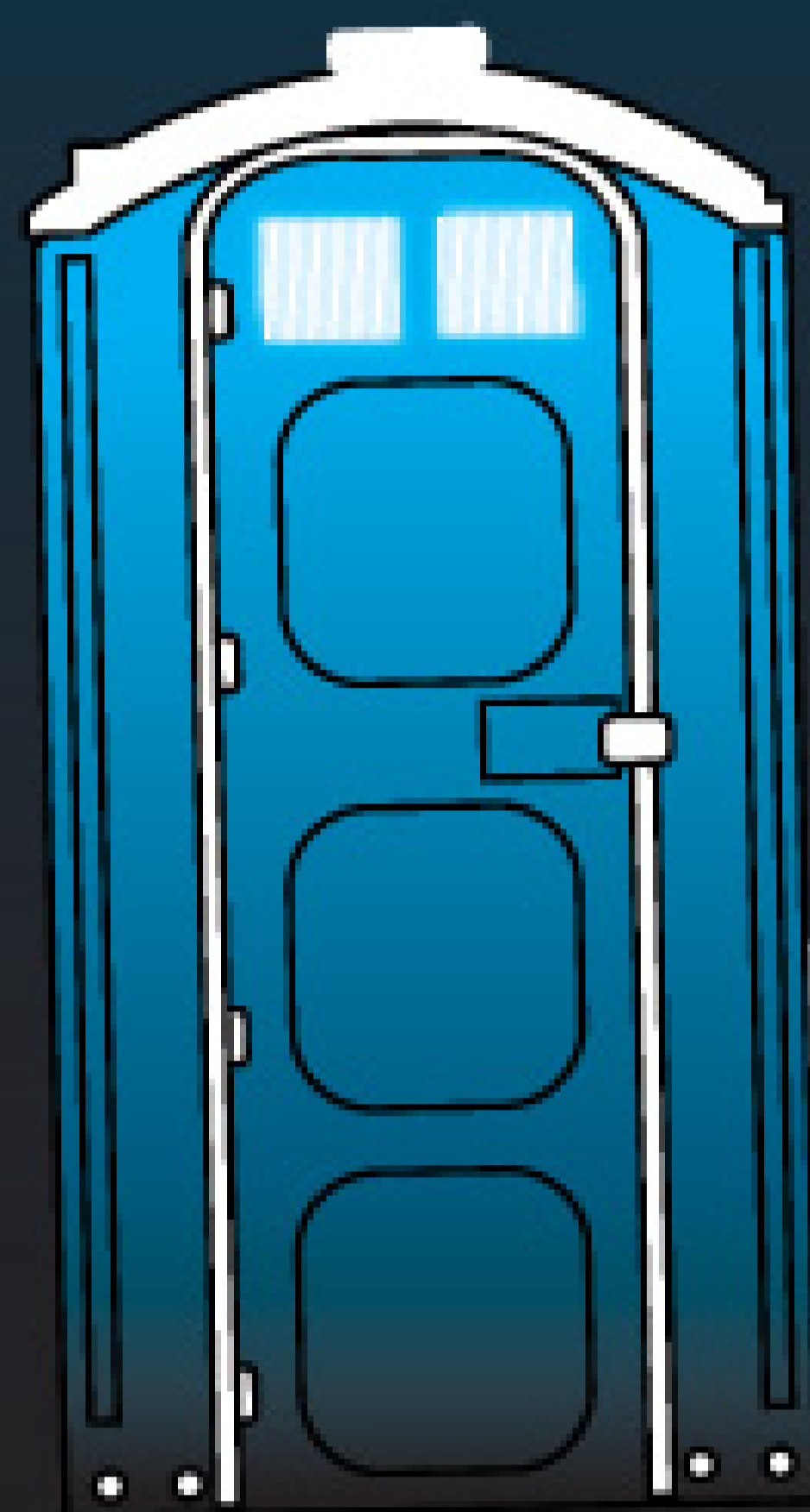
The NSC will take a three-fold approach to leading change: advocating legislation; educating the public and businesses about the risk of cell phone use while driving, and supplementing distracted driving content in its training of 1.5 million people annually in defensive driving.

“The change we are looking for, to stop cell phone use while driving, won’t happen overnight,” Froetscher says. “There will be a day, however, when we look back and wonder how we could have been so reckless with cell phones and texting devices.

For a fact sheet, data resources and other information concerning cell phone use while driving, visit the NSC website at www.nsc.org. ■

Introducing... 
MOONLite

exclusively from **Dr.Shrink⁺**



Solar Powered

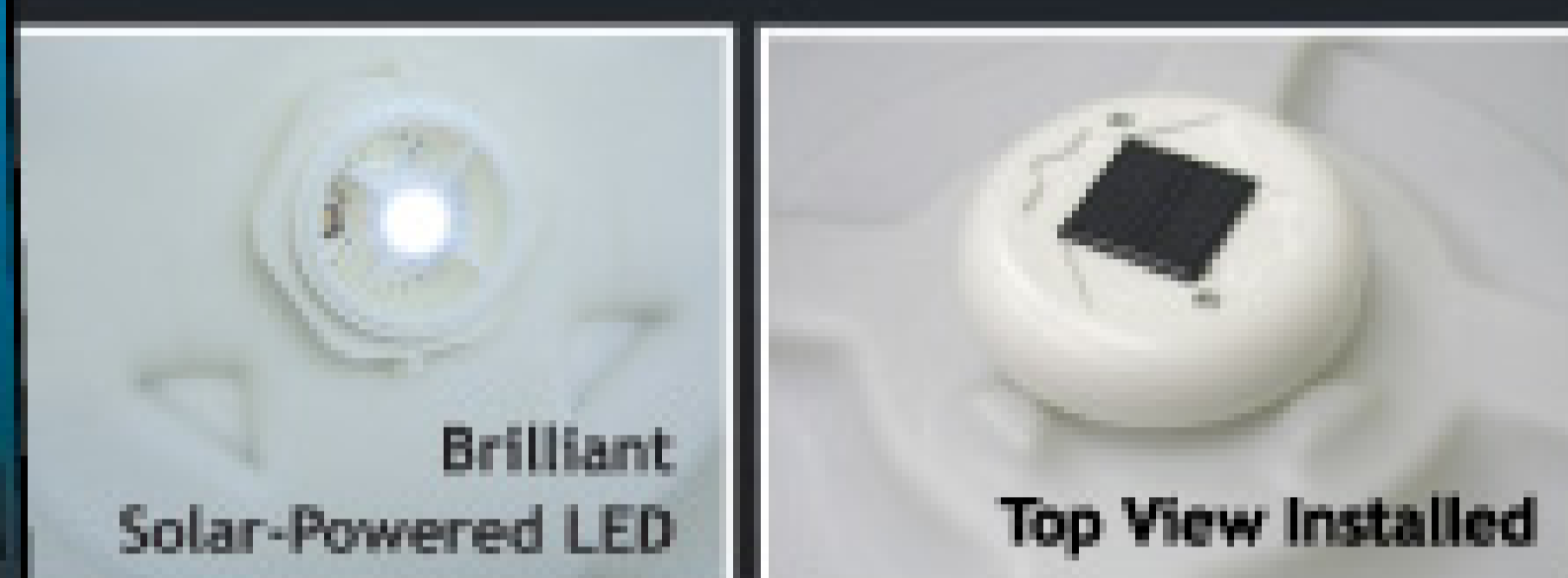
- LED lasts 4 days on one charge

Safety First

- See where you're going!

Easy to Install

- No wiring or maintenance



Safety. Security. Simplicity



Dr.Shrink⁺
 INTERNATIONAL SHRINKWRAP SUPPLIER

www.dr-shrink.com • drshrink@dr-shrink.com

Manistee, Michigan

Phone: (800) 968-5147

Local: (231) 723-2685



**Our All Natural Products EXCEED
 the Green Seal Standards to Better
 Protect Our Environment**

ONE STOP SHOPPING!

Offering a Complete Line of
 All Natural Portable Toilet & Septic Needs

- Complete Line of Paper Products**
Portable Toilet Chemicals including:
Eliminator Nano Emulsifier Deodorizer
Nev-R-Freeze—Portable Toilet Anti-Freeze
All Purpose Degreaser
Graffiti Remover
Hand Sanitizers
Urinal Blocks

Servicing the Industry with Pride Since 1994

250 Old Marlton Pike • Medford, New Jersey 08055
 800-699-9903 • Fax: 609-714-3030 • www.delvel.com



ABERNETHY

WELDING & REPAIR INC.

Call Bill Abernethy at **1.800.545.0324**

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

authorized distributor for:



NVE



Masport



2009 Peterbilt, auto trans, 26000 GVW, AC, 1500 gallon portable toilet service unit, HXL75V Masport pump. **IMMEDIATE DELIVERY!**



2009 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.**

• Ford • GM • International

2009 INTERNATIONAL 4400

2500 gal. tank, (1) 6-spd. trans. & (1) auto trans.

2-2009 KENWORTH T300

2500 gal. tank, auto trans., 260 hp

NEW PORTABLE TOILET UNITS:

2008 5500 CHEVROLET

1000 gal. 700 waste / 300 fresh, 2 Wheel Drive & 4 Wheel Drive available

3-2009 INTERNATIONAL 4300

1500 gal. portable toilet service units, auto trans.

2009 KENWORTH

1500 gal. portable toilet service unit, auto trans.

2-2008 PETERBILT

1500 gal. portable toilet service unit, auto trans.

WE WILL CUSTOM BUILD YOUR TANK UP TO 5000 GALLONS!

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

COMPLETE PARTS AND IN-HOUSE SERVICE

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

OVERNIGHT DELIVERY ON PARTS • SAME DAY SHIPMENT ON PUMPS

**SEVERAL GOOD, OLDER
 TRUCKS TO CHOOSE FROM:**

- **2006 International** - 2500 gal. tank, 65,000 miles, excellent condition
- **1998 Volvo** - 4000 gal. tank
- **1997 Volvo** - 3500 gal. tank
- **1995 Chevrolet** - 1800 gal. tank, gas, under CDL
- **1995 International** - 2500 gal. tank

PORTABLE TOILET UNITS:

- **2007 Chevrolet 5500** - 2-wheel drive. Call for prices. Ready to go!
- **2007 Chevrolet 5500** - 4-wheel drive. Call for prices. Ready to go!
- **1999 International 4700** - 1100/400 gal. tank, good condition
- **1999 Sterling** - 1500 gal.
- **1997 Ford F450** - 800 gal. tank
- **1994 UD** - 1200 gal. tank

MANY OTHER UNITS IN STOCK!

CALL FOR UPDATE

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

WE SPECIALIZE IN PORTABLE SANITATION AND SEPTIC PUMPING EQUIPMENT

www.abernethywelding.com

NEW! **EXODOR®**
PORTA-TAB™

Holding Tank & Waste Treatment Tablets



Rapid Dissolve & Self Mixing

Advanced Coating Technology for Easy Handling!

- **Eliminates Odors**
- **Easy to Use – Just Drop It In!**
- **Formaldehyde-free**
- **Biodegradable**
- **EVERBLUE™ Non-Staining Deep Blue Color**
- **Dissolves Quickly in Brine Solution**



Call 800.338.3155 or visit our website at www.walex.com.



Presenting The **NEW** Moro Vacuum Pumps From **MORO USA**

PM60A
233 cfm

PM70A
300 cfm

PM80
379 cfm



Thank you for visiting us in Louisville



Ask for a quality Moro pump from your truck builder, or call us for the dealer nearest you.

Pittsburgh, PA | 1-800-383-6304 | fax 412-269-4172
www.morouseast.com | morouseast@attglobal.net
 St. Louis, MO | 1-866-383-6304, 636.584.8844
 fax 636-583-2044 | www.morouseast.com | moro@charter.net

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!

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

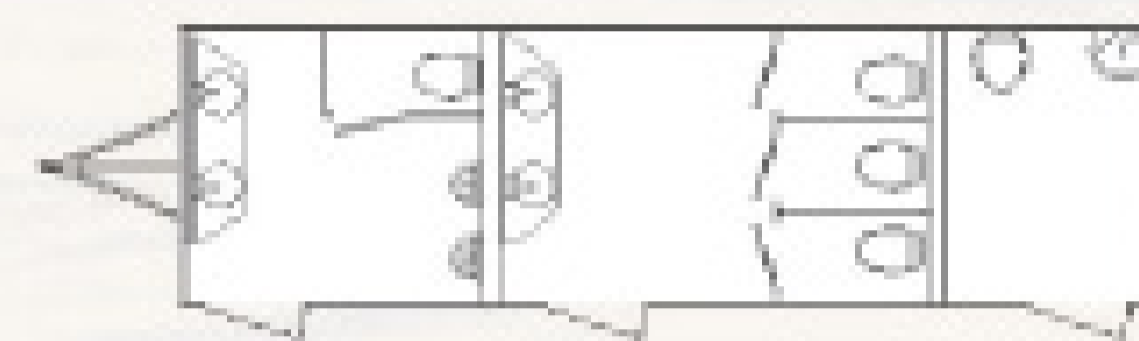
Comforts of Home Services, Inc.

LUXURY TRAILER SALES

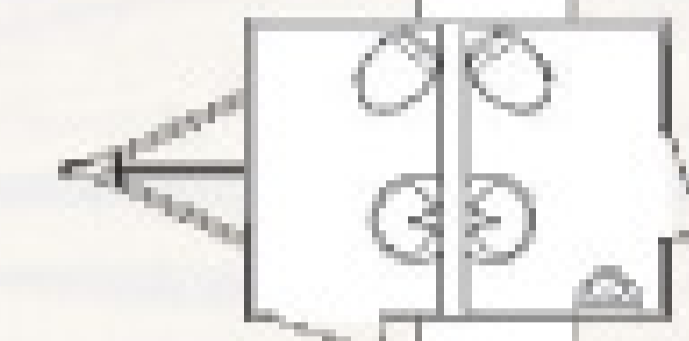
- Restroom & Shower Trailers, including 53' Semi Units
- Lowest Interior Floor Height in the Industry
- High Privacy Partitions are Standard for Added Comfort
- Unlimited Floor Plans from 8' to 53' Trailers
- ADA wheelchair accessible units.
- Rigid Steel Shell Construction from top to bottom to resist 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.



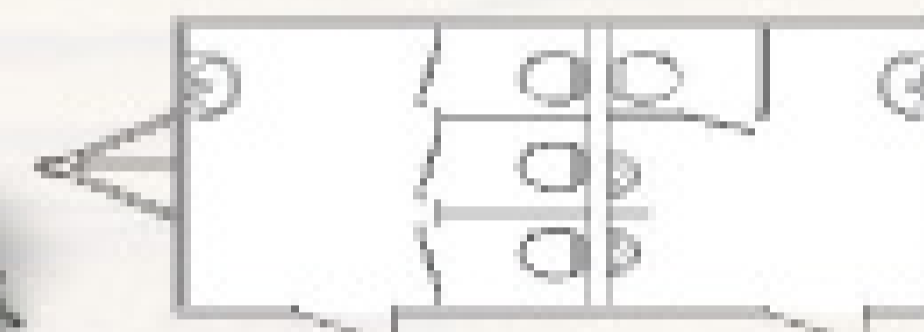
UNITS COME WITH A/C, HEAT, HD STEPS AND LARGE WASTE TANKS.



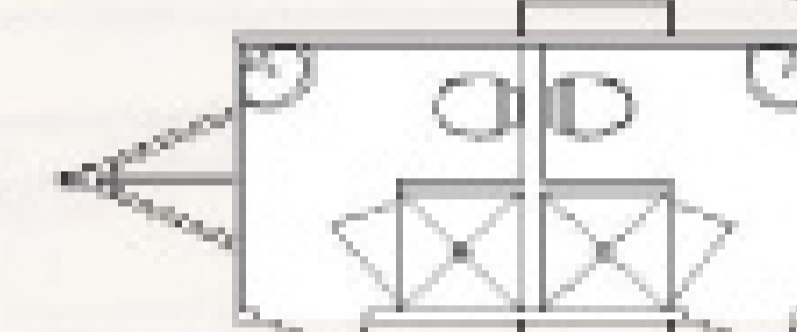
24' 7-Station ADA
w/AC & Heat - 750 gal waste



8' 2-Station
w/AC & Heat 300 gal waste



20' 6-Station
w/AC & Heat - 600 gal waste



12' 2-Station Combo
w/AC & Heat - 450 gal waste Includes Showers

See our website for more layouts and options.

CALL FOR MORE INFO AND ADDITIONAL OPTIONS
P: 877.382.2935 • EMAIL: INFO@COHSI.COM • WWW.COHSI.COM

Come In We're
OPEN
www.promonthly.com

ALLGREEN
MANUFACTURING L.L.C. American made portable sinks of the highest quality

Own a portable self contained hot water sink for your job site office trailer when water is not available.

OFFICE 401-434-1468
FAX 508-977-7889

Marc 401-477-2087
Steve 401-477-2241

ALLGREEN MANUFACTURING L.L.C. provides personal care and service with all the quality and assurance to meet today's industry standards. Twenty years in the portable restroom industry we have specialized 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, portable showers and fresh water systems in the industry.



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.

Specifications:

- > Water pump to fit any 5 gallon spring bottle.
- > 2-1/2 gallon 20 amp 110/120 volt factory pre-set @ (125° F) hot water heater.
- > Trapped drain connected to a 6 gallon grey water waste tank.
- > Soap Dispenser.
- > Cabinet Dimensions 30"x20"x36".
- > GFI Cord.

Paying too much for Toilet Paper?
We Can Help!

Minimum order one 40' Container
(Approximately 500 cases of small rolls or 1000 cases of Junior Jumbos)

Split Core Rolls | Special Diameter Cores | Special Sizes Available

ASINO, Inc.
1.800.295.1670 | email: asinodeva@yahoo.com

www.allgreenmanufacturing.com sales@allgreenmanufacturing.com

STANDARD FEATURES ON ALL TRAILERS

- * A/C and Heat
- * Stainless Steel Sinks
- * Solid Surface Counter tops
- * Porcelain Toilets & Urinals



\$90.00 DOWN
\$90.00 per MONTH
 for **90 DAYS**



www.alphamobilesolutions.com (877) 789-1213

* WITH QUALIFIED CREDIT / ASK ABOUT DETAILS

**Ritam Announces
 Expo Vacation Giveaway Winners**

Hope and Kevin Anthony of Discount Portable Toilets of North Carolina were winners of the 2008 Expo Vacation Giveaway from Ritam Technologies. The couple received seven nights lodging at the Mayan Palace, Cancun, Mexico.

PRODUCT NEWS

**Ritam Technologies Adds
 Bankcard Processing**

Integrated automatic bankcard processing has been added to the Summit Service Profit Builder and Summit Rendering Profit Builder programs from Ritam Technologies. Card payments are automatically added to bank accounts via secure Internet connection. The programs also capture approval codes and report declines. Other program updates include city and state instant lookup by postal code, consolidated reporting for multi-division companies, large and small work order diagrams, picture or document attachments, more flexible password controls, invoice number assignment tracking, additional sales reports and summaries, contract pricing option and more. For more information: 800/662-8471; www.ritam.com. ■

Pluto3 - Mobile urinal unit

Using the Pluto3 urinal saves you money while receiving compliments from event organizers!

Distributors Wanted!



www.atlas-psi.nl

TP Re-Roller Co.



Turns waste paper into profits!



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

TANKS

Holding And Fresh Water

Visit our websites
www.ronco-plastics.com • www.ronco-plastics.net

400 Sizes Available
 Wholesale Pricing Available
714-259-1385

DECALS • SIGNS • LABELS • & MORE!

We Specialize in Waste Management Labeling Solutions

- Service Records
- Logo Signs
- Lock out Tags
- Gender Signs
- NRC Records
- Service Call Forms
- Warning Decals
- Service Tags

All Printing & Signs Can be Customized at No Additional Charge



Anchor Graphics Labels & More

Tele: 972-422-4300 • 1-800-875-7859
 Fax: 972-422-4311 • www.anchorgraphics.com
 E-mail: info@anchorgraphics.com

NOW ONE VEHICLE DOES THE JOB OF TWO...

DELIVERY PLUS SERVICING



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.

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



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

Prices Going **Down** at **DeflationPRO!**

WE'LL BEAT
YOUR CURRENT
SUPPLIER PRICE
—GUARANTEED!

Using Another Type of Hand Sanitizer?

With us, you can save up to **50%!**

- Save Money on Refills
- Spend Less Time on Maintenance
- Superior Quality – 62% Alcohol

100%
Satisfaction
Guaranteed!

800ML Bag-in-Box Hand Sanitizer Refill

10 Cases: **\$32.99/case**

plus shipping

30 Cases: **\$30.99/case**

plus \$75 shipping to
Continental US

60 Cases: **\$28.99/case**

FREE shipping to
Continental US

Stock Up For Special Event Season

Order Today! 845-425-2870

www.DeflationPRO.com



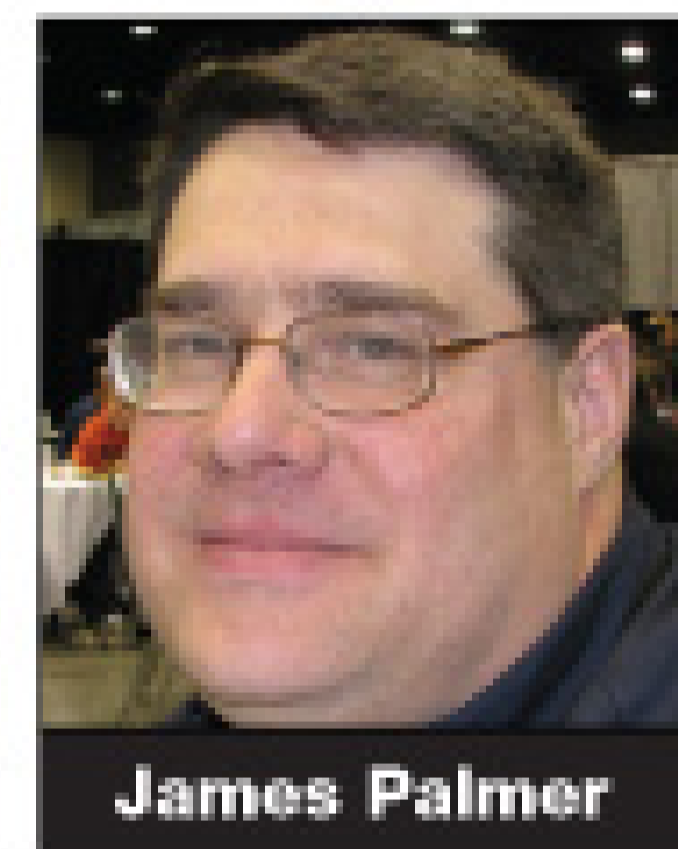
Taking Stock

When it comes to ordering consumable goods, some PROs have a sophisticated system, while others simply walk past the back room and have a peek

By Mary Shafer

The really big purchases — vehicles, heavy equipment, restrooms, expensive tools — happen sporadically for every PRO, but purchasing consumable supplies is an ongoing effort throughout the year. For smaller outfits, the process can be pretty informal: a peek around the corner at the pallet on the garage floor, or into the cabinet in the back room.

But for larger concerns, knowing what's on hand when and making sure it's there when it's needed can become complex enough to require some help from enterprise management software. And then there are the companies that fall somewhere in between the tiny mom-and-pop and the corporate buyer. Many companies have developed a system that works for them. We'll take a look at a few.

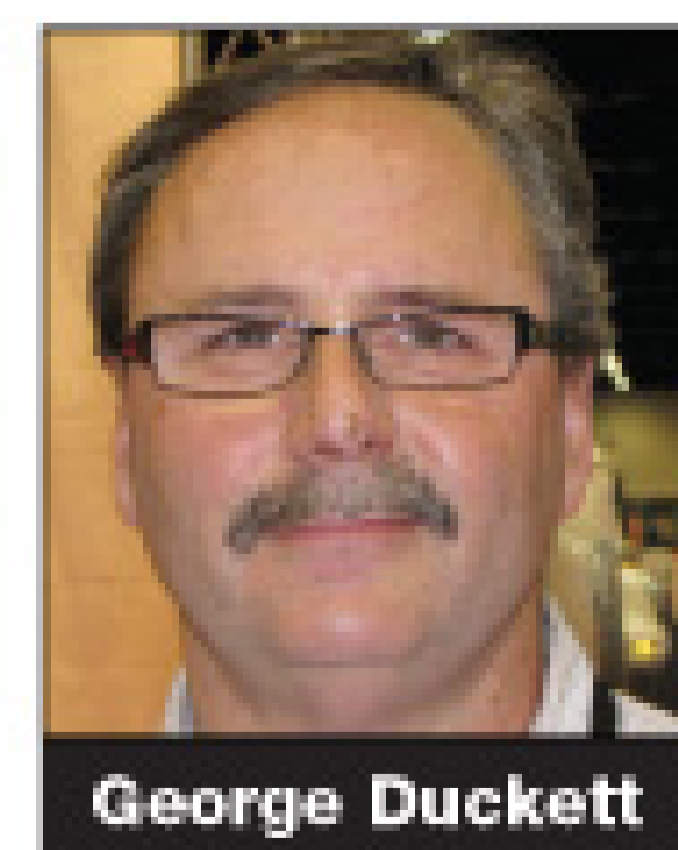


Name: James Palmer, owner
Company: Frantz & Russell Sanitary Service
Location: Jamestown, N.Y.
Employees: 6-7 seasonally
Years in Business: 23

"We usually order in bulk, a pallet (55 cases) of toilet paper at a time. We'll use a concentrated chemical where one 55-gallon drum will make three drums total. We don't use packets or anything as far as chemicals, nothing pre-mixed," says James Palmer, who operates his business in far southwestern New York State.

As for tracking this inventory, Palmer says his company doesn't use any formal system. "After 23 years in the business, you kind of just get a feel for what you're going to need and when. You keep an eye on everything ... we're big, but we're not that big." He stays educated on new products, mostly through word-of-mouth with colleagues and reading industry trade magazines.

"I've switched paper in the last year. Obviously, you shop for whoever has the best price relative to quality. The (Pumper & Cleaner Environmental Expo) is our biggest research trip of the year ... that's why we come. You always see stuff in the magazine, but it's another level to see it all here in person, in one place."



Name: George Duckett, operations manager
Company: Drop Zone Portable Services Inc.
Location: Joliet, Ill.
Employees: 15
Years in Business: 24

George Duckett oversees ordering for Drop Zone Portable Services Inc. The business performs physical inventory on supplies on either a daily or weekly basis, depending on the product. Ordering is done ahead, with

lead time again depending on the product, and everything is tracked in

an Excel database. Bathroom tissue is purchased by the trailer load.

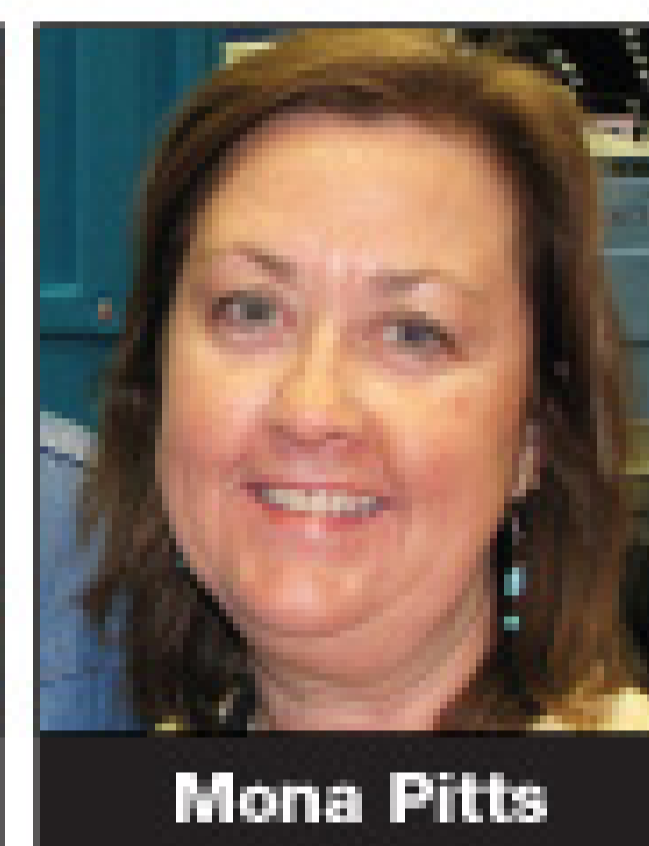
"We're always price shopping," he says, "and if a product changes so it doesn't suit us anymore, we'll change products."

"We're always price shopping, and if a product changes so it doesn't suit us anymore, we'll change products."

George Duckett



Charles Pitts

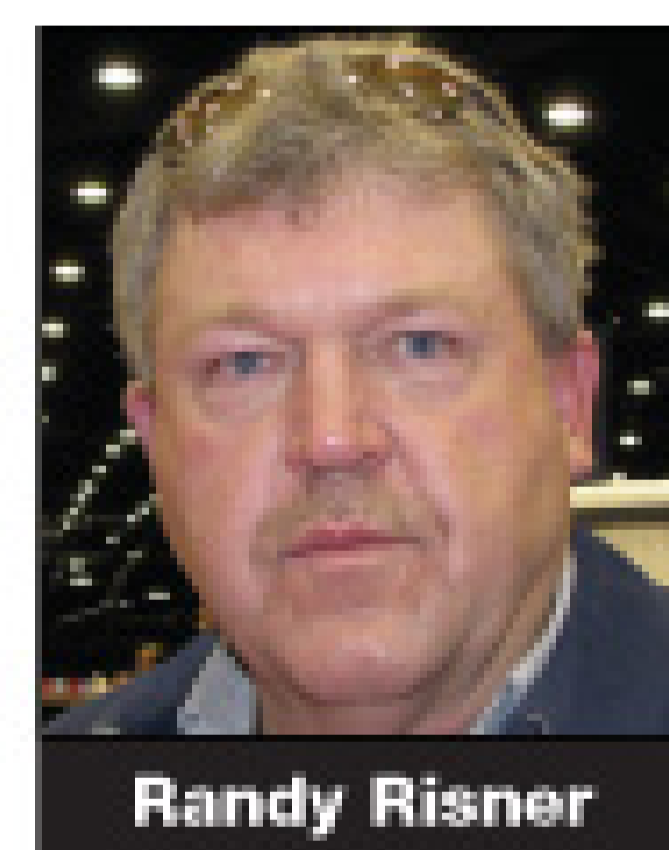


Mona Pitts

Name: Charles and Mona Pitts, owners
Company: Charles Pitts Portable Toilets
Location: Brownwood, Texas
Employees: 2
Years in Business: 25

"We order our supplies in bulk to save money," says Charles Pitts, who fields 200 units in central Texas. His wife and business partner, Mona Pitts, takes care of most of the ordering.

With 25 years in on the job, "we know how it runs," she says. "Plus we see our stock as we load our trucks up every week. So we just order ahead." In true mom-and-pop fashion, she doesn't use any type of written system, but keeps track of what's needed in her head.



Randy Risner

Name: Randy Risner, owner
Company: Arnold's Royal Flush Septic & Portable Restroom Service
Location: West Liberty, Ky.
Employees: 3
Years in Business: 29

"We stay on a 'buy-as-you-go' basis, keeping two months ahead on our supplies," reports Randy Risner of his portables company that serves primarily contractors, flea markets and government

maintenance sites in northeast Kentucky. He doesn't use a formal tracking system. "I walk right by the storage area every day, so I see it. I'm sure one of these days I'll think I have something that I don't. It's not a very professional way to do it, but it's easiest." Risner does have a back-up, though, in his effort to stay ahead of ordering needs. "My drivers keep up with it. They always have their trucks stocked for a week or two," he says, so he doesn't think he'll ever really get stuck.

PRO
PORTABLE RESTROOM OPERATOR
100% Portable Sanitation
FREE to Qualified Industry Professionals!
Subscribe online at www.promonthly.com or Phone 800-257-7222

- 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: Central Texas portable toilet business. Includes 2,500 units, 10 pump/route trucks, 6,000 gallon nurse tanker, 1 ACSI luxury restroom trailer. Great customer base. Email for more information: centraltexastoilets@gmail.com. (P4)

Portable toilet business Central AZ, 3 trucks, approximately 200 toilets, 2 handicaps, wash stations, 200 gal. tanks. Over 100 units in service. 928-684-5033. (P4)

FOR SALE: Septic and Portable Toilet Business located in White Mountains, Arizona. 150 toilets, 2 ADAs, 3 trucks. For more info, respond to: 11448 East Monte Ave., Mesa, AZ 85209. (PBM)

BUSINESS OPPORTUNITIES

Attention PolyJohn Owners: Receive a **free CD-Rom** of our products to use in your company marketing efforts. Ask your PolyJohn business coach in your area to send you this material today. 1-800-292-1305 Kell. (PBM)

MISCELLANEOUS

2004 WEE ENGINEER 27', 12-UNIT HAULER, either 12 standard units or 8 standards + 1 handicap. Excellent condition. \$5,500 OBO. 815-970-7253. (PT4)

PORTABLE HAND-WASH STATION

POLYPORTABLES SUPER TWIN HANDWASH STATIONS: 1 year old, used once. \$395 each. 715-896-0413 or 715-284-5979. (P5)

PORTABLE RESTROOMS

500 OLYMPIC FIBERGLASS UNITS FOR SALE. Units are older construction grade. Located in Albuquerque, New Mexico. \$100 each. Call 505-345-3965. (PT4)

35 USED PORTABLE TOILETS, \$175 each. Good condition. 10 used 250 gallon holding tanks, \$100 each. Call 888-463-7687. (PT4)

NEW PORTABLE RESTROOM, 2-station, fiberglass exterior, 204 gal. waste, metered faucets, waterless urinal. \$9,850. Rich Restrooms. 260-593-2279. www.richrestrooms.com. (P3)

100 GREEN POLYJOHN UNITS. Units are in excellent shape. Located in southeastern Michigan. We can provide transportaion. Call at 248-529-3159 or e-mail at info@portabletoiletsmichigan.com. (PT3)

PORTABLE RESTROOM TANKS

300 gallon, 225 waste/75 water, brand new, Battioni pump. \$5,500. 315-375-7867. (PBM)

Single or multiple compartment tanks. Choose mild, stainless, or galvanized steel. Capacities from 100 to 6000 gallons, any diameter. Parts and accessories to build your own and save money. 800-545-0174. www.tanksandpumps.com. (PBM)

CALL 1-800-994-7990
to advertise in
PRO Marketplace

PORTABLE RESTROOM TRAILERS

Trading two new 18' bathroom trailers for two new shower trailers. Serious inquiries only. 608-835-3459. (P3)

NEW AND USED SANDDOLLAR COMFORT LOOS restroom trailers for sale. 864-787-6989. (PT3)

2006 Wells Cargo Comfort Elite III. Light use, stored inside. \$19,750. 573-896-8665. (PT5)

Polyjohn 40' Event Trailer, newly remodeled with all new floors, walls and sinks. It has a family changing room. Asking \$35,000. 509-244-8404. (P4)

Quality built and reasonably priced restroom trailers. Our trailers have 2 stalls, 1 urinal, and a sink in a 6'W x 7'H x 12'L metal frame with white aluminum walls. All piping is concealed in the walls. They come with heater / AC, strong metal steps and mirror on a tandem axle frame. Price \$14,950. Call us @ 817-558-1923. (PT3)

New and used **RESTROOM TRAILERS** available immediately. 8 to 34 foot luxury trailers. Comforts of Home Services Inc. 877-382-2935. (PBM)

Restroom Trailer - Platinum Series: 30', new and used. Women's - 4 stalls, 2 sinks. Men's - 2 stalls, 3 urinals, 2 sinks. CCI/Brian Touey 805-896-3777. (PBM)

PORTABLE RESTROOM TRUCKS

1999 Freightliner w/automatic with a Keith Huber 1,000 waste, 500 water, toilet service unit. (Stock #4506V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

PORTABLE RESTROOM TRUCKS

1998 International 4700 cab and chassis with a Coleman 1,000 US gallon, 2-compartment (700/300 split) carbon steel portable restroom service unit. **Available!!!** (Stock #1327C) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1999 Ford F-450 Delivery Truck with lift gate. Needs some work. \$7,000. Call 317-440-1206. (T5)

2000 International Portable Toilet Truck: 750 gal. waste, 250 gal. freshwater, 5-spd, 7.3 diesel motor with 125,000 miles. Located in Maryland. \$11,000. Doug 410-310-5151. dougpierson@piersoninc.com. (PT3)

1994 International 4700 with a Keith Huber 1,500 carbon steel portable toilet service unit. (Stock #6499V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

1998 F-800 w/stainless 200/100, 5.9 Cummins w/Allison auto, 80,000 miles, holds 10 units. \$20,000 OBO. 334-319-1412. (PT4)

2000 Ford F-550 Pumper Truck, 700 waste, 300 fresh. Needs some work. \$10,000. Call 317-440-1206. (T5)

2004 4300 International, 25,500 GVW, DT466, Allison, A/C, airbrakes, 3-compartment aluminum tank (450/1400/250), M-10 Water-cooled pump, spot lights, 2 Burk water pumps for fill and spray down, restroom carrier. Pictures www.acoinc.com/classified. Located Phoenix, AZ. \$45,000. 208-362-3193. (P3)

1994 Ford with Coleman 700 waste, 300 water toilet service units. (Stock #6084V) **www.VacuumSalesInc.com, (888) VAC-UNIT (822-8648).** (PBM)

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

PORTABLE RESTROOM TRUCKS

LOOKING FOR a 2005 or newer portable restroom truck. All set ready to go or just chassis. Call 517-764-7888 or fax 517-764-7808. (P3)

POSITIONS AVAILABLE

REGIONAL MANAGER POSITION IN JACKSONVILLE, FL. Must have experience in industrial waterblasting and vacuuming. Call 423-892-8335; email resume to jobs@universalserviceinc.com. (PT3C4)

SEPTIC TRUCKS

2004 International Model 4300 series, 2000 gallon Progress tank serial #20980, diesel, AC, Stereo/CD, power steering, 36,000 miles, original owner, want to sell ASAP. \$55,000 OBO. 818-912-1220. (CPT13)

SLIDE-IN UNITS

750 gal. compact service unit, Honda 5.5 electric start, Masport 73 cfm vac/pres. pump Financing available. Call for details. \$11,500. 785-231-0834. (P4)

Best Enterprises (2005) Stainless Steel Slide-in Unit: 300/110, Honda engine, new Conde pump, electric start. Excellent condition. \$7,200. 217-224-1932. (PT3)

Slide-In Unit: 2001 Satellite MD400. 130/270. Runs good and ready to go to work. Call today! \$1,750. 1-877-295-6955. (P4)

New 500 gal. slide-in unit, 5.5 Honda electric start, 73 cfm Masport pump, vac/pres. Financing available. Call for details. \$6,850. 785-231-0834. (P4)

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



Many Ways to Secure a Tank

Plan the connection between your vacuum tank and truck frame based on your typical working environment

QUESTION: I'm in the market for a new truck. I've attended the Pumper & Cleaner Expo and it seems like everybody makes a good, solid truck. In looking underneath the tanks and studying how they are mounted to the truck frame, I've noticed everyone seems to do it differently. Is there such a thing as a best way to mount a vacuum tank to a truck chassis?

Raymond Helms
Gary, Ind.

ANSWER: Lots of people never look to see how tanks are mounted to trucks. So here's a pat on the back to you for noticing that manufacturers all have their own way of doing this. Rather than tell you which way is "best," let's talk about the various possibilities for tank mounting.

When it comes to setting the tank on the frame, there are three popular techniques:

1. **Some manufacturers mount the tank directly to the frame.** That is to say, the tank skid sits directly on the metal frame. There is nothing separating the tank and the truck.
2. **Some manufacturers use a hardened wood,** sometimes referred to generically as an apitong (the name derives from a variety of hardwood trees in Malaysia). This looks like the standard 2-by-4 board and lays on the frame with the 4-inch-side down. The theory is that it provides a degree of cushion between the frame and the tank when the truck is bouncing down rough roads. The downside of this technique is that, over time, the wood wears down and the tank becomes looser on the truck. This can lead to damage in many ways.
3. **Some manufacturers install reinforced rubber belting the full length of the skids.** Generally the rubber is up to an inch thick and has steel wire running through it to add durability. This rub-

ber belting gives the tank a softer ride and allows less twisting stress to transfer to the tank.

Setting the tank on the frame is one thing that needs to be considered. Now that we've seen the three ways to do that, let's look at how to secure the tank to the truck frame. Again there are basically three ways to do this.

1. **The four corners of the tank are hard-tied to the frame.** This means that clips from the tank are bolted directly to the frame. The downside of this technique is that all the stresses from driving down the road are transferred to the skids of the tank, then upward to the tank. The fatigue eventually causes cracks in the skids and shows major troubles are coming for the tank.
2. **Tie down the front end of the tank with springs and hard mount the tank in the rear.** This spring loading allows the tank to float near the front of the tank. The twists and bounces of a truck occur mostly in the midsection. This technique does a great job, for the most part, of holding everything together. Cracks are rare using this method.
3. **Some manufacturers spring load all four corners.** This is done primarily when the tank is going to be used in rough environments. Dirt roads on construction sites can be brutal on vacuum trucks. Spring loading all four corners allows little stress to transfer up to the tank. However, if you have a truck with this arrangement, you need to check the springs from time to time to make sure they still have life and are not fatiguing. Troubles can occur if the springs weaken.

All these combinations are used in the industry. Some manufacturers use rubber belting and hard mount all four corners. Others use wood apitongs and spring-load it in various ways.

There are times when bolsters are used to secure tanks to truck frames. Generally, bolsters are either large clips on the side of tanks or they are similar to skids, only they run perpendicular to the tank. They are then mounted using springs, or in some cases, they are hard-mounted to the frame. More often than not, springs are the way to go.

Seek out the opinions of other experienced truckers to find out which technique is best for your circumstances. Each tank should be mounted and tied down to suit the environment in which it will be operating. Some trucks never leave smooth roads, while others do nothing but live and bounce on bumpy, dirt roads. How the tank is mounted and tied down can ultimately determine the life of that tank and even have detrimental effects on the truck itself.

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. ■

SOFTWARE FOR THE INDUSTRY
Summit™ XP Rental Profit Builder™

- Automatic Billing
- Pro-Rations & Sales Tax
- Automatic Credit Card Processing
- Routing & Mapping
- Inventory Control
- QuickBooks® Link
- ...and much more!

Ask about our other software for:
-Service companies, such as:
Pumping, Drain Cleaning, etc.
-Sales contacts for sales personnel
-Employee incentive tracking
-Fleet maintenance & service tracking

NEW!

Thank You

Easiest to use!
...Over 25 years experience

Let us transfer the data from your old program!

DEMOS ON LINE! or call for a Demo DVD or personal guided tour

Ritam Technologies, LP
Sales: USA 800-662-8471 • Int'l: 208-629-4462
Email: info@ritam.com • Web: www.ritam.com



49 YEARS OF DEPENDABILITY

TUFF-JON



- Deep Basin, can easily wash your arm
- Rides inside portable Restroom for space saving transport
- Fully enclosed 20 gallon fresh water tank
- Foot Pump, Towel Dispenser & No Mess, No Waste Soap Container
- 2-12" wheels and built in handle for roll-a-round capabilities



INTRODUCING ...
**TJ Junior
Single Free
Standing Sink**



Tuff-Jon



Tuff-Jon III



60 Gallon Rinse Tank



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

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

— OPTIONAL ACCESSORIES —



7-1/2 Gallon Handwasher



Tuff-Jon with Lifting Bracket Assembly



90 Gallon Free-Standing Sink



Sky Heater



Sinks available for the Tuff-Jon III

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 / HOLDING TANKS / HAND WASH UNITS / ACCESSORIES

WHAT'S THE DIFFERENCE BETWEEN A BULLET AND A SLUG?



DriPax, THROW AND GO DEODORIZER. IT'S ALL ACTION!

Those bullets streaking down the highway can be your trucks when you use new DriPax throw and go deodorizer. No more messy liquids, no more awkward measurements, no half dissolved tablets and packets, no delays. Just pure deodorizing power in a 100% biodegradable portion controlled pack. DriPax is all action - no fillers. It's the difference between a bullet and a slug.

Aim to get your free samples now. Call (800) 241-7651.



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.

