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POTOMAC MOVES INVENTORY DOWN
THE TRACK TO SERVE CSX
MAINTENANCE CREWS
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TEXAS TWO-STEP

**B & S PORT-O-JONS' RECIPE FOR
SUCCESS: KEEP PROMISES AND
DELIVER THE GOODS**

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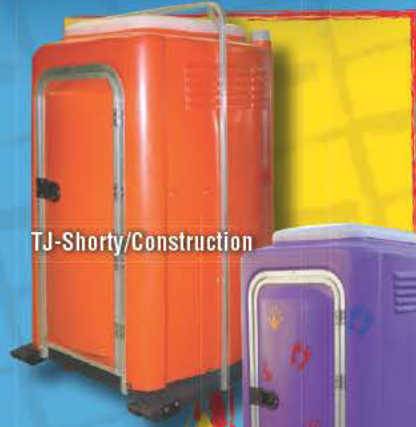


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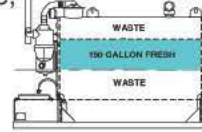


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Published monthly by

 COLE publishing

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

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

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Website: www.promonthly.com • Email: pro@promonthly.com

Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

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.

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CIRCULATION: 2011 circulation averaged 9,213 copies per month. This figure includes both U.S. and International distribution.

REPRINTS AND BACK ISSUES: Visit www.promonthly.com/reprints/order for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or email jeffl@colepublishing.com. To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email nicole@colepublishing.com.



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Take a guess at the location of these units, then send in your own photos of mystery restrooms taken in your neighborhood or somewhere in the world.

- Jim Kneiszel

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Today's fast-paced, technology-driven work world calls for gentle reminders about tried-and-true business etiquette.

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PROfile: Texas Two-Step

For the long-time portable sanitation experts at B & S Port-O-Jons, customer service is all about delivering the right products and following through on promises.

- Marian Bond

ON THE COVER : Clayton Smith's main business is providing portable sanitation service, but he's diversified B & S Port-O-Jons in Waco, Texas, into many areas the past decade to strengthen the company's position in the market. (Photo by Jose Yau)

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Where's That Restroom?

TAKE A GUESS AT THE LOCATION OF THESE UNITS, THEN SEND IN YOUR OWN PHOTOS OF MYSTERY RESTROOMS TAKEN IN YOUR NEIGHBORHOOD OR SOMEWHERE IN THE WORLD

By Jim Kneiszel

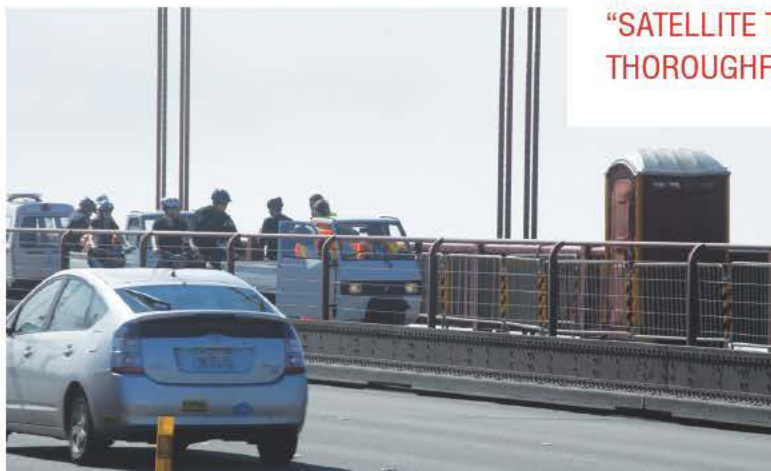
I can't help but notice portable restrooms everywhere I go. I often see rows of units placed in the shadows of Lambeau Field – a few miles from my house – where they are set up for fans at a Green Bay Packers game. I also snap photos of restrooms when I see them in far-flung locales while I'm on vacation.

Sometimes you'll see portable restrooms in the darndest spots, from up in the air on high-rise construction projects to lining the beaches of Florida during spring break. As these plastic boxes of convenience turn up more and more, you'll see them on television shows, in video games, and featured in films, like the latest *Jackass* movie, where a PolyJohn Enterprises unit was used in a bungee-jumping stunt.



How did they transport this PolyJohn unit to its resting spot suspended high "above the blue and windy seas?"

I CAN TELL YOU FROM EXPERIENCE THAT NOTHING MAKES A TEENAGE SON MORE PROUD OF HIS FATHER THAN HAVING DAD POINT AND YELL "SATELLITE TUFWAY!" AS THE FAMILY WALKS DOWN A CROWDED THOROUGHFARE.



With that in mind, we're launching a new lighthearted feature in *PRO*, and I hope you'll join me in the fun. This is the first installment of "Where in the World is This Restroom?"

WIN A PRIZE

I shot these restroom photos in the same city. If you are the first reader to identify the city and all three landmarks where the restrooms were found, you'll win a much-coveted collector's item, a genuine *PRO* T-shirt, sent directly to you from the prize vault at COLE Publishing.

The caption for each photo contains a clue to its location. You might determine the city where the photos were taken first, then follow clues you see in the photos to figure out the precise location where each of these units was placed. I am confident many of you have spent time at each of the spots where these units were dropped.

So what do you do when you have all the answers? Shoot me an email at editor@promonthly.com and tell me the city and three landmarks where the photos were taken. When I get a correct response, I will post it on my editor's blog at www.promonthly.com and name the winner.

I know this is a big challenge, and there can only be one winner. So, you might wonder, "Is there another way I can win one of those awesome T-shirts?" Yes, there is.

All you have to do is send in your own mystery restroom photos, which we'll feature in a future issue of *PRO*. Whether they're in your own hometown or found on an exotic vacation halfway around the world, we need your restroom photos to continue the contest. If we publish your photos and clues in the magazine, we'll send you a *PRO* T-shirt. Just like the contest answers, you can send photos to me at editor@promonthly.com.

ANOTHER RESTROOM GAME

When you pass a construction unit on the side of the highway, can you identify the manufacturer through a subtle thermoformed line in the colorful polyethylene side or door? Me too, and it's a skill that impresses the youngsters. I can tell you from experience that nothing makes a teenage son more proud of his father than having Dad point and yell "Satellite Tufway!" as the family walks down a crowded thoroughfare.



It's not the Big Apple, but it's located close to another big Apple. This 2.6-acre plaza used to support the North's troops during the Civil War and is surrounded by a lush landscape of fashionable shops, including Saks Fifth Avenue, Tiffany & Co. and Barney's.

Well, the kids may tell you they like to peel off and walk on the other side of the road when I start identifying portable restrooms. But I know deep down they appreciate that this is one of the unusual skills their parent has that helps put dinner on the table every night.

Keeping an eye out for restrooms turns every vacation into a busman's holiday. That comes with the territory of serving this great industry. The scrapbook of my vacation photos is sprinkled with shots of portable restrooms, and I bet yours is too. When you download photos from your next family vacation, please share some of the restroom shots with the rest of us.

BACK FROM THE EXPO

If you attended the 2012 Pumper & Cleaner Environmental Expo International, you've been back home for about a month and taking advantage of all you learned at Education Day seminars or on the exhibit floor. Like every year, exhibitors showcased many new products to make your work go more efficiently in the upcoming busy season.

The trouble with Expo information overload is that you might not recall all of the timesaving and service-enhancing products you saw at the Indiana Convention Center. Or, if you didn't attend the Expo this year, you don't know what you missed. Don't worry. We've got you covered.

We know how important it is to stay current with new trends and technology in the portable sanitation industry, so we'll recap the highlights of Expo new products in this issue of *PRO*. Turn inside to see the latest and greatest products introduced at the Expo.

We wore out a lot of shoe leather checking in with the exhibitors' booths and documenting the best the industry has to offer. Hopefully this review will reinforce the importance of the biggest trade show in the wastewater industry. If you attended this year, we hope to see you back next year. If you missed the Expo, we encourage you to join your industry colleagues in Indy next year. ■



After you park the Harley and utilize one of these Satellite Tufway restrooms, you might stop along the way to munch on a Dungeness crab or take an island cruise, but not to the kind of island where you'd enjoy an extended stay.

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Writer Judy Kneiszel has operated her own small business for 15 years 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.



Mind Your Manners

TODAY'S FAST-PACED, TECHNOLOGY-DRIVEN WORK WORLD CALLS FOR GENTLE REMINDERS ABOUT TRIED-AND-TRUE BUSINESS ETIQUETTE

By Judy Kneiszel

Etiquette is an intimidating word. It brings to mind a table set with a myriad of forks and shaky knowledge of what utensil gets used first. But in today's casual society, we don't need a thick book of rules to dictate proper behavior a la Emily Post. What we need is more along the lines of a new book I recently picked up titled, *Would It Kill You To Stop Doing That?*, which is more of a guide on how to avoid being rude than how far to extend your pinky finger when sipping tea.

GOOD FOR BUSINESS

In general, etiquette is about getting along with people and presenting yourself in a way that projects confidence that you know what you are doing. This is especially important in business. Treat people well and sales will

increase along with client and employee satisfaction. Treat people poorly and the result will be lost customers, unsympathetic suppliers and a negative work environment.

So, no, you don't have to go to finishing school to perfect your manners; but you should try to stop annoying those around you and start winning the hearts and minds of everyone you encounter through common courtesy. Here are some etiquette tips for conducting business in 2012:

THE BASICS

- ◆ It was true when you were a kid and will remain true throughout your career: Always say please and thank you. Always.
- ◆ It takes 15 seconds to make a good first impression, and the rest of your life to undo a bad one. Wear clothes that fit, are appropriate for the setting, clean and wrinkle free. And do something about your hair. Your age, the age of your business contacts and the acceptance of such things in your industry and market may determine how many of your tattoos you should cover and how many of your piercings you remove during work hours.
- ◆ Arrive for appointments on time. Not more than five minutes early, never late. Always on time.
- ◆ Unless you make your living as a pirate, you should not, under any circumstances, swear like a sailor during the workday.

GETTING TO KNOW YOU

- ◆ The first few words you speak to a business contact should include some form of gratitude. Example: "Thanks for calling Pete's Portables, how may I help you?" or: "Thank you for scheduling this appointment."
- ◆ Introduce the person of greatest authority or importance first. When a client is involved mention him or her first. A proper business introduction includes first and last names. If someone fails to introduce you, don't just carry on, but politely say, "My name is Bob Smith, I don't believe we've met."
- ◆ When meeting someone for the first time, use his or her name when shaking hands.
- ◆ If a person's name slips your mind, extend your hand and say your name when the person approaches you. Typically, the person will respond by saying his or her name. If they don't, it's OK to admit you can't remember by politely explaining that your mind went blank. It happens to everyone and is less awkward to admit upon meeting than after conversing for 20 minutes.

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- ◆ Respect other people's privacy. Don't eavesdrop, and if you can't help but overhear a bit of someone else's conversation, please don't comment on it.
- ◆ Don't have loud conversations, in person or by phone, in public spaces. It's annoying and you never know who could overhear the details of your business transactions.
- ◆ But don't whisper either. It's bad manners and it puts people with poor hearing in an uncomfortable position.
- ◆ When having a business conversation stand about three feet away from the other person. Any closer and you are invading their space. Any farther and you may not be able to hear each other.
- ◆ If a business associate or client left his fly open, has lipstick on her teeth or has a bug in her hair, take that person aside and advise them of the situation discretely so as not to embarrass them.

DO NOT USE OBNOXIOUS RING TONES ON YOUR CELL PHONE. THIS INCLUDES RAP SONGS WITH OFFENSIVE LYRICS AND THAT SINGING FISH SONG FROM THE MCDONALD'S COMMERCIAL.

TECHNOLOGY ETIQUETTE

- ◆ Do not use obnoxious ring tones on your cell phone. This includes rap songs with offensive lyrics and that singing fish song from the McDonald's commercial.
- ◆ Observe the hierarchy of communication. Do not answer a phone call with an email or a text, unless it is to say that you are tied up and will return the call as soon as possible.
- ◆ Return the call as soon as possible.
- ◆ If you put someone on speakerphone, tell them and specify everyone who is present and hearing the call.
- ◆ A smartphone or cellphone should not be used when you're within arm's length of another person. That means during meetings, lunches and other business events. You want the people you're with to feel they have your undivided attention. Constantly checking your BlackBerry gives the impression your mind is somewhere else.
- ◆ If you are out of the office, leave a voicemail message explaining you are out, when you will return and what should be done if a situation requires immediate attention. Set up your email to send an out-of-office reply if you won't be checking and responding to email on the road.
- ◆ Don't send confidential information via email. There is no such thing as private email.
- ◆ Don't send large attachments via email unless you know it's OK with the recipient.

- ◆ Turn your cellphone off or to vibrate in a meeting. Taking any call other than an emergency call while in a meeting is rude.

WHAT ANNOYS YOU?

Whether it's on the phone or in person, etiquette is all about peaceful, positive, productive interaction. Bad manners are annoying, negative time wasters. If there is something someone in your business world does that you consider bad etiquette, send me an email and let me know about it. By pointing out these infractions, maybe we can make the world a bit more civilized. ■

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Clayton Smith (left) and operations manager Ron Orso test the liftgate on a restroom delivery flatbed truck. (Photo by Jose Yau)

TEXAS TWO-STEP

FOR THE LONG-TIME PORTABLE SANITATION EXPERTS AT B & S PORT-O-JONS, CUSTOMER SERVICE IS ALL ABOUT DELIVERING THE RIGHT PRODUCTS AND FOLLOWING THROUGH ON PROMISES
BY MARIAN BOND

From a startup portable restroom company with 12 units in 1994, B & S Port-O-Jons in Waco, Texas, has grown beyond the dominant portable sanitation offerings and into septic and grease trap service, restroom cleaning, repair and distribution, and a delivery service for equipment, auto parts and pharmaceuticals.

The well-established portable sanitation and pumping part of the business generates more than \$1 million in revenue annually and represents 75 percent of the diversified company. Located on a 12-acre site with two 11,000-square-foot buildings, B & S has 20 employees. An additional 2-acre satellite yard in Austin provides restroom and pumping services.

A few years after the company's founding, owner Clayton Smith began looking to broaden the company's service offerings and concentrate more on the emerging market created by special events. The keyword for Smith when considering equipment or territory expansion is *flow*. "Making sure it flows within the business: where we could use existing property, existing employees," he says. "I see the most satisfaction when we have a special event and all the planning comes together successfully."

On the vacuum services side of the business, 75 percent of billings come from portable sanitation; 25 percent is split between septic and commercial

grease trap work. Of the portable sanitation, 35 percent of the work is related to special events. The company maintains about 1,500 restrooms, the majority from PolyPortables Inc. (for which the company is a distributor location) and others from PolyJohn Enterprises.

SHOWING THEIR COLORS

Portable restroom offerings are color-coded for a variety of services, and the company provides carpets on the floor.

Aqua color restrooms go to construction sites. Red units are earmarked for special events. Certain events get red, white and blue or other combinations. A number of restrooms are stocked in the trademark green and gold colors to cover events at nearby Baylor University.

Carpeting matching the color of the units is the most unusual added feature. Smith says carpets can be properly fit, cleaned and maintained. "I had been in the carpet business before opening B & S and saw this as a way to set our restrooms apart," he says.

B & S covers long distances, going out on 200-mile roundtrips for some routes, and even farther for special events, or demands such as those brought about by Hurricane Katrina. Waco remains the hub, but having the

(continued)



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Curtis Cox (left) and Lloyd Cole prepare to service a restroom.

B & S PORT-O-JONS

Waco, Texas

Owner: Clayton Smith

Founded: 1994

Services: Portable sanitation, septic and grease pumping, cleaning and repair, sales and delivery of auto parts, pharmaceuticals and restrooms.

Employees: 20

Associations: Portable Sanitation Association International

Website: www.portojons.com



Austin facility 90 miles away, where they have dumping access, has been a benefit.

For important special events – some as long as seven days – Smith brings his motor home or other RVs and someone will remain on site for the duration. Sometimes crews stay at local hotels so they can respond for service.

In addition to the standard and ADA-compliant portable restrooms, B & S has 50 PolyPortables hand-wash stations, two PolyPortables Boudoir units for special occasions, and some PolyLift construction models from PolyJohn. There is a Wells Cargo restroom trailer, two Advanced Containment Services Inc. restroom trailers and a Roadmaster LLC shower unit, featuring two bathrooms with shower stall and lavatory.

Over 10 years of growth and expansion, B & S has partnered with portable sanitation competitors when others have not had sufficient inventory to meet contracts. In 2005, Black Tie Event Services, also providing rentals in the region, began storing units on Smith's property, and the two companies have cooperated in numerous contracts. These relationships have segued into the cleaning and repair division at B & S.

TRUCKS AND TRAILERS

In the garage, B & S keeps four Freightliner trucks (2002, 2003, 2004, 2006) built by Lely Manufacturing Inc. with Masport Inc. pumps. Each has 1,500-gallon waste and 500-gallon freshwater aluminum tanks. Also built by Lely are a 2008 Ford F-550 truck with a 500-gallon waste/200-gallon freshwater tank; a 1999 International with a 1,100-gallon waste/500-gallon freshwater tank; a 2007 International flatbed with a 750-gallon waste/250-gallon freshwater tank that carries eight restrooms; two 2005 GMC flatbed trucks with 750-gallon waste/250-gallon freshwater tanks that carry eight restrooms. All have Masport pumps. A 2004 International, 1,200-gallon waste/500-gallon freshwater tank and Conde Pump from Westmoor Ltd., was built by Best Enterprises Inc.

For hauling portable sanitation equipment, the company has a 20-unit McKee Technologies Explorer trailer, a John Deere trailer (four handicap or five regular units), seven Big Tex Trailers and a Wells Cargo enclosed utility trailer. B & S also built three restroom transport trailers in its shop.

Other vehicles include 2004 and 2006 Ford F-350 Super Duty pickups, a 2000 Ford F-450, a 1999 Ford F-250 and a 2001 GMC flatbed. These vehicles can pull trailers and some will carry restrooms.

"Concerning the maintenance of our fleet," Smith says, "You need someone to take care of your needs. We do a certain amount of maintenance in house, but for the big jobs, like motors or transmissions, it's important to have someone to rely on."

KEEPING IT CLEAN

Smith has established business relationships with other pumpers regionally, particularly for grease trap service. As a rule, this involves

situations where an out-of-area company has a contract with a restaurant franchise, and contracts with B & S to service restaurants in their area. Additionally, B & S calls on far-flung pumpers to service its own distant grease trap service accounts.

Smith notes they offer repair and cleaning service to competitors and offer their surplus inventory when another company can't handle a large event with its own units. B & S doesn't typically need extra equipment from other companies to meet its market demands. An exception is Black Tie, which sometimes provides additional trailers, and will call on B & S for units.



Technician Bruce Honey washes a unit in the company yard. He also changes out carpeting before putting the restroom back in service.

(continued)



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Port-O-Jons employees assemble at the company headquarters. They include (front row, from left) Brian Hudson, Bruce Honey, Jim Watson, Caryn Dobbs, Mary Smith, Debra Dicorte, Parks Baucom, Travis Watson and Tamera Rousey. In the back row (from left) are Clayton Smith, Ron Orso, Michael Compton, Lloyd Cole, Matt Rousey, Will Rogerson and Curtis Cox.



When a driver begins a service route, one of the important steps is to replace dirty or worn carpeting on units being delivered to a site. Caryn Dobbs, office manager, explains that workers use a mild detergent to clean the carpets and then pressure wash them. Most often dirt and stains, including grease, will come out. Because of the carpet, the floors will be relatively clean, and easy to care for. The carpet pieces are cut to properly fit a restroom and are held securely by the metal lip at the front of each unit, assuring there is no tripping hazard.

B & S for the most part dumps waste at the Waco Metropolitan Area Regional Sewerage System. For special events at more distant locations the company will arrange for temporary permits. It has access for dumping in Austin.

The company has one route into Fort Worth. For that 200-mile roundtrip, waste is brought back to Waco.

Baylor University, eight miles from the office, is a frequent customer. Typical jobs include campus parties or sports events. Killeen, about 60 miles from Waco, is home to the U.S. Army base Fort Hood. B & S provides restrooms to various contractors working at the base.

EVENTFUL

Smith saw his business advancing into special events after Hurricane Katrina, where the company provided 200 new portable restrooms primarily on Naval Air Station Joint Reserve Base at Belle Chasse, La., and other locations in and around New Orleans. When those units came back into inventory, Smith gave the big push to secure events such as the Republic of Texas (ROT) Biker Rally in Austin and Nocturnal Festival in Rockdale.

The motorcycle rally is a four-day event held in June at the Travis County Exposition Center. It occupies 54 downtown blocks. The crowd

"IT TAKES A LOT OF STRATEGY TO PULL OFF A BIG EVENT ... YOU DON'T JUST SHOW UP AND DO HALF A JOB. IT TAKES THE EMPLOYEES, THE EQUIPMENT, AND IT ALL DEPENDS ON WHAT THE EVENT PLANNERS WANT. THERE ARE SO MANY VARIABLES. YOU HAVE TO DO IT RIGHT."

CLAYTON SMITH



When restrooms go out of circulation, Smith converts some of them into colorful doghouses and sells them.

(continued)

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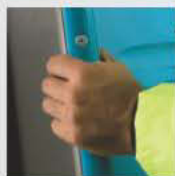
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Bruce Honey transports a PolyPortables Inc. restroom across the company yard.



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SERVING BIG-TIME EVENTS TAKES A COORDINATED EFFORT

With loads of experience and a large inventory of restrooms and trailers, B & S Port-O-Jon has found a niche working with event planners looking for multiple sanitary services in a state best known for doing things in a big way.

Owner Clayton Smith says it's not unusual for his company to be the sole provider at a large event, delivering 400 to 500 units and providing related services.

With the ability to haul 100 restrooms per trip, Smith says a big event might require two or three days for transit and setup, and another two, three or even four days to wrap things up. Details such as the number of restrooms and the service to be provided are spelled out clearly in the contract. Frequently, the coordinators will rely on B & S to determine the layout for the units.

"We encourage them to let us set up large banks of toilets," Smith says. "This is easier for servicing. Some planners prefer to have a larger number of restrooms, and not have frequent service, and others ask for regular service."

For long-running events, many attendees camp out at the site in a motor home or trailer. B & S provides holding tank pumping service and removes the sewage as well, billing the individual campers. B & S has no problem arranging for disposal throughout the state.

"We will have some people who want their motor home or travel trailer serviced every day." He notes that people will sometimes bring plastic swimming pools, and B & S will provide as much as 500-gallons of non-potable water.

"It takes a lot of strategy to pull off a big event," Smith says. "It takes scheduling, and mapping things out takes a lot of work. You don't just show up and do half a job. It takes the employees, the equipment, and it all depends on what the event planners want. There are so many variables. You have to do it right."

swells to as many as 200,000 at the Friday night party and parade. Since 2005, B & S has brought in 400 to 500 portable restrooms.

The Nocturnal Festival takes place in April. B & S delivers 240 restrooms and two trailer units. While not the company's largest event, it is one of the most challenging because of extremely loud music and boisterous crowds.

**"ALWAYS BE TRUTHFUL
AND HONEST AND DON'T
COMPROMISE. IF YOU OFFER
ONCE-A-WEEK SERVICE,
GIVE ONCE-A-WEEK SERVICE.
YOU HAVE TO DO WHAT YOU SAY
YOU WILL DO."**

CLAYTON SMITH

Smith had basic advice for those looking to expand into special events. "Always be truthful and honest and don't compromise. If you offer once-a-week service, give once-a-week service. You have to do what you say you will do. What you have in your contract, whether it's with pricing, service or the number of required restrooms. That is how you keep your customer from year to year. And of course, you have to find a way to distinguish your brand in your market area." ■



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By Ed Wodalski



ALPHA MOBILE SOLUTIONS

The Alpha 2 Xpress VIP restroom trailer from ALPHA MOBILE SOLUTIONS is an economical alternative to the Alpha 2 model. The 6-foot by 16-foot restroom trailer includes waste tank and freshwater tank for 760 flushes. It has two, 6-foot by 4-foot, 8-inch private restrooms. Features include metal vanities with lockable doors, composite countertops, stainless steel sinks and one-piece, heavy-duty vinyl flooring. The unit (3,350 pounds curb weight) has three roof-mounted vents, flip-down steps and swing-away grab rails for quick setup. **877/789-1213; www.alphamobilesolutions.com.**



ART CO. LLC

The E20P restroom trailer from ART CO. LLC is designed for quick setup and features a streamlined appearance. Optional hydraulic jacks allow for easy leveling. Steps store beneath the trailer and lock into place. Available in several configurations, the 20-foot trailer can accommodate up to four stalls on the women's side and two stalls and two urinals on the men's side. Standard features include hidden dump valve, 770-gallon waste tank and ducted heat and air conditioning. Available upgrades include hands-free faucets, pushbutton flush toilets, pocket stall doors, solid-surface countertops with integrated sinks, simulated hardwood vinyl flooring and onboard freshwater tank. **269/435-4278; www.arestroomtrailer.com.**

MCKEE TECHNOLOGIES INC.

The Explorer Comfort Site Comfort Station from MCKEE TECHNOLOGIES INC. is designed for industrial use in remote and extreme conditions. It has a continuously welded outer shell, high-efficiency insulation and climate control system. Made of heavy-duty carbon steel, loading and transport is aided by lift hooks and forklift skid. The unit includes stainless steel sinks, fiberglass-reinforced plastic interior wall panels and metal floors. Equipped with a 130-gallon sewage holding tank and 90-gallon freshwater tank, other features include utility closet with service access to thermostats, water and 110-volt service. **866/457-5425; www.explorertrailers.com.**



NUCONCEPTS

Solar-powered, self-contained restroom trailers from NUCONCEPTS are designed for the entry level, special events market where space, capacity, electrical or water connections might be limited. Features include 65-gallon waste and 40-gallon freshwater tanks, incandescent lighting, enclosed stainless steel sink and flushing china toilet. Each restroom offers an average capacity of 125 uses (500 total for a Quad VIP trailer). Options include 110-volt air conditioning, powered roof vents, hot water heaters, interior heaters, power converters and winterization units. **800/334-1065; www.nuconcepts.com.**



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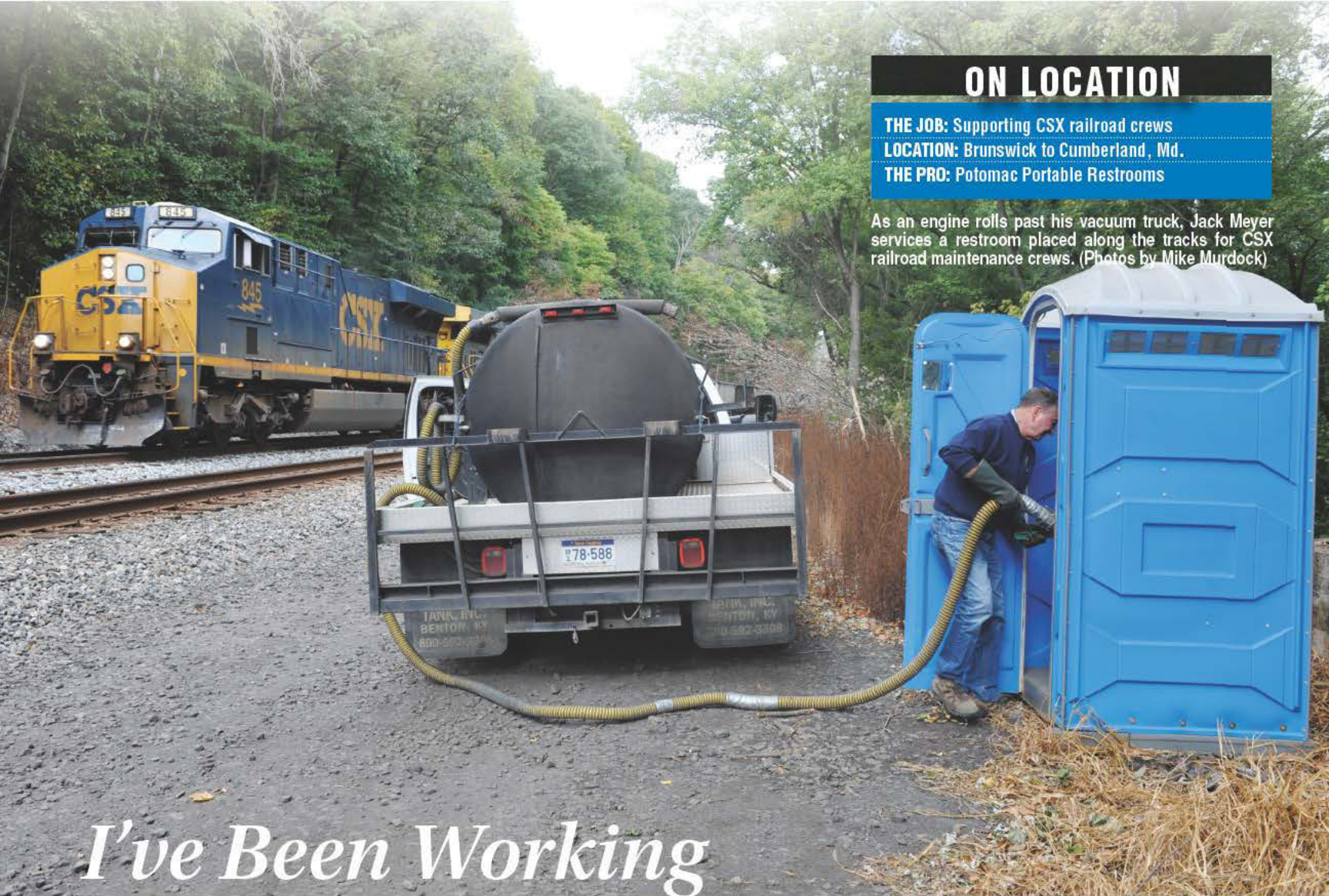


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ON LOCATION

THE JOB: Supporting CSX railroad crews

LOCATION: Brunswick to Cumberland, Md.

THE PRO: Potomac Portable Restrooms

As an engine rolls past his vacuum truck, Jack Meyer services a restroom placed along the tracks for CSX railroad maintenance crews. (Photos by Mike Murdock)

I've Been Working

ON THE RAILROAD

WEST VIRGINIA'S POTOMAC PORTABLE RESTROOMS MOVES INVENTORY DOWN THE TRACK TO SERVE CSX MAINTENANCE CREWS
BY SEICHE SANDERS

THE TEAM

Jack and Kathy Meyer own and operate Potomac Portable Restrooms in Shepherdstown, W.Va. The core team handling the CSX railroad account is lean but specialized. Using GPS, StreetEagle routing software from InSight USA and MapQuest satellite imagery, Jack guides one of the company's drivers, Scott Hill, to the hard-to-reach placement sites as crews work along the tracks. Kathy, who handled office administration in a previous career, keeps the office running - phones, bookwork, routing sheets, work orders, billing and collections and customers. Jack also oversees the operations of trucks and drivers, including dispatch, truck maintenance and customer and equipment trouble-shooting. Hill receives assistance from the CSX crew when restroom placements are particularly challenging.

COMPANY HISTORY

Tired of three hours spent commuting each day to and from a 9-to-5 job in Arlington, Va., Jack Meyer was looking to make a change. When Kathy's father, a veteran of the septic pumping business, suggested that Jack and Kathy buy a struggling company called Fairfax Septic 18 years ago, the two left careers in finance and took the leap. After building and growing Fairfax into a thriving septic service company, they sold it, then used the capital to launch Potomac in 2002. Their product-service mix focused more on portable restrooms than it had before - almost exclusively, at first, and now comprises 75 percent of the revenue - as the Meyers got in on the building boom of the 2000s. Today, Potomac has six employees, five trucks and an inventory of 450 restrooms. They service a 100-mile radius of Shepherdstown.

(continued)



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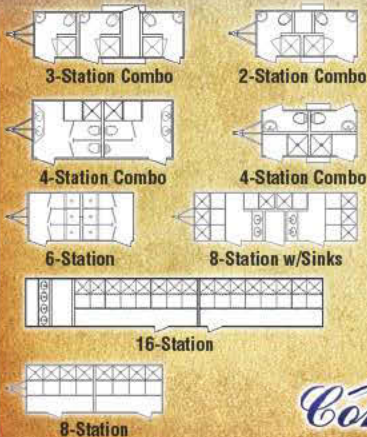
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Above: (Left) Fighting dusty conditions, Jack Meyer powerwashes a restroom as a maintenance crew drives a truck down the railroad tracks. (Right) Technician Scott Hill wipes dust from a restroom delivered ahead of the work crews. In the background, a CSX crew marks railroad ties to be replaced.

THE MAIN EVENT

Potomac was hired to provide restrooms for CSX railroad crews as they replaced every sixth railroad tie along a 70-mile stretch of track through Maryland between Brunswick and Cumberland. Restrooms are to be placed at two- to three-mile intervals, as close to mile markers as possible. This is a standard approach for the railroad. This specific stretch requires maintenance and replacement of the tracks each year, so the same crew is expected back in the foreseeable future.

BY THE NUMBERS

Leapfrogging the restrooms, 10 at a time for the 70-mile stretch of track, results in about 80 placements, Meyer says, and lasts about four months. CSX is charged for each placement, which allows the job – more time consuming than most – to remain profitable. The restrooms – all PolyJohn Enterprises PRN3s – are picked up, cleaned, serviced and leapfrogged to their next location once a week using a 2008 Dodge 5500 and a 12-unit McKee Technologies Inc. trailer.

Units put down earlier in a rotation might not be serviced at all – the driver just picks them up – as the 50-60 person crew might have already moved on. If there are delays – caused by heavy rain, for instance – Potomac services the restrooms once a week as needed. The 2008 Dodge 5500 has a 1,000-gallon waste/300-gallon freshwater steel tank, built by Lane's Vacuum Tank Inc.

LET'S ROLL

The crew covers about two miles a day, so 10 restroom placements stay in place for about a week before they're cleaned or replaced and leapfrogged to the next location.

Each week – usually Wednesday – Hill puts in an eight-hour day cleaning the 10 units thoroughly, then moves some or all of those same units ahead of the work crews. The timing hinges on the crew's progress down the tracks, which can be hindered by inclement weather, but usually the Wednesday timeframe fits well with the crew's schedule.

Potomac uses Walex Products Company Inc. deodorants to keep the restrooms smelling fresh and carries plenty of freshwater so units can be recharged in the field. Vandalism has not been an issue with the account.



Kathy and Jack Meyer (in the foreground) pose in the Potomac Portable Restrooms yard with the crew, which includes (from left) Molly Meyer, Michelle Fox, James Creek, Scott Hill and Bruce Orr.

(continued)



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Jack and Kathy Meyer, at the office, review portable sanitation routes that include serving the major CSX railroad maintenance project, which covers a 70-mile stretch of track.



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The tricky part can be navigating what can be treacherous and unpredictable territory. It's not always easy to find appropriate places to put the units – areas that aren't too wild, remote, private property or impossible to reach. But occasional help from CSX crews, as well as GPS and routing technology, has helped Meyer streamline the process.

BOOST FROM TECHNOLOGY

Meyer relies on his personal knowledge of the geography and topography of his service area to direct and help his driver find the best locations to place the restrooms. He also spends hours on the Internet, researching aerial photos to understand what type of barriers – natural and manmade – drivers might encounter. Integral to his ability to do this well has been the StreetEagle software the company purchased about a year ago. It cost about \$2,000 initially, and has a \$175 monthly charge for five units, but Meyer said added efficiency provided by the software pays off.

"It's a big help to be able to use the StreetEagle system where you can zoom in through aerial views to make sure we can see where we can put the restrooms down." It's important, he adds, because a driver might get to a remote location, only to discover a locked farm gate, or no access because of private property.

At times, the terrain has been so rough that the railroad has sent one of its crewmembers with the driver to direct him where to put the units. In fact, Potomac often works closely with the railroad to identify areas for placements in an attempt to head off problems. There also have been incidents, however, where a crewmember got called back to work, leaving the driver to fend for himself. Meyer has learned to roll with the punches on this project, which isn't typical of the company's workload.

ROLL WITH THE PUNCHES

This type of leapfrogging approach is new for Potomac and flexibility has been key.

"IT'S DIFFERENT FROM EVERYDAY TYPES OF PLACEMENTS WHERE YOU PUT A RESTROOM AT A WORK SITE OR PARK. IT'S A CHALLENGE, AND I LIKE A CHALLENGE."

JACK MEYER

"I knew it would be a problem to try to get them at the intervals that (the railroad) wanted," Meyer says. "I explained that and they were very understanding of it." Meyer isn't deterred by the challenges he's encountered with this new account, and looks forward to working with the railroad in future seasons – something he's already verbally agreed to do.

"It's different from everyday types of placements where you put a restroom at a work site or park. It's a challenge, and I like a challenge." ■

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Pathway to PROFITS

PUMPER & CLEANER ENVIRONMENTAL EXPO EXHIBITORS USE THE BIG STAGE IN INDIANAPOLIS TO UNVEIL THE LATEST INDUSTRY PRODUCTS AND INNOVATIONS

BY JIM KNEISZEL

The latest portable restrooms, upscale restroom trailers, vacuum service rigs, and accessories including deodorants, pumps and business management tools brought excitement to the 2012 Pumper & Cleaner Expo Feb. 27-March 1 at the Indiana Convention Center.

The Expo, held for the first time in Indianapolis, offered 501 exhibits and attracted 8,595 attendees representing 3,875 companies in a range of water, wastewater, environmental service and gas and oil service industries.

Portable restroom operators had plenty of revenue-generating and timesaving equipment to peruse to get their 2012 busy season off to a great start. Here is a sampling of what was on display on the Expo show floor for restroom contractors:

Pumps, accessories

1 Air-cooled hydraulic

The Masport VK-650 Plug-N-Play air-cooled hydraulic vacuum pump produces 377 cfm of vacuum and will run continuously at 23 inches Hg. The unit comes with a complete bolt-on package and has an integral oil tank and pre-filter, vacuum relief valve, mechanically driven oil pump, and hydraulic motor mount on the drive end. It features a changeover valve with an easy-turn handle to switch between vacuum and pressure mode. The unit is designed to be used in trailer-mounted applications where high vacuum levels are required but there is no access to water-cooling. 800/228-4510; www.masportpump.com.



2 Direct drive unit

The SDS 6HD Direct Drive PowerPak from Westmoor Ltd. provides SDS performance in a direct drive configuration. The unit includes a 9 hp Honda engine and a centrifugal clutch, which allows no-load starting and engine-to-idle without the vacuum or water pump operating for longer life. The unit is ideal for 500- to 1,000-gallon tanks. 800/367-0972; www.westmoorltd.com.

3 Truck mount tri-lobe blowers

The Wallenstein HVB Series tri-lobe blower line from Elmira Machine Industries includes five units that produce 800 to 5,300 cfm for applications running from septic service to industrial cleaning and hydroexcavating. Known as the "Wally," the blowers are capable of producing 28 inches Hg for dry or wet material handling. They feature self-cooling design for continuous use and do not require liquid cooling or heat exchangers. 800/801-6663; www.elmiramachine.com.

4 Controllers

EMS PRO and EMS PRO Lite pump controllers from FW Murphy meet the varying needs of industrial, engine-driven equipment applications. The EMS PRO all-in-one controller is made for use across multiple engine lines. It features numerous start/stop and throttling options via the back-lit operator interface mounted behind a lockable door. 918/317-4100; www.fwmurphy.com.

5 Valve with stainless steel ball

The 2- and 3-inch full-port stubby valves with stainless steel ball from Banjo Corp. provide improved durability over valves with plastic interior components. The stainless steel ball limits scoring inside the valve, while the stainless steel stem and handle provide greater durability. The valves have a maximum pressure of 100 psi. 765/362-7367; www.banjocorp.com.

Trucks

6 2,000-gallon aluminum

The 2013 Hino 258ALP vacuum truck has a 2,000-gallon Amthor International aluminum tank, Masport pump and rear fold-up restroom carrier. Powered by a Hino JOBE-VC engine and an Allison 2200 RDS 6-speed automatic transmission, the truck produces 220 hp at 2,500 rpm and 520 ft.-lbs. of torque at 1,500 rpm. Standard cab equipment includes air conditioning, cruise control and two-way adjustable driver's seat. www.hino.com.

7 4,000-gallon galvanized

The SepticTrux vacuum truck from Vacutrix Limited features a 4,000-gallon hot dip galvanized steel tank and Wally 753HRVPA pump producing 350 cfm at 15 inches Hg. The septic service truck is built on a 2012 International 7500 WorkStar chassis with a 350 hp engine and 10-speed transmission. Features include stainless steel hose trays, full height tank baffles, 22-inch top dome hatch and 24-inch rear cleanout, 3-inch primary check valve, 3-inch secondary moisture trap, 3-inch oil catch muffler and heated collars. 800/305-8331; www.vacutrix.com.



8 Expanded distribution

Crescent Tank Mfg. is now distributing Progress Tank trucks and displayed a vacuum service truck built on a 2012 Freightliner M2 chassis with 2,800-gallon aluminum tank and Masport HXL15V 350 cfm pump. The truck is powered by a Cummins ISB 250 hp engine and Eaton Fuller 6-speed transmission. Features include 20-inch NVE manways on top and at the rear, 4-inch inlet and 6-inch outlet, three 5-inch sight glasses, hose trays and hose hangers on the rear head, a tool box, marker and work lights. **585/657-4104; www.crescent-tank.com.**

Waste handling

9 Debris strainer

The LD Strainer from Flo-Trend Systems Inc. is designed to remove debris from septic and portable sanitation waste as part of the waste receiving station. Waste is blown through a top valve and distribution header, then strained through a basket with 1/2-inch spreader bars and pushed out valves on the bottom of the unit. The basket can be pulled out of either end of the main unit for trash removal. The carbon steel unit can be custom built in sizes from 26 to 36 inches in diameter. The basket can be ordered in aluminum, stainless steel or plastic-covered carbon steel. The unit comes with high-pressure gauges above and below the basket. **713/699-0152; www.flotrend.com.**

10 Wet-dry hose

The Tigerflex Amphibian AMPH series of heavy-duty, polyurethane-lined wet or dry material handling hose from Kuriyama of America Inc. features a triple-resistant liner, static-dissipative cover and "cold-flex" that keeps the hose flexible in cold temperatures. **847/755-0360; www.kuriyama.com.**

11 Vehicle wash and treatment

PIT BOSS treatment formulation from One Biotechnology is designed to treat water from vehicle cleaning operations as well as wastewaters containing petroleum and its byproducts, organics, and pollutants from detergents. It is a blend of concentrated live vegetative, naturally occurring bacteria with metabolically versatile cultures chosen for their ability to degrade petroleum hydrocarbons. **800/951-4246; www.1biotechnology.com.**

Portable restrooms, accessories

12 ADA compliant

The Matterhorn II ADA-compliant portable restroom from Five Peaks Technology features twin sidewalls constructed of Cor-X polypropylene to resist warping. Features include large exterior grab handles and pneumatic door closer with safety chain. The unit has a 74-gallon drop tank, extended bench, ground-level floor access, dual coat hooks and mirror, and three-roll tissue holder. **866/293-1502; www.fivepeaks.net.**

13 Compact, high-rise unit

The compact TJ-Shorty portable restroom from T.S.F. Company Inc. can be attached to a trailer and transported from job to job. It measures 80 inches tall (with lifting bracket for high-rise construction placement), 50 inches long and 46 inches wide. The restroom has a 56 1/2- by 24-inch door opening, 60-gallon holding tank and 3-inch caster under the skid. The child-friendly restroom (77 inches tall, 44 inches wide and no urinal) can be decorated for children's special events. An auxiliary step helps them reach the seat. **800/843-9286; www.tuff-jon.com.**

14 Hot-water hand-wash

The Vanity hot water hand-wash station from PolyPortables has a 2.5-gallon water heater and pump that operate through a 110-volt power supply. The unit is available in an office trailer (no self-contained graywater tank) or in a special-event configuration with saddle-bag graywater tank. Built-in, recessed wheels and hand-holds enable the cabinet to be rolled into position and placed flush against a wall. Measuring 28 inches wide, 36 inches high and 19.5 inches deep, the unit has a 5-gallon, replaceable bottle water supply. **800/241-7951; www.polyportables.com.**

15 Heated hand-wash

A larger sink basin and heated water are highlights of the new HandStand hand-wash station from PolyJohn Enterprises. The larger sink bowl and higher sink tap allow better access to wash arms up to the elbow or for food vendors to wash utensils. The unit has a 17-gallon freshwater tank that heats water to 110 degrees, a 19-gallon graywater tank and an integrated drain hose that can be dumped through floor drains. Features include integrated wheels, handles, soap and towel dispensers. The unit comes in granite and pewter gray finishes. **800/292-1305; www.polyjohn.com.**



2012 EXPO
Product Roundup

(continued)



16 Compact, dual-basin hand-wash

The Breeze II hand-wash station from Satellite Industries is designed with dual basins and fingertip-to-elbow washing. The compact, 66-pound unit fits inside most portable restrooms, and includes two integrated handles for easy lifting. It has 20-gallon sealed freshwater and 22-gallon graywater tanks with a center tower with space for paper towels and various soap dispensers. The unit is gray and ice blue and has extended bumpers and a bottom plate for added durability. Drain plugs are tethered. An electric water heater is available. 800/328-3332; www.satelliteindustries.com.

17 Metal restroom labels

Durable embossed aluminum and dimensional plastic restroom decals from Dynamic Decals & Graphics Inc. are designed to last for the life of a restroom and beyond. The 0.024 thick clear anodized or painted aluminum and 0.055 thick plastic decals are screwed or riveted to the restroom wall. 800/472-0285; www.dynamicdecals.com.

Deodorizers

18 Formaldehyde-free

ProPaxx portion control, non-formaldehyde deodorizer packets from J & J Chemical Company Inc. are made for portable restrooms, buses, boats, trains, RVs, vault toilets, holding tanks, recirculating toilets and other self-contained restrooms. Designed to eliminate odors and break down solids, packets are available in Gold for extreme heat and heavy traffic and Silver for moderate heat and traffic as well as special events. A variety of fragrances are available. 800/345-3303; www.jjchem.com.

19 Concentrated treatment

PowrX, non-formaldehyde toilet treatment from Chempace Corp. combines the performance and longevity of Con 2 Plus with the odor control properties of Bionic to form super strength concentrate for odor control in the most extreme conditions for up to seven days. 800/423-5350; www.chempace.com.

20 Pouch packet

Johnny's Choice Toss-Ins dry portable restroom deodorizer by Chemcorp Industries Inc. is portion-packed in water-soluble film pouches. The concentrated blue deodorizer is non-staining and available in a variety of fragrances and two sizes. 888/729-6478; www.odortreatment.com.

21 Long-lasting urinal screen

Scented formaldehyde-free urinal screens from Walex Products Co. offer 10 times more fragrance than vinyl urinal screens, 30-day performance, and release optimized bacteria to clean the urinal and eliminate odors. The decorative flexible screens reduce splash-back while optimizing fragrance release and are available in mango and mint scents. 800/338-3155; www.walex.com.

Restroom trailers

22 Full-lowering ADA

The three-station lowering ADA restroom trailer from JAG Mobile Solutions features men's, women's and unisex ADA-compliant stations available in a choice of interior packages. Options include 200-gallon freshwater tank, winter package, custom exterior colors, hands-free faucets, TVs and baby-changing station. 800/815-2557; www.jagmobilesolutions.com.

23 Limited edition

The Alpha 2 Limited Edition restroom trailer from Alpha Mobile Solutions is built with luxury features to appeal to the wedding and special events markets. The trailer comes in two-stall 12-foot, three-stall 16-foot and 10-stall 24-foot models. Standard features include custom woodwork and trim along baseboards and ceilings, Corian countertops with vessel sinks, a TV, DVD player, FM stereo with CD, air conditioning, heat strips and LED porch lighting. The aluminum exterior comes in champagne and 10 other colors. 877/789-1213; www.alphamobilesolutions.com.

24 Luxury restroom

The 828 Royale Limited luxury restroom trailer from Ameri-Can Engineering features a steel frame, champagne beige aluminum exterior, insulated holding tank, and eight new interior décor options. The unit has four stalls on the women's side and two stalls and four urinals with dividers on the men's side. Features include hot and cold water, water-saving flushing china toilets, double solid-surface sink tops, wall recessed towel dispensers and waste receptacles, framed glass mirrors, oak doors and coordinating wood trim and cabinetry and sound system. 574/892-5151; www.ameri-can.com.

Management, tracking software

25 Online business management

The Found OPS system offers online management for all aspects of small and mid-sized businesses, including employee and vehicle records. The system tracks customer service contracts, automates dispatching and pushes invoices directly to QuickBooks. Applications run on PC or Mac computers. All information is accessed on mobile devices, including Android phone and tablet, BlackBerry and iPhone and iPad. The program is designed for companies dispatching one to 25 trucks daily. 765/688-0006; www.foundops.com.



26 Fleet management

The Manageit GPS fleet management system from Ituran USA offers personalized reporting, the ability to observe any vehicle's movement in real time, and the power to maintain productivity and profitability. The system provides geofencing technology, notification when a vehicle speeds or idles for extended periods, access to optimized route planning, custom reports and vehicle histories. 866/543-5433; www.ituranusa.com.

27 Anywhere records access

The TAC Online program from Clear Computing can be accessed with a PC or Mac, smartphones or tablets. The Total Activity Control system offers full control over data, real-time vehicle tracking, verbal route driving directions in vehicle and credit card processing. It is fully customizable with work orders and invoices, fonts and colors and grid layouts. 888/332-5327; www.clearcomputing.com.

28 Equipment tracking

The StreetEagle asset management system with barcode scanning from InSight USA provides fleet managers with real-time monitoring of equipment in the field. The scanner allows a service technician or delivery driver to scan each piece of equipment during delivery or pickup or at any service stop. The handheld scanner provides proof of service, prevents equipment loss, verifies current locations and helps manage inventory. 301/866-1990; www.streeteaglegps.com.

29 Scaled-down route program

Route Management Lite from Ritam Technologies is a simplified business software program aimed at new businesses or small businesses just starting to consider software products. A simple jobsite entry screen is available to organize customers and service routes. Route sheets can be built for drivers. The program is offered free through April 30 and for a fee afterward. 800/662-8471; www.ritam.com.

30 GPS tracking system

The NTX5B under-dash GPS tracking device from US Fleet Tracking enables companies with a few or 500 trucks to follow vehicles in real-time as they run routes for maximum productivity. The system updates latitude, longitude, heading and speed of a vehicle every 10 seconds, and keeps 90 days of history. Records can be saved for up to a year. The system works with third-party software for dispatching. Data is sent through satellite networks. 405/749-1105; www.usft.com.



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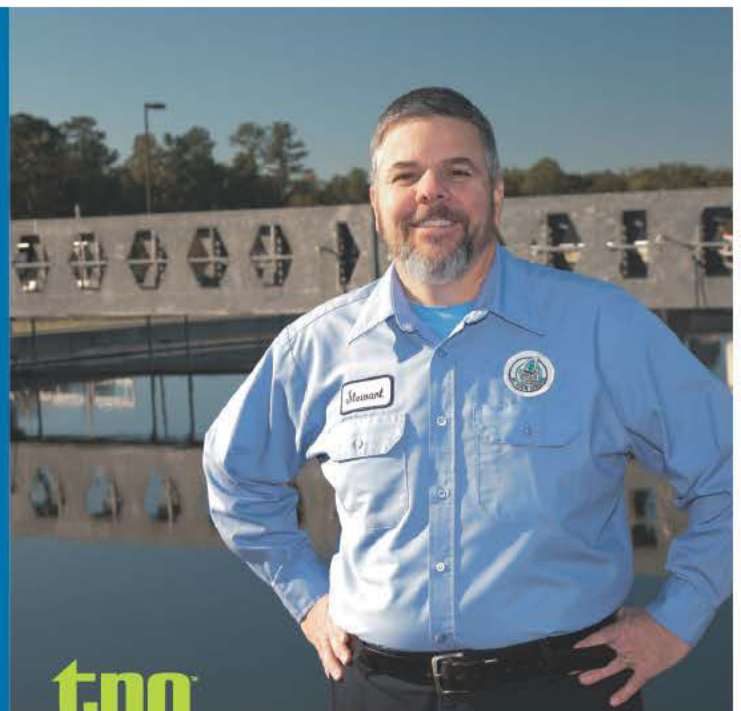
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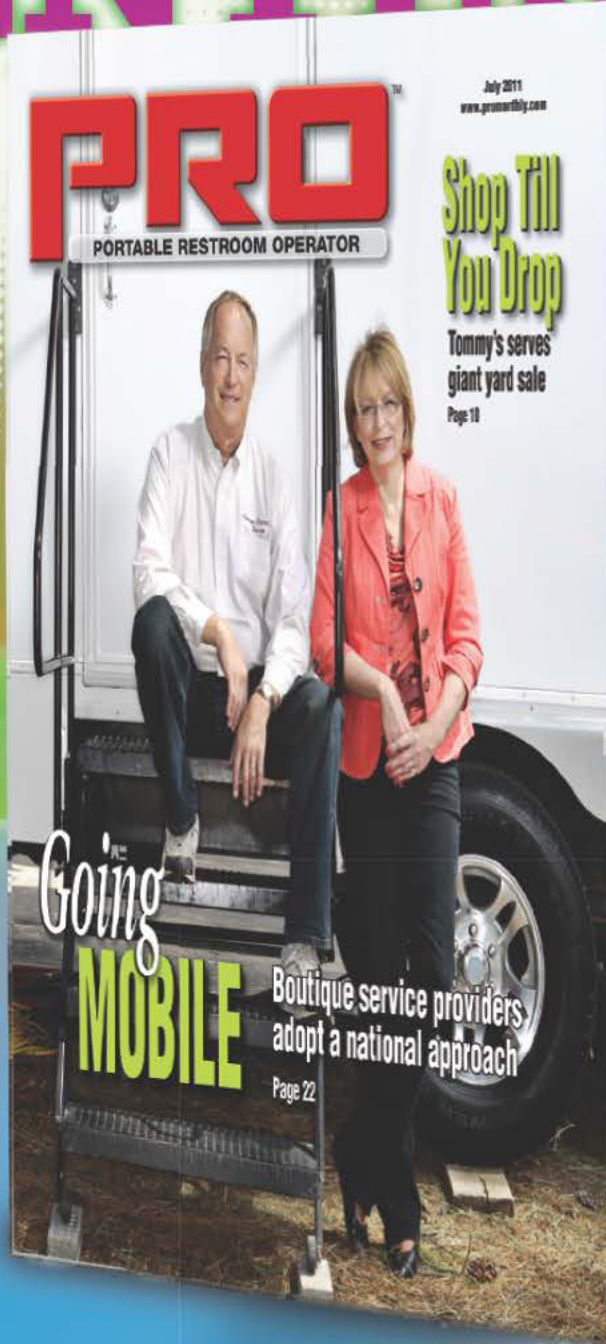
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Trailer Series:

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JAG Fantastic, JAG Cottage Series, JAG ADA, JAG Versa, JAG Luxury Shower

Aventa 2 Unit, Aventa 3 Unit Fleet Trailer

Lengths:

14'

8' to 53'

2 Unit; 157 inches, 400 cm, 3 Unit; 206.7 inches, 525 cm. Both include tow hitch.

Frame Construction:

8" steel tubing

Structural I-Beam

Galvanized steel

Shell Construction:

1/2" high density polyethylene plastic

Seamless gel coat

Your choice of polyethylene colors

Deck Construction:

Marine-grade AdvanTech

Galvanized steel

Floor Joist Specs:

Steel 16" on center

Weight:

2,200

3,000-16,000 lbs

2 unit; 860 lbs, 390kg, 3 unit; 1477 lbs, 670 kg

Interior Trim:

Custom wood, custom walls

Aluminum and polyethylene

Fixtures:

Sanitation grade

Internal and exterior lighting, soap and toilet paper dispenser, paper towel holder.

Flooring:

H/D seamless

Polyethylene

Warranty:

1 year

2 years

Waste Tank Sizes:

2 x 40 gallons = 80 gallons

250 to 2,000 gallons

Fresh Tank Sizes:

2 x 65 gallons = 130 gallons

78 to 600 gallons

Additional Standard Features:

Solar powered, self contained, with no required electrical or water connections. Flushing toilet and enclosed sink. 125 average uses per trailer = 250 average uses per trailer. Designed to accommodate smaller events, and to provide an option for events with smaller budgets.

EZ glide retractable large porch steps, water heater, backup power supply, seamless aluminum roof, custom lighted valances, 12 volt lighting, seamless interior walls, matched radius corner caps, seamless fiberglass ceiling, air conditioning with heat, metered faucets, integrated waste tank, hidden leveling jacks, built-in trailer skirting, LED exterior lighting, Corian counters, chrome wheels.

One of the largest cabins in the industry features ergonomically designed corner tank. Full-width fold down step for easy, safe access. Lockable box for storage. Trailer is easy to tow and requires minimal set up. Can be emptied and jet washed at depot.

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Air conditioning, winterized package, power converter, warm water handwash, city water connection, power roof vents, RV style dump valves.

HDTV, built-in radio/CD, hands-free faucets, granite counters, extreme water package, aluminum wheels, hydraulic solid axle lowering systems, ADA compliant access, custom exterior colors.

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PRO VIP TRAILER DIRECTORY

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Shell Construction:	Steel framed walls and roof to create a fully welded cage structure	Custom crafted wall units with bow truss roofing structure	Extruded aluminum framework, seamless laminated fiberglass, foam core insulation for a seam
Deck Construction:	3/4" marine grade plywood with vapor barrier	Tube steel with 3/4" tongue-and-groove marine-grade subfloor	1 1/2" extruded steel tubing with treated
Floor Jolst Specs:	Steel tube 16" on center	16" on center	Extruded steel, fully insulated & laminated
Weight:	5,000 to 15,000 lbs	Varies by size	Ranging from 4,500 to 14,000 lbs
Interior Trim:	Solid oak trim that is caulked or upgradable to aluminum trim.	Broad range of décor options. Rough and rugged to designer interior.	Water resistant walls, cottage series trim, trimmed woodwork, linoleum floors
Fixtures:	Solid surface sinks, residential size toilets. HD all-aluminum steps.	Water saver toilets, urinals, and faucets	Solid surface sink tops, auto metered faucets, fluorescent lighting
Flooring:	Sheet vinyl, coined rubber or sprayed rubber floor.	One piece commercial grade, designer patterns	Seamless linoleum
Warranty:	5 years on frame, 3 years on the rest	Varies by company from 1 to 5 years	
Waste Tank Sizes:	300 to 1,800 gallons	400 to 2500 gallons	450 to 1,300 gallons
Fresh Tank Sizes:	130 to 450 gallons	100 to 500 gallons	156 to 300 gallons
Additional Standard Features:	All aluminum exterior to eliminate unsightly rust. Roof is one solid sheet of aluminum to reduce chances of leaks. Steps and handrails are aluminum and stainless to eliminate rust issues. Undercarriage has an extra layer of underbelly material to protect from moisture damage. No particle or chip board used in construction.	Designer interior packages. Oak, cherry, Jacobean trims. Solid surface, Corian tops, Amish crafted cabinetry, custom doors, multisource sound systems, low amperage electronics, LED lighting packages, commercial doors. Step assemblies are standard.	Easy glide step assembly, air conditioning, heat, exhaust vents, low water alarm.
Options:	Heavy-duty steel core doors with hydraulic closers and class III deadbolts. All trailers are fully customizable to customers' requirements.	Cold weather packages, freshwater systems, interior design, custom floorplans, porch assemblies, commercial crane lifting hooks.	Aluminum wheels, AM/FM CD player, onboard water storage.

Jeff Wigley is president of the Portable Sanitation Association International and co-owner of Pit Stop Sanitation Services Inc., in Atlanta. Contact him at 770/439-2888 or by email at wjwigley@bellsouth.net.



HAPPY BIRTHDAY PSAI!

By Jeff Wigley

This year is one of milestone anniversaries for the Portable Sanitation Association International. The PSAI, which represents portable restroom companies from around the globe, is in the midst of a 40th anniversary celebration. In addition, one of the pillars of the association, the PSAI Certification Program, marks 20 years of providing industry and regulatory-approved education for the portable restroom industry.

In 1971, a group of business owners got together in New Orleans and started the Portable Sanitation Association. Several years later, when "Dixi" of Germany joined the association, "International" was added to the name. While there is no way to recognize all the early pioneers of our industry, several names stand out, including Ed Cooper, Ed Crafton, Barry Gump, George Harding, Al Hilde, Mary and Dick McChelick, Bill Reynolds Sr. and Dorothy and Clyde Samson (Dorothy was the first female PSAI president).

These individuals brought integrity, professionalism and recognition to our industry and to the PSAI. Through hard work and dedication, the PSAI became well established and experienced steady growth through the late 1970s and 1980s. In 1990, the PSAI was fortunate to have Bill and Millicent Carroll come on board. Their efforts in growing the PSAI and working with various governmental agencies, organizations and companies worldwide cannot be underestimated.

In 1992, the PSAI Certification Manual was written in great part by Flay Anthony and the original Certification Committee. This group created an industry-specific educational program that has developed into the gold standard for portable sanitation worldwide. Accepted by state and other regulatory organizations, PSAI certification is a must for every PSAI member company. Translated into Spanish, the Certification Program is international in scope. The program continues to raise the standards of education in the industry.

The M.Z. "Andy" Gump Award was established in 1993 to recognize lifetime achievement in our industry. The "best of the best" have been honored over 19 years with this distinguished honor.

James Elliot from Barbados became the first international president of the PSAI, serving 2010-2011. He was instrumental in founding the International Working Group Committee, which will be responsible for the further growth and expansion of PSAI membership beyond the U.S.

Today, 551 domestic member companies represent 50 states and 105 international companies represent 46 countries on six continents. The current board of directors includes three international members (Barbados, Colombia and India), the most ever. At the most recent convention in San Antonio, 15 international members attended from these countries: Barbados, Canada, Colombia, India, New Zealand, Nigeria and Trinidad and Tobago.

THE PSAI HAS COLLABORATIVE AGREEMENTS WITH WORKING GROUPS OR ASSOCIATIONS IN ENGLAND, FRANCE, GERMANY, ITALY AND SPAIN. THE WORLD HAS BECOME MORE CONNECTED AND THE PSAI IS LEADING THE WAY FOR THE INDUSTRY.

The PSAI has collaborative agreements with working groups or associations in England, France, Germany, Italy and Spain. The world has become more connected and the PSAI is leading the way for the industry.

Plan to attend the grand finale of this yearlong anniversary celebration by attending the 2012 PSAI Convention Oct. 30-Nov. 4 in San Diego. Check out the new and improved website at www.psaai.org for further details. ■



INDUSTRY NEWS

Hino receives customer satisfaction recognition

Hino Trucks ranked highest in customer satisfaction among conventional medium duty trucks according to the J.D. Power and Associates 2010 Medium Duty Truck Customer Satisfaction Study. The engine and customer satisfaction studies measured customer perceptions of 2010 model-year Class 5, 6, and 7 trucks equipped with both gasoline and diesel engines.

Kenworth names 2012 Dealer Council

Kenworth Truck Co. named its Dealer Council for 2012. Members include Tim Murphy, chairman; Tom Bertolino, Brett Hartman, Bob Mitchell, Jim Moeller, Mike Murphy and Vince Tarola. Jim Hartman serves as the Kenworth American Truck Dealers line representative and Kyle Treadway serves as ATD chairman.



Chris Durborow

J & J Truck hires regional sales manager

J & J Truck Equipment, division of Somerset Welding & Steel, hired Chris Durborow as regional sales manager. Based in Camp Hill, Pa., he will be responsible for truck equipment sales throughout eastern Pennsylvania and has 10 years of industry experience.

Amthor builds plant addition

Amthor International is building an 8,000-square-foot addition to its plant in Gretna, Va. The \$500,000 investment will enable the company to increase both first and second shift production.

Sioux Corp. redesigns website

Sioux Corp., manufacturer of pressure washers, steam cleaners and steam generators, redesigned its website, www.sioux.com, adding videos, slide shows and related content. ■

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Sioux News
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BUSINESSES

For Sale: Septic pumping and installation Company including a sewer drain cleaning/plumbing business in sunny Ventura County, California. Has been well established for over 45 years, \$600K. Email Terry at tess457@yahoo.com. (P06)

RETIRING AFTER 30 YEARS: Well established septic/pumper business. Located in Lower Hudson Valley, Dutchess County, New York. Many accounts and area is growing rapidly! Serious inquiries only please. Call Brad 914-447-5043, IL. (P06)

FOR SALE: Septic and Grease trap cleaning business in booming Odessa/Midland TX, over 100 loyal customers with plenty of room to expand. Owner selling due to health. Some owner financing possible for right purchaser. \$135,000.00. CALL 432-349-9155 (KIRBY), 432-332-0024 (LETICIA). (P05)

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DEWATERING

22-yard dewatering box w/steel rolling tops. Does not include filter media or polymer injection system. Asking \$18,000. 770-917-0377, GA. (PBM)

PORTABLE RESTROOMS

Portable toilets/used: Most make's, models, colors and ages. Prices vary from \$100 each and up depending on choice. Located in WA & ID. Call Ron 253-405-6625 or email ron@nwcascade.com. (T06)

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Special event trailers: 1-10x32, 1-10x42, 2008 models, like new, a/c, heat, etc. \$17,500 each. 816-238-3000. Made by William Scotsman, MO. (PT05)

Now in stock Restroom, and Gap Trailers, various sizes. Special pricing on a 2012 20' restroom trailer embassy series model E20-P. A Restroom Company LLC (Art), 269-435-4278 or www.arestroomtrailer.com. (P05T04)

PORTABLE RESTROOM TRUCKS

2004 Ford F 550 super duty: 4wd, 1 ton, carries 2 units, 500 waste, 150 fresh, 150,500 miles, well cared for. Asking price: \$16,250. **1996 Dodge:** 1 ton diesel, carries 4 units, 500 waste, 250 fresh, 263,000 miles, has a/c. Asking price: \$7,250, will take offers. Call Ron 253-405-6625 or email ron@nwcascade.com. (T04)

Need backup? 1995 International diesel/auto flatbed, 800 waste: \$9,000. 1999 Ford F450 PD (300 waste) diesel/std. with lift gate: \$11,000. 1998 GMC C6500, diesel std., flat bed with 800 waste: \$7,000. Lane Vacuum tank (off F550) 600/300: \$1,500 w/vac., 300 gallon, slide-in also available. St. Louis area. Email inquiries gggreeno@aol.com or 800-241-0418. (P05)

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2002 International 4300: DT 466, 236,000 miles, Keith Huber body, 1,000 waste, 500 fresh water. LOTS OF EXTRAS! \$30,000. 207-227-4205, ME. (P05)

2004 Freightliner M2, MBE 900, 210 hp, manual 6-speed, non-CDL, air brakes, 151,578 miles, PresVac system, 400 fresh/1,000 waste, dual side service, 2-unit carrier. \$22,000. **1999 International 4700**, DT466, non-CDL, 223,055 miles, Lely body, 300 fresh/1,250 waste, MEC 6500 pump, dual side service, 2-unit carrier. \$16,000. OHIO, 614-497-1776, www.billjr@potty4u.com. (PBM)

PORTABLE RESTROOM TRUCKS

2000 Chevy 3500 with 350 gas engine. Tires are 75%, 300-gallon waste tank, 100-gallon fresh water tank. Also it has a heavy duty 2 toilet carrier that folds up. The pump is new with an electric start Honda engine, has a 70-gallon wash down tank. Vehicle has 107,000 miles and has been parked most winters. Asking \$9,850. For more info and pictures call 920-573-3646, WI. (P04)

2005 Ford F-550 diesel: 300 fresh/600 waste, Marsh Industrial tank, two unit lift gate, 126,000 miles, 4WD. \$25,000. 231-633-2141, MI. (P05)

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