

# PRO

PORTABLE RESTROOM OPERATOR

May 2012  
www.promonthly.com

## *Finding a Way*

**VIRGINIA PRO WORKS  
HARDER AND SMARTER  
TO BUILD BUSINESS**  
PAGE 12

## *The Rural Route*

**DJ'S PORTABLES RACKS UP THE MILES  
WORKING NAVAJO TRIBAL TERRITORY**

PAGE 21



In Business Since 1959

# TUFF-JON

## TSF Product Line



Tuff-Jon



TJ-Shorty/  
Construction



TJ-Shorty  
(Kid Friendly)



Tuff-Jon III



90 Gallon Free-Standing Sink  
(45 gallons fresh water)



60 Gallon Rinse Tank



Tank sizes 60, 105, 225, 300 and 440 gallons.



TJ Junior Single  
Free Standing Sink  
(16 gallons fresh water)



TJ Handy Stand  
Waterless Gel  
Touch Dispensers



Containment  
Tray

PORTABLE TOILETS | HOLDING TANKS | HAND WASH UNITS | ACCESSORIES

**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**



# Johnny's Choice

*Freshen your service.  
Please your customers!*

## TOSS-INS Dry Portion Control



## RELENTLESS Liquid Concentrate



## BIOSORB Natural Enzyme Action Liquid Concentrate & Dry Portion Pack



## GRANDISK Extra Fragrance



*Johnny's Choice* portable sanitation deodorizer products are used with confidence in countries around the world.























www.johnnyschoice.com

1-888-729-6478

905-712-8335

info@johnnyschoice.com

## ADVERTISERS in this issue May 2012

COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE		
<b>A</b>											
Allied Forward Motion, LLC...	33										
 Allied Graphics, Inc.....	32										
Armal .....	29										
 Armstrong Equipment Inc. ....	10										
<b>B</b>											
<b>C</b>											
 Century Paper & Chemicals...10											
Classifieds .....	38										
 Comforts of Home Services...23											
<b>D</b>											
 Deal Associates Inc. ....	23										
<b>E</b>											
 Equipment Sales, LLC.....	30										
 EZTrakR Systems Inc.....	34										
<b>F</b>											
<b>G</b>											
Gamajet Cleaning System, inc..13											
 Green Way Products .....	40										
by PolyPortables Inc.											
<b>H</b>											
Hefferman Insurance Brokers..30											
<b>I</b>											
 Imperial Industries, Inc. ....	24										
<b>J</b>											
 J & J Chemical Co.....	25										
<b>K</b>											
<b>L</b>											
 Liberty Financial Group Inc....	24										
 Liquid Waste Industries .....	7										
<b>M</b>											
 J. C. Gury Company Inc. ....	24										
Johnny's Choice .....	3										
by Chemcorp Industries, Inc.											
<b>N</b>											
 KeeVac Industries Inc.....	27										
<b>O</b>											
<b>P</b>											
 Marketplace.....	38										
McKee Technologies Inc./											
Explorer Trailers											
Surco Products											
<b>Q</b>											
<b>R</b>											
 ScreenTech Roeda Signs & ScreenTech Imaging .....	19										
 Ronco Plastics.....	7										
<b>S</b>											
 Safe-T-Fresh.....	15										
 Satellite Industries Inc. ...	11,20-21										
 Slide-In Warehouse .....	10										
Surco Products .....	31										
<b>T</b>											
 TSF Company Inc.....	2										
<b>U</b>											
<b>V</b>											
<b>W</b>											
 Walex Products Co. Inc.....	5										

[www.promonthly.com](http://www.promonthly.com)

Published monthly by



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

© Copyright 2012 COLE Publishing Inc.

No part may be reproduced without permission of the publisher.

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

Elsewhere call 715-546-3346 • Fax: 715-546-3786

Website: [www.promonthly.com](http://www.promonthly.com) • Email: [pro@promonthly.com](mailto: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](http://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 Nicole at [nicole@colepublishing.com](mailto:nicole@colepublishing.com).

**CLASSIFIED ADVERTISING:** Submit ads online at [www.promonthly.com/order/classifieds](http://www.promonthly.com/order/classifieds). Minimum rate of \$25 for 20 words; \$1 per each additional word. Include a photo for an additional \$125. All classified advertising must be paid in advance. **DEADLINE:** Classified ads must be received by the 10th of the month for insertion in the next month's edition. **PHONE-IN ADS ARE NOT ACCEPTED.** Fax to 715-546-3786 only if charging to MasterCard, VISA, Discover or Amex. Include all credit card information and your phone number (with area code). Mail with check payable to COLE Publishing Inc. to the address above. **CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET.** Not responsible for errors beyond first insertion.



Jim Flory

**DISPLAY ADVERTISING:** Call Jim Flory at 800-994-7990. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

**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](http://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](mailto:jeffl@colepublishing.com). To order back issues, call Nicole at 800-257-7222 (715-546-3346) or email [nicole@colepublishing.com](mailto:nicole@colepublishing.com).



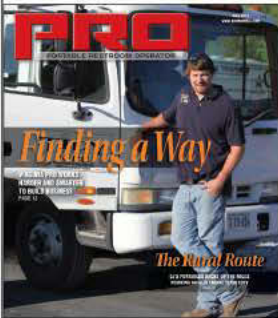
**2013 PUMPER & CLEANER  
ENVIRONMENTAL EXPO INTERNATIONAL**

**Education Day:** February 25, 2013  
**Exhibits Open:** February 26 - 28, 2013  
**Indiana Convention Center, Indianapolis**  
[www.pumpershow.com](http://www.pumpershow.com)

**6 From the Editor: Minimizing Mayhem**  
Taking steps to discourage graffiti taggers and cleaning up their messes fast will keep customers happy and raise your bottom line.  
- Jim Kneiszel

**8 Back at the Office: Same Time Next Year?**  
No, tax time shouldn't be the one and only time of year you see your accountant.  
- Judy Kneiszel

## 12 COVER STORY



**PROfile: Finding a Way**  
Virginia's Tidy Services works harder and smarter to keep the restroom orders coming in a challenging economy.  
- Doug Day

**ON THE COVER :** Alex Phillips has guided Salem, Va., restroom company Tidy Services through economic challenges over the past few years. Phillips is shown with one of the company's International service trucks built out by Abernethy Welding. (Photo by Kyle Green)

**22 Product Roundup: Clean & Fresh**  
All-natural, portion-size deodorizers and drain treatments take the guesswork out of keeping your restrooms clean and customers happy.  
- Ed Wodalski

**26 On Location: The Rural Route**  
DJ's Portables puts on thousands of miles through desolate regions to serve members of the Navajo Nation.  
- Betty Dageforde

**32 PRO Business: He Says, She Says**  
An understanding of gender differences can help foster better communication at work and more rewarding professional relationships.  
- Jean Kelley

**34 Truck Corner: Gearing Up**  
The PTO gearbox and Woods coupler play important roles in efficient and safe pump operation.  
- Bob Carlson

**36 Industry News**

**36 Product News**

## COMING NEXT MONTH — June 2012

- **On Location:** Great Lakes festival and boat race
- **PROfile:** Michigan company becomes marketing juggernaut

# THE #1 BEST SELLER



*Get Unsurpassed Performance  
with the Best Deodorizer  
Money Can Buy*

**Porta-Pak sells the most because of  
advantages the competition can't match!**

▶ **THE STRONGEST ODOR CONTROL.**

Powered by advanced **WAVE2** Technology developed by the Walex R&D Group, delivering customer satisfaction around the world.

▶ **NON-STAINING COLOR.**

Deep, dark EVERBLUE color that never stains surfaces – beware of cheap, staining dyes in other products.

▶ **THE SAME GREAT PRODUCT EVERY TIME.**

Our manufacturing process ensures product consistency, so you always know you're getting the best for your money.

*See for yourself why Porta-Pak is the #1 best  
selling portion control product worldwide!*

## Other Great Portion Control Products from Walex



### PORTA-PAK®



*Week-Long Odor Control  
for Mild Climates*



### PORTA-TAB®

*Quick-Dissolve Holding Tank  
& Waste Treatment Tablets  
(Available in standard  
and Porta-Tab XL sizes)*



### BIO-PAK®

*Natural Enzyme  
Holding Tank Deodorizer  
& Waste Digester*



800.338.3155 | WWW.WALEX.COM

**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; email PRO editor Jim Kneiszel at editor@promonthly.com.



## Minimizing Mayhem

**TAKING STEPS TO DISCOURAGE GRAFFITI TAGGERS AND CLEANING UP THEIR MESSSES FAST WILL KEEP CUSTOMERS HAPPY AND RAISE YOUR BOTTOM LINE**

By Jim Kneiszel

**D**ealing with greater competition in the marketplace and an ailing construction industry, portable sanitation contractors have had to cut their costs to the bone to ensure profitability. Some costs of doing business always seem to be on the rise, including wages and insurance premiums.

But one area where you might be able to rein in costs is vandalism damage. Graffiti is a constant frustration in the industry. It's a full-on battle to defeat the taggers, and waging that battle costs you in labor and cleaning products as well as the premature recycling of units that are constantly being targeted.

As you enter the busy season for construction and special events placements, here are a few tips to curtail graffiti damage:

### Location, location, location

Site selection for restroom placement is part of the expertise you offer to customers. Your knowledge of the best locations for restrooms to discourage vandalism will save both you and the customer money and headaches over the long run. Scan a new customer's property for the best drop site. Look for the busiest spot on a construction site. Find a fenced area where it's more difficult for vandals to tag and run. Visit the site at night to take note of locations illuminated by streetlights. Ensure good lines of sight to the units. Consider locations and restroom colors that will help units blend into their surroundings rather than stick out and beckon vandals.



These portable restrooms were brazenly tagged despite being next to a lighted building in the busy Washington Square Park in San Francisco, across the street from the landmark Saints Peter and Paul Church. (Photos by Jim Kneiszel)

### Keep it clean

Law enforcement experts say the best deterrent to graffiti is removing it quickly. Taggers want to see their images or gang-related symbols displayed as long as possible, and will avoid tempting targets where paint is quickly removed. So monitor your placements regularly and be prepared to clean a vandalized unit immediately. Train your customers to alert you to graffiti as soon as they notice it. Explain to them that workers on a construction site or the general public in a park, for instance, will appreciate it when vandalism is addressed quickly.

### Have attendants on site at major events

To protect your inventory investment at special events, it sometimes pays to hire attendants to monitor restroom usage. This can be an especially wise investment when you have large banks of restrooms at a traditionally rowdy event, or when your restroom trailers are dispatched to a more youth-oriented event. Attire your attendants in uniforms and have them carry official identification tags and a high-grade flashlight with a strong light beam. Have the attendant frequently check around the outside of restroom placements, especially after nightfall, and check on interiors regularly for mischief and to clean messes and restock paper products.

### Warn taggers that you're coming after them

Add warning labels to all of your restrooms, telling vandals they will be caught and prosecuted to the full extent of the law. Order stickers that are brightly colored, sternly worded and carry some sort of official-looking badge or law enforcement seal to give vandals pause. This isn't going to deter the majority of taggers, but it might convince the more apprehensive vandals to move along. On the sticker, you also can provide a phone number and ask restroom users to report vandalism so that you can clean the units quickly. You also could offer a reward for information leading to the arrest of a tagger. While warning labels might have limited effectiveness, they are an inexpensive deterrent.

### Install motion sensor lights

A proliferation of inexpensive go-anywhere motion sensor lights is making it cheaper and easier for you to cast a light on vandals at work. These battery-operated, weatherproof LED lights are durable, long lasting and can be found for \$20 or less. Install one on a fence or a building, pointing at your units, and the light will discourage taggers the moment they shake the spray paint can. Motion sensor lights made specifically for use inside portable restrooms may also scare some vandals away in addition to their main task of providing a convenient light for users.

### Add surveillance

Surveillance technology is always getting more reliable, easier to use and less expensive. For an investment of less than one new portable restroom, you can install a security trail camera pointed at a unit or two that are chronically being hit by taggers or vandalized in other ways. Often used by hunters to scout wildlife, these cameras use motion sensors and infrared flash technology to capture images in remote locations. Used for security purposes, the cameras have long battery life and ample image storage capabilities so you can monitor a restroom location for extended periods. Because these cameras are providing better images all the time, they may help the police identify graffiti vandals and curb the issue over time.

### Employ intelligent placement

For locations prone to vandalism, deliver older units near the end of their lifecycle or dark-colored units where residual graffiti marks won't show as readily. Your customers might have more tolerance for a worn unit or one that won't come completely clean of graffiti if it means they will be responsible for fewer repairs or it limits their cost for damage waivers. Target-rich environments might be dimly lit urban areas where incidents of other types of crime are common, or poorly secured construction sites that are magnets for roaming youths looking to damage something.

### Sample cleaning products

Once your unit has been tagged, finding the most effective way to clean it might be a matter of trial and error. If an effective graffiti removal product

Even though it was parked along a busy street construction project adjacent to San Francisco's Golden Gate Park, this trailer-mounted unit was hit several times with gang symbols.



If an effective graffiti removal product has eluded you, ask the manufacturers of these products for free samples or buy a small quantity of several products to try out in real-world situations.

has eluded you, ask the manufacturers of these products for free samples or buy a small quantity of several products to try out in real-world situations. The Pumper & Cleaner Environmental Expo is a great place to talk to the manufacturers and collect samples of many consumable products, including graffiti removers, deodorants and the like. Identify the products that work the best for you and your crew. ■

**Portable Restroom Delivery**  
**TRAILERS**  
*Heavy Duty Steel with Double Axle, Electric Brakes, Flush Mounted Lights and Built-in Ratchet Straps*

- no sides -	6 Hauler..... \$2760.00 (12ft)	- with sides -
	8 Hauler..... \$3300.00 (16ft)	
	10 Hauler..... \$3850.00 (20ft)	
	12 Hauler..... \$4200.00 (24ft)	
	14 Hauler..... \$4525.00 (28ft)	
	16 Hauler..... \$5200.00 (32ft)	
	18 Hauler..... \$5950.00 (36ft)	
	20 Hauler..... \$6700.00 (40ft)	

*Custom Lengths Also Available!*

**877-445-5511**  
[www.RestroomDeliveryTrailers.com](http://www.RestroomDeliveryTrailers.com)

**TANKS**  
**Holding And Fresh Water**  
 Visit our websites  
**www.ronco-plastics.net**  
 400 Sizes Available  
 Wholesale Pricing Available  
**714-259-1385**



## Same Time Next Year?

**NO, TAX TIME SHOULDN'T BE THE ONE AND ONLY TIME OF YEAR YOU SEE YOUR ACCOUNTANT**

By Judy Kneiszel

**H**opefully, you met the deadline and had your federal income taxes filed on time this spring, which means you don't have to have any contact with your accountant for eight or nine months, right? Not so fast. Accountants aren't just for taxes anymore. You should talk with your accountant on a regular basis throughout the year.

If your argument against that idea is you can't afford to pay for the services of an accountant any more than is absolutely necessary, you may want to reconsider. Checking in frequently with a numbers expert can actually save you money in the long run. At the very least, the hours you pay for throughout the year will decrease the amount of hours it takes for tax preparation.

### WHAT ELSE CAN YOUR ACCOUNTANT DO?

Your accountant can create forecasts and budgets, and produce financial statements like balance sheets, profit and loss statements and cash flow statements. More importantly, your accountant can teach you how to read and understand these financial balance sheets, budgets, forecasts and statements so you can use these reports to make well-informed business decisions.

---

Accountants know many other business owners and can recommend your company to them if they ever need a portable restroom provider. And your accountant should be able to introduce you to knowledgeable bankers, attorneys and other professionals who have the ability to help in your business endeavors.

---

### YEAR 'ROUND NETWORKING

Another good reason to check in with your accountant periodically is so you are in the forefront of his or her mind and high up on the phone contacts list. Why? Because accountants know many other business owners and can recommend your company to them if they ever need a portable restroom provider. And your accountant should be able to introduce you to knowledgeable bankers, attorneys and other professionals who have the ability to help in your business endeavors should you need their services.

### AN EYE ON GOVERNMENT REGULATION

It's your job to keep track of regulations regarding your business. It's an accountant's job to keep track of government regulations regarding accounting, tax planning and reporting, for example how to properly file quarterly and annual payroll returns, 940s, 941s, W-2s, W-3s and 1099s. Let

someone else keep an eye on the IRS while you keep an eye on everything else. I often call my accountant in a panic when I get some vague letter in the mail from the IRS. It helps me sleep at night knowing he'll deal with it.

### GET CASH FLOWING AGAIN

A company can be profitable but still fail because of poor cash flow. Despite having done a lot of work and being owed a lot of money, the cash-poor business can't meet payroll and other obligations. Your accountant can help you get a handle on your accounts receivable, understand your expenses and track your break-even point.

An accountant who understands small businesses can point out inefficiencies and weaknesses in a business by doing some simple financial statement analysis. If there is a cash flow issue, an accountant can look at operations and suggest changes in billing and collection procedures that may help. A good small business accountant also can help a company make better use of its resources to increase efficiency and improve profitability. Finally, your accountant may, after analyzing your expenses and break-even point, suggest new pricing strategies for products and services.

### TECHNOLOGY ADVICE

Your accountant should be familiar with accounting software and advise you on what you need to keep up with day-to-day bookkeeping tasks and make the transition of reports seamless when it is time for him or her to prepare your taxes. Having your business use software that's compatible with what your accounting firm uses will save time and headaches. It will ultimately cut down on the time spent (and the hours billed to you) for the big job of tax preparation.

Your accountant can help you create, set up, organize or revamp an accounting system for your company if yours has been lacking. And if you purchase new accounting software, your accountant can probably provide setup help, consulting and training. A good accountant also can discuss the pros and cons of cloud-based or SAAS (software as a service) bookkeeping solutions for your business.

### LOOKING TO GROW

If you're looking for financing to expand the business, consulting your accountant should be your first step in the process. He or she can help you gather and prepare the appropriate documents, help write or update a business plan, and point you in the right direction for obtaining a loan. Consider taking your accountant with you when you meet with lenders since they may already have a relationship. If you are not successful obtaining funds from local bank sources, your accountant can help you with other possible financing sources such as SBA loans, secondary lending markets or individual investors.



## LONG-TERM PLANNING

Is your business structured to your advantage? Maybe you're considering incorporation or pondering whether to buy or lease a company vehicle. A good accountant should be able to tell you how changes would affect your taxes and your business's growth. Another question your accountant can help you answer is how much revenue your company needs to afford hiring additional employees.

While these types of questions can be answered in a strategic plan, succession plans are equally important and also something your accountant can help with. Whether you are looking to retire or just decrease your ownership percentage, it is important for ownership transfer to be in the best interest of all parties involved. Accountants can help whether ownership is to be gifted to children, sold to key employees or sold to an outside party. Even if retirement is not imminent, a succession plan should be developed

in case of catastrophe. And in the event of a sale, it is important that your business be valued properly. There are several ways to value a business, and an accountant can help you make sure the appropriate method is used for your business.

## OBJECTIVE ADVICE

The real benefit to having an accountant you trust and consult with regularly is objectivity. It's hard to look at your own company objectively. As the owner, you're too close to the situation. You know the company's people, its problems, and its past. Someone who's only concerned with cold, hard numbers can give you honest, straightforward advice without being swayed by emotion. So give your accountant a call. But don't be surprised if he thinks he's pulled a Rip Van Winkle and slept through most of the year if you traditionally only connect at tax time. ■

# MID-STATE TANK

**A.S.M.E. Certified / D.O.T. Approved  
UL-142 Listed**

*Tanks for  
your Business*



**Mid-State Tank Co., Inc.  
P.O. Box 317  
Sullivan, IL 61951  
Telephone: 800-722-8384  
Fax: 217-728-8384**

[www.midstatetank.com](http://www.midstatetank.com)

Mid-State Tank manufactures dependable stainless steel and aluminum pressure / vacuum tanks for the septic and portable trucks. Semi trailers are a recent addition to our fine line of tank models.

Contact:  
Don or Gene for a quote or check on stock tanks

# Everyone talks about creating a greener environment.

**You actually do it.**

Find the tools you need to keep your communities **green** at

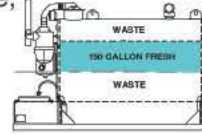
[www.colepublishing.com](http://www.colepublishing.com). Publishing environmental trade magazines since 1979.

# 450 Gallon Aluminum Slide-In

300 Gallon Waste / 150 Gallon Fresh



Electric Start 5.5 HP Honda  
Conde Super 6 Vacuum pump w/ 4-way valve  
30' x 2" Tiger Tail inlet hose w/stinger, washdown  
system w/50' hose, 3" Discharge,  
12 Volt battery, Work Light.



**New Design! 'TANK IN A TANK'**  
Offers improved weight distribution!

*progress tank*



435 Gallon "SpaceSaver"



435 Gallon Rear Engine

## THE SLIDE IN WAREHOUSE

Atlanta, GA • Bellefonte, PA • Dallas, TX  
Denver, CO • Los Angeles, CA • Mauston, MN



www.[slideinwarehouse.com](http://slideinwarehouse.com)

SIWPRO512

**3 Models • Five 'Stocking' Locations To Serve You! Call Us Today Toll-Free: 888-445-4892**

## 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

Hablamos Español

## 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

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



**Century**  
Paper & Chemicals

Made In The USA

Fax: 570-836-5897

Email: rick@centurypaper.com

Web Site: centurypaper.com

**1-866-767-2737**



# THE SIX PACK IS BACK!

Global



## *Satellite's Lowest Priced Restroom!*

The Global Six Pack is a convenient, inexpensive way to order our low-cost, feature-packed restroom. We will ship you six restrooms, unassembled, at the lowest freight rate within days of your order.

We offer a wide variety of colors and many unique, standard features you will only find on a Global. The open-grid Dirtbuster™ base is one feature operators really like. It lets fresh air in and dirt out! Check out the Global on our website or call your Area Manager for more details.



Dirtbuster Base

*10 Year Limited Warranty  
Heavy Duty Door Hinge  
3 Roll Paper Guard  
Large Logo Area  
Corner Shelf*



**800-328-3332**  
[www.satelliteindustries.com](http://www.satelliteindustries.com)

Technician Gerald Henderson prepares to run his daily service route. The company's restrooms are lined up in the yard and ready to go. (Photos by Kyle Green)

# Finding a Way

**VIRGINIA'S TIDY SERVICES WORKS HARDER AND SMARTER TO KEEP THE RESTROOM ORDERS COMING IN A CHALLENGING ECONOMY**

**By Doug Day**

Since the Phillips family purchased a small portable restroom company in 1994, Tidy Services in Salem, Va., has grown from about 100 units to more than 800. Continued growth is in the plans for Alex Phillips, who took over operation of the family-owned business a few years ago from his parents, Gary and Jackie.

But expansion is going to have to wait. Near-term economic challenges made it a tough time for Phillips to take over such a big responsibility. With the almost unprecedented slowdown in construction business, Phillips believes the family has done a good job at maintaining profits through careful marketing, smart equipment upgrades and boosting special events business.

Phillips is pleased he's kept fully staffed to help the workers who depend on him for their livelihood. "You always feel like you could be doing

more," he says, "but we haven't had to cut back too much and we've kept all the employees and kept the trucks running. So be thankful for what you have."

### CHANGING MARKET

Like many portable sanitation companies, the construction business provides a good core of customers for Tidy Services. "We have a lot of construction units that stay out year-round," he says. "With construction being slow, we've tried to expand the special events side of the business and get as much of that as we can."

That includes offering more options to customers looking for more than a basic restroom facility. "We've had a lot of luck with the trailer rentals, which seems to grow every year," he says. "We make sure we use green, environmentally friendly chemicals and recycled paper products."

Tidy Services has portable stand-alone units from Satellite Industries and PolyJohn Enterprises. The company also offers restroom trailers including the 820 and 824 Traditional models from Ameri-Can Engineering, a Fantastic executive trailer from JAG Mobile Solutions, and two VIP units from NuConcepts carried on trailers from Mighty Mover Trailers Inc.

Weddings, concerts, festivals, athletic events and golf tournaments are among the fare the company has been going after to make up for lost construction business. One such event in the summer of 2011 was a benefit

*(continued)*

### Tidy Services, Salem, Va.

Owners: Gary and Jackie, Alex and Emily Phillips

Founded: 1994

Employees: 16

Service Area: Greater Roanoke Valley

Website: [www.TidyInc.com](http://www.TidyInc.com)



**GUARANTEED TO CLEAN**

**NO BACK SPLASH - ELIMINATE ODORS - REDUCE CHEMICAL USE**

**ARE YOU STILL CLEANING THIS WITH A BRUSH?**

its time you get a **GAMAJET**  
portable restroom cleaning system

**HANDS-FREE CLEANING  
HOLDING TANK AND CABIN**

Clean your entire portable restroom in minutes

**GAMAJET®**

Learn more at [www.Gamajet.com](http://www.Gamajet.com) or call 1.877.Gamajet



country music show requiring 150 units for a weekend. The company has contracts with annual events such as Roanoke's Festival in the Park, a multi-day event in downtown Roanoke, Va., and the Blue Ridge Marathon, known as one of the most challenging marathons in the East. "The Roanoke Valley is a beautiful place to work and live, it seems like we have more and more outdoor events every year," he says.

**"When they shot scenes for *War of the Worlds* in Virginia, we had a trailer we pulled around just for Tom Cruise and Steven Spielberg."**

**ALEX PHILLIPS**

Along with contracts from area city park departments, Phillips has landed a couple of movie deals. "When they shot scenes for *War of the Worlds* in Virginia, we had a trailer we pulled around just for Tom Cruise and Steven Spielberg," he says. Tidy Services also provided services for a few smaller, independent movies.

#### **DIVERSIFICATION PLAY**

About 50 percent of the company's business is from portable restrooms and 10 percent comes from pumping septic tanks and grease traps. The rest comes from the 250 roll-off containers that have helped temper the soft economy. The environmental trend has helped in that segment of the business, which is a member of the U.S. Green Building Council.

"We've grown a lot in recycling with green building and LEED (Leadership in Energy and Environmental Design) projects," Phillips says. "We offer wood composting and recycling of metal, cardboard, concrete and brick. That seems to be the way of the future."

Tidy Services sticks with International trucks. Four used for pumping portable restrooms are a 1995 International with 900-gallon waste/300-gallon freshwater steel Abernethy Welding & Repair Inc. tank and Masport pump and 2002, 2007 and 2008 Internationals with 1,200-gallon waste/300-gallon freshwater steel Abernethy tanks and Masport pumps.

A 2003 International septic pumping truck has a 2,100-gallon steel tank from Badger Vacuum Trucks with a Fruitland Tool & Mfg. pump. The fleet also includes a 2004 International with a 300-gallon steel tank and Masport pump from Lely



A Lely Maximizer dewatering unit is set up in the company yard, and sends solids into a container to be taken to a landfill. Wastewater is sent into the local sewer system.

Manufacturing Inc., four flatbed trucks with lift gates for delivering portable restroom units, five roll-off trucks, and a few pickups for the staff of 16.

#### **PROCESSING FACILITY**

Tidy Services processes its own portable restroom, septic and grease trap waste in a facility that was permitted three years ago. "The restroom waste goes through a Maximizer we got from Lely Manufacturing to screen out the solids," Phillips says. "Those are disposed of in the landfill. All the liquid waste goes into the sewer system."

Operating the facility is a bit of a hassle with permitting, inspections and reporting requirements, but it has paid off. Disposal cost is a bit lower for the dewatered effluent than dumping loads directly at the local septage disposal facility. "It saves us a lot of diesel and man-hours as far as running



James Pressley sets up a Satellite Industries Breeze hand-wash station for a concert in Roanoke, Va.

(continued)



**SPRAY IT ON, IT STAYS THERE. WIPE IT OFF, GRAFFITI GOES AWAY. EARN POINTS, GET A FREE RESTROOM.**

Spray it on, wipe it off and collect a free restroom. It sounds simple, and it is! Graffix has been tried on all types of graffiti and so far it has removed every type of marker, paint and

pencil we have tested. If it can do all that and earn you ROI points towards free restrooms, then all we can recommend is that you place an order today and see for yourself.



Try all of our deodorizer products including packet and tablets and earn valuable ROI points!

to a sewage treatment plant every time a truck is full," he says. "We can dump anytime we need to. We don't have to worry about the gates being open when we go to dump somewhere else."

### MARKETING STRATEGY

Phillips tries to present a good image by keeping a newer restroom inventory and working hard to keep units clean and in good shape. "We have sink options and hand sanitizers and we're doing more of those every year," says Phillips, who has 14 sinks. "We bought two of the first units that Satellite came out with and just started adding them to some events at no cost or a nominal fee to let people see them. Now, people seem to expect it more, especially if there is food involved. We have them at almost every event now."

In addition to sinks in the restrooms, stand-alone hand-wash stations also are becoming more popular. He thinks it may be because local health departments are stricter on jobsites to make sure workers have adequate hand-wash facilities.

Restroom trailers have proven to be popular for backyard parties and weddings. "We have a few hand-pump flush toilets and set those aside mostly for weddings and they are popular. We have a handful of weddings every weekend."



Office manager Noelia Venerio processes payroll at Tidy Services. She performs many duties that help the company run efficiently and weather economic ups and downs.

In addition to upgrading the inventory, Phillips concentrates on a commitment to personal service. The company promises to have a person answer every phone call during business hours, and has several phone lines to make sure customers can get through to a live voice rather than a recording.

"We have at least three full-time people in the office every day and try to answer the phone by the second ring," he explains. "We meet same-day requests whenever we can. Even on weekends, you can get a cell phone

The Tidy Services team includes (from left) Alex Phillips, Glen Aylor, Allen Crawford, Noelia Venerio, Gerald Henderson and Jim Stone.



(continued)





# SOME CALL THEM TOILETS, OTHERS CALL THEM BUILDING BLOCKS.

## YOU CAN BUILD A BUSINESS WITH US.

It takes guts and hard work to build a portable restroom business. And the Pumpers we know measure up all the way. That's why many of them use the Integra as the cornerstone of their business. It's tough, versatile, practical, and it won't let you down.

Here are 6 reasons the Integra can help you build your business:

1. Practical design for easy handling and servicing
2. Parts interchange with other PolyPortables models
3. Seventeen in-demand, readily-available colors
4. Choice of low profile, or higher Keystone roofs
5. Multiple skid choices to fit any job
6. Variety of handwash, sanitizer and upgrade accessories



**PORTABLE TOILETS • HANDWASH STATIONS • DEODORIZERS • CLEANERS • TRUCKS**  
99 Crafton Drive, Dahlonega, GA 30533 USA • Phone (800) 241-7951 or (706) 864-3776 • Fax (706) 864-8111 • [www.polyportables.com](http://www.polyportables.com)

All Green Way Products' deodorizers, cleaners and air fresheners are high-performance products developed and manufactured in our facilities in Dahlonega, Georgia specifically for portable restroom operators. They are all environmentally safe.



Follow us on [twitter](#) Like us on [facebook](#)

## MORE INFO

# CERTIFICATION CAN PROVIDE A BUSINESS EDGE

Tidy Services is certified by the Virginia Department of Minority Businesses Enterprise as a "small, women, and/or minority owned business," or SWaM. "It helps out occasionally," says Alex Phillips, who runs the family business. "We've had a few situations, such as a large construction job or a school system, where people are glad that we have the certification."

Phillips says people don't ask about it when they call. "It seems to be an add-on that some people appreciate later."

The state has a program to help and encourage SWaM businesses, including

a goal of making 40 percent of state purchases from such companies. Along with bid requests from city and state agencies, the program provides management and technical services for such businesses.

Other states, and the federal government, have similar procurement programs for a variety of groups, such as women, minorities, disabled veterans, etc., designed to direct government spending toward such companies. The Small Business Administration also has programs geared to help small businesses compete for government contracts ([www.sba.gov](http://www.sba.gov)).

Abernethy Welding & Repair, Inc.  
800/545-0324  
[www.abernethywelding.com](http://www.abernethywelding.com)

Ameri-Can Engineering  
574/892-5151  
[www.ameri-can.com](http://www.ameri-can.com)

Badger Vacuum Trucks  
888/201-9166  
[www.badgertruck.com](http://www.badgertruck.com)

Fruitland Tool & Mfg.  
800/663-9003  
[www.fruitland-mfg.com](http://www.fruitland-mfg.com)

JAG Mobile Solutions, Inc.  
800/815-2557  
[www.jagmobilesolutions.com](http://www.jagmobilesolutions.com)

Lely Manufacturing, Inc.  
800/334-2763  
[www.lelyus.com](http://www.lelyus.com)

Masport, Inc.  
800/324-4510  
[www.masportpump.com](http://www.masportpump.com)

NuConcepts  
800/334-1065  
[www.nuconcepts.com](http://www.nuconcepts.com)

PolyJohn Enterprises  
800/292-1305  
[www.polyjohn.com](http://www.polyjohn.com)  
(See ad page 39)

Satellite Industries  
800/328-3332  
[www.satelliteindustries.com](http://www.satelliteindustries.com)  
(See ad pages 11, 20-21)

number off the answering machine so you can get in touch with a person if you need something."

## SALESMAN HELPS

Phillips grew up in the family business, working there on and off through high school and college. After a few years at various jobs, he returned four years ago. His parents still help out one day a week and his wife, Emily, does accounts payable about twice a week.

Phillips is starting to expand the company's marketing efforts onto the Internet. "We started with a small homemade website and upgraded it last year," he says. "We're looking to improve it so we can have a nice footprint on the Web."

There is one full-time salesperson whose main focus is the construction industry and larger special events. The company is a member of local Chambers of Commerce, industry associations and groups like the local homebuilders associations. Tidy Services belongs to the Portable Sanitation Association International, which it joined under the previous ownership as Churchill Portable Toilets, as one of the first members when the trade group formed in 1971.

**"With the majority of non-profits, we'll donate a portion of the equipment in exchange for putting up signs or being listed as a sponsor. I think it helps a lot to show that we're involved in the community."**

**ALEX PHILLIPS**

Tidy Services has done some radio advertising, but perhaps the largest marketing effort is in sponsoring many of the local events the company serves. "With the majority of nonprofits, we'll donate a portion of the equipment in exchange for putting up signs or being listed as a sponsor," he says. "I think it helps a lot to show that we're involved in the community."

Phillips is not sure how much new business the pro bono work brings in, but those organizations do come back to Tidy Services every year.

"They try to spend the least amount they can, but portable restrooms make a big difference in how well the event runs," Phillips says. "The main thing for us is helping out and wanting them to succeed." ■



The interior of the Fantastic executive trailer from JAG Mobile Solutions features black urinals and wood accents. Tidy Services has several restroom trailers and VIP units to serve upscale special events.

# PERFORMER

Complete Units... from **STOCK!**

Prices start as low as...

**\$59,900\***

\*6.8 liter V-10, 362 HP, gasoline engine

1200 Gallon Aluminum 'Bright Finish'

300 Fresh / 900 Waste, Masport HXL4 Pump - 160 C.F.M. Direct drive P.T.D. w/control in cab, 12-Volt water pump. 30' x 2" Tiger tail hose. Unit hauler & hitch

2011 Ford 550XL

18,000 lb. G.V.W.R., 300 Horsepower, Auto transmission, Gasoline or diesel, AM/FM/CD, Air Conditioned.

18% Greater Payload • 60% Lighter Than Steel • Rustproof Aluminum  
Factory 10 Year 'No Leak Tank' Warranty

progress tank



WEST-MARK

TankTec

888-428-6422  
Steve Nelson  
www.tanktec.biz

800-692-5844  
Jeff Hurst  
www.west-mark.com

KeeVac

866-789-9440  
Kevin Keegan  
www.keevac.com



888-281-9965  
Phil Hodes  
www.tristatetank.com

PROG512PRO

**SANITATION  
GRAPHICS**  
.com

LOW COST  
HIGH QUALITY  
FAST TURNAROUND  
**ScreenTech**  
IMAGING  
a division of Rosca Signs, Inc.



MONTHLY  
SPECIALS

**10% OFF!**

**CUSTOM  
DECALS**  
Special valid thru May 31, 2012

USE CODE PRO10 WHEN CHECKING OUT

- Service Records
- Custom Decal Designs
- Die-Cut Shaped Decals
- Lack of Service Tags
- Fence Signs
- Signs & Safety Products
- 1000s of Stock Decals



www.sanitationgraphics.com

800.829.3021

POWERED BY ScreenTech



**NO MATTER THE APPLICATION  
THE RIGHT PRODUCT IS ESSENTIAL**

National Tissue Company and Merfin  
together, we've got you completely covered.

With National Tissue Company and Merfin, you will benefit from superior customer service, dependable on-time delivery, and expert-level recommendations to help you minimize product consumption.

Contact us today at 800-962-9588



Tissue • Towels • Napkins • Wipers • Specialty • Full Line of Dispensing Systems

National Tissue Company

MERFIN

www.nationaltissue.com



JUST IN TIME  
**BIG EV**



## **BREEZE**

### **GET READY FOR A BRAND NEW SEASON!**

The new BREEZE and FREEDOM are available for you to bring to your big events this season. Along with beautiful styling, the BREEZE and FREEDOM are engineered with unique features that improve use and handling, at prices you will be sure to like.

Call your Area Manager or Customer Service at 800-328-3332 to learn more.

E FOR YOUR  
**VENTS!**



**FREEDOM**



>>>>> *move ahead with Satellite*

800-328-3332 / [www.satelliteindustries.com](http://www.satelliteindustries.com)

# Clean & Fresh

**ALL-NATURAL, PORTION-SIZE DEODORIZERS AND DRAIN TREATMENTS TAKE THE GUESSWORK OUT OF KEEPING YOUR RESTROOMS CLEAN AND CUSTOMERS HAPPY**

By Ed Wodalski

**C**onvenient portion control and environmentally friendly formulations continue to be important features in deodorant products used by busy portable restroom operators. And manufacturers constantly step up to provide new solutions for keeping portable restrooms clean and fresh ... no matter if they're sitting in 100-degree heat on construction sites or serving families at special events.

As you look to the 2012 busy season, here are some of the latest offerings from deodorant makers to consider in your service arsenal:

**CHEMPACE CORP.**

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 a strong concentrate for odor control in extreme conditions for up to seven days. Additives assist in breaking down waste and scale buildup in the holding tank. Available in a variety of fragrances, the non-staining, blue-dye restroom treatment is biodegradable. **800/423-5350; www.chempace.com.**



**GREEN WAY PRODUCTS**

Turbo Series portion control restroom deodorizer from Green Way Products by PolyPortables Inc., is available in both a water soluble, self-mixing dry packet and ultra-concentrated liquid. The Turbo DriPax self-mixing deodorizer features a biodegradable paper wrap that will not stick in high humidity and provides extra protection from water damage. The moisture guard packaging of the Turbo Tubes protects against accidental activation. The bacteria-added TURBO BacPax both liquefies waste and neutralizes odor. The biodegradable, earth-friendly deodorizers are available in three strength levels. **800/241-7951; www.greenwayproducts.net.**



**J & J CHEMICAL CO.**



ProPaxx portion control packet non-formaldehyde deodorizer from J & J Chemical Co. is formulated for portable restrooms, buses, boats, trains, RVs, vault toilets, holding tanks, recirculating and other self-contained toilets. The blue, non-staining formula mixes with 5 gallons of water to eliminate odors, break down solids and help clean the holding tank. Packets are available in a Gold version for extreme heat and heavy traffic and Silver for moderate heat and traffic and special events. A variety of fragrances are available. **800/345-3303; www.jjchem.com.**

**JOHNNY'S CHOICE**



Orange Power washdown liquid concentrate from Johnny's Choice cleans and leaves a fresh orange scent on portable restroom exteriors and interiors, service vehicles and other

equipment. The product can be used diluted or as a concentrate. It is available in a variety of package sizes, from cases of four, 1-gallon bottles to 6-gallon pails and 55-gallon drums. **888/729-6478; www.johnnyschoice.com.**

**NILODOR INC.**

Odor Break fragrance barrier from Nilodor Inc is made for use in portable restrooms, recreational vehicles, outdoor restrooms and charter buses. The product is designed to rest on the surface, blocking unpleasant odors caused by heavily used units and extreme weather conditions. **800/443-4321; www.nilodor.com.**



**POLYJOHN ENTERPRISES**

Cooper's Best deodorizing packets from PolyJohn Enterprises contain environmentally friendly biological additives to clean holding tanks and liquefy waste for natural odor control. One 60-gram packet mixes with 5 gallons of water. The blue packets are available in bags of 200. **800/292-1305; www.polyjohn.com.**



**POLYLOK/ZABEL**

The 6-inch, odor eliminating Poly-Air activated carbon vent filter from Polylok/Zabel fits on 4- and 6-inch vent pipes. It contains 5 pounds of activated carbon that works to remove offensive odors from portable restrooms and trailers. Made for commercial as well as residential applications, the filter can be installed on existing vents. A smaller version is available to cover 3-, 2- and 1 1/2-inch pipe. **877/765-9565; www.polylok.com.**



**SAFE-T-FRESH**

The Non-Para urinal block from Safe-T-Fresh is a safe alternative to blocks containing paradichlorobenzene as the active ingredient that have been banned in many states. The Non-Para block has a compacted hard finish for longer service and non-staining dye. The pleasant fragrance maintains its scent throughout use. **877/764-7297; www.safetfresh.com.**



**TOICO INDUSTRIES**

TOI-Tabs from TOICO Industries are an individually wrapped, self-dissolving, fast-acting, effervescent deodorizer. The blue, non-staining tablets are biodegradable and formaldehyde-free. The deodorizer is available in 40-, 60-, 70- and 85-gram sizes, as well as 15-gram special event tablet. Fragrances include mulberry, Fresh-N-Clean, flower power and bubblegum. **888/935-1133; www.tolco.com.**

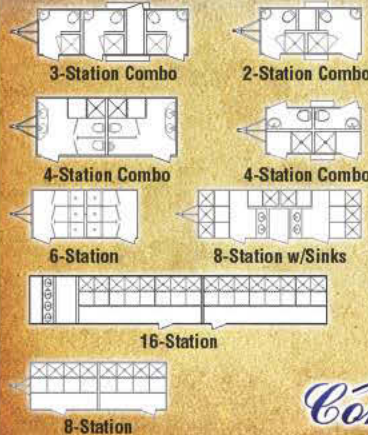


**WALEX PRODUCTS**

Exodor Bio-Pak from Walex Products is a natural enzyme holding tank deodorizer and waste digester. The dissolvable packets start working immediately to control odors, breaking down waste and paper. Bio-Park is environmentally friendly and biodegradable. **800/338-3155; www.walex.com. ■**



**SHOWER TRAILERS**



**Standard Options**

- Includes LPG Heat On Demand Water Heaters
- Private Showers
- Changing Area with Optional Bench
- Water Resistant Interior
- Steel Studs & Roof Rafter
- Exhaust Fans
- Roof Top Air-Conditioners/Heaters/Heat Pumps



**info@cohsi.com ■ 877.382.2935 ■ www.cohsi.com**

**EASILY MOVE RESTROOMS**

**HITCH HAULER™**

Carry A Restroom & Super Mongo Mover On Your Pickup or Sport Utility



**SUPER MONGO MOVER®**

- Move ADA Restrooms
- Aluminum Frame
- Available with 2, 4, 6 or 8 wheels
- Easily Rides on Your Truck
- Ships UPS



Patented

**DA**  
Deal Assoc. Inc.

Toll Free: **866.599.3325**

**www.DealAssoc.com**



**IMPERIAL IS THE CHOICE FOR**  
**DESIGN - QUALITY - VALUE**  
 Servicing the Portable Sanitation Industry

**IMPERIAL SELF CONTAINED SLIDE IN UNITS**  
**NO DECEPTION ABOUT WAREHOUSES NECESSARY!**

**1000 GALLON**



**IN STOCK**  
**1175 GALLON**  
**FORD AND DODGE**



- Imperial has a wide variety of in stock units
- Factory direct shipments at the best prices
- Designed, Manufactured and shipped by Imperial



**MANUFACTURED BY IMPERIAL**  
**PORTABLE RESTROOMS**  
**WASH SINKS**  
**SANITATION STANDS**  
**ALSO AVAILABLE:**  
**SAFE-T-FRESH CHEMICALS**

**IN STOCK**  
**1300 GALLON**



**Instant Savings**  
 view with Smart Phone's  
 QR Code Reader  
 Don't Have a smart phone  
 call 800-558-2945 for details



**Mark King**  
 800-722-7382  
 mking@vhautos.com

**800-558-2945**

**Randy Tischendorf**  
 Randy@imperialind.com



**Samuel Shafarik**  
 Samuel@imperialind.com

**Flexible and Affordable Financing Options**



**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**

**CUSTOM SIGNS AND DECALS**

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

**WE OFFER DECALS WITH HI-TAC ADHESIVE, PERMANENT ACRYLIC ADHESIVE, REMOVABLE ADHESIVE AND ALUMINUM SIGNS FOR USE ON: PORTABLE TOILETS, EQUIPMENT ROLL-OFFS AND VEHICLES**

CONTACT US AND WE WILL SEND YOU

**FREE SAMPLES**

**OF EACH MATERIAL!**

Call (800) 903-3385 or FAX (800) 556-5576  
 www.jcgury.com







**TRUSTED IN OVER 80 COUNTRIES**  
Providing Millions and Millions of Services Every Year!



**GUARANTEED PERFORMANCE**  
**GUARANTEED QUALITY**  
**NON-STAINING ROYAL BLUE**

Call today to experience the J&J advantage...It's real!

Learn more about J&J's Quality Deodorizers, Fragrances & Guaranteed Prices Today!

1-800-345-3303 • [www.jjchem.com](http://www.jjchem.com) • [sales@jjchem.com](mailto:sales@jjchem.com)

## ON LOCATION

**THE JOB:** Navajo Nation Contracts

**LOCATION:** Parts of Arizona, Utah, New Mexico

**THE PRO:** DJ's Portables

Driver Francisco Segovia hits the lonely dirt roads of the Navajo Nation on another day of servicing 125 restrooms on the reservation. (Photos by Tony Bennett)

# THE RURAL ROUTE

DJ'S PORTABLES PUTS ON THOUSANDS OF MILES THROUGH DESOLATE REGIONS TO SERVE MEMBERS OF THE NAVAJO NATION  
BY BETTY DAGEFORDE

### THE TEAM

D.J. Moats Jr. and his wife, Jamie, offer septic, backhoe, and related services, as well as portable restrooms in the northwest region of New Mexico. They operate the portable restroom business as a separate legal entity under the name DJ's Portables. Jamie Moats runs the office and handles bookkeeping and dispatch, assisted by secretary Ella Charles. D.J. Moats works in the field along with route driver Francisco Segovia.

Their home office in Flora Vista, N.M., is 30 miles from their yard and shop in Kirtland. They work within a 250-mile radius.

### COMPANY HISTORY

The company's had a series of starts and stops over the years. Moats' father, Donald Moats, started the business in 1979 but sold it that same year. He tried again in 1998, and sold it in 2003 when friends offered to buy it. When the buyers stopped making payments, Moats took back the septic and backhoe business. And in February 2010, Moats Jr. bought back the portable restrooms - 250 units, all originally purchased by them in 1998. Moats had a couple of lucky breaks. The units still had their original

DJ's Portables signs on them. And remarkably the company was able to get its old phone number back. "The hardest part," Moats says, "was finding all the toilets. There were a lot out in the oilfields and I'm pretty sure there are still some there we don't know about."

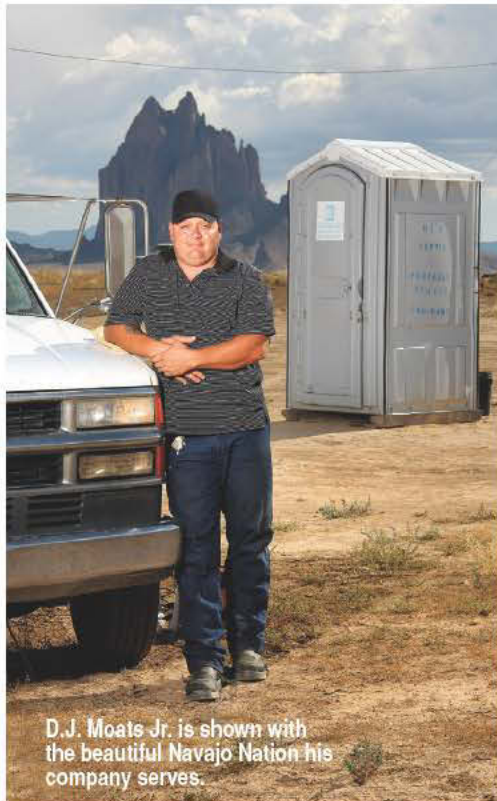
### THE MAIN EVENT

The Navajo Nation is located on 26,000 square miles in the Four Corners region of Arizona, Utah, Colorado and New Mexico, the largest Native American land mass. Home to about a quarter million Navajo, much of the area is rural and remote. Although most live in houses or trailers, some of the elders still live in traditional eight-sided log structures called hogans. Most dwellings have electricity but not all have running water or even wells. For this reason, some residents are in need of portable restrooms.

### THE JOB

DJ's has over 125 individual residential contracts for units with weekly servicing. Company inventory is all 1998 standard models from PolyPortables Inc., PolyJohn Enterprises,

(continued)



D.J. Moats Jr. is shown with the beautiful Navajo Nation his company serves.

# Restroom & Septic Vacuum Trucks

Aluminum, Stainless & Carbon Steel  
On The Lot 'IN STOCK' Selection  
New and Used Vacuum Tanks Trucks



2012 Hino 258  
1,700 Gal. Progress Pro Series Aluminum  
304 Stainless Steel Tank / Masport HXL4V



2012 Freightliner 114SD  
4800 Gallon Aluminum Tank  
Masport VTK-650



[www.keevac.com](http://www.keevac.com)



## 866-789-9440

Denver, CO • Bellefonte, PA • Kansas City, MO



2011 Dodge 5500 4x2  
1,250 Gal. Progress Tank  
Masport HXL4V



2012 Ford F750  
2,500 Gallon, Two Compt. Tank, Jurop RV360

FINANCING  
**5.25%**  
O.A.C.  
AVAILABLE



Brent Emler, 253-218-2989  
Anne Eubanks, 949-362-4724



like us on facebook

KVPRO512

# Your One-Stop Source For Demanding PRO's

- ✓ Portable Restrooms
- ✓ Hand-Wash Stations
- ✓ Deodorizers, Cleaners  
& Fragrance Enhancers
- ✓ Service Vehicles & Tanks

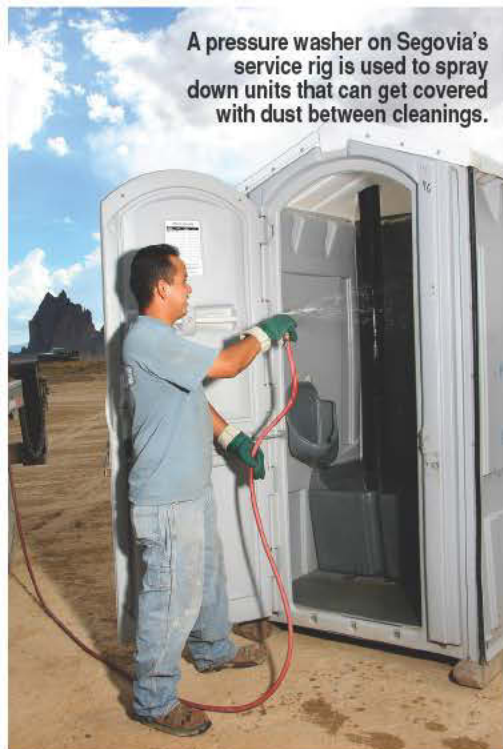


99 Crafton Drive, Dahlonega, GA 30533 USA | (800) 241-7951 or (706) 864-3776 | [www.polyportables.com](http://www.polyportables.com) office@polyportables.com

The crew of DJ's Portables works beautiful and desolate territory to serve contracts with the Navajo Nation, which, with 26,000 square miles, represents the largest Native American land mass.



and a few Armal Inc. Top Line models. There are many different colors – not necessarily good for promoting company identification, but customers enjoy having a choice. A few residents requested wheelchair-accessible models. Due to high winds in the area, many units are staked down. Deliveries are made using a 2000 Isuzu NPR flatbed.



A pressure washer on Segovia's service rig is used to spray down units that can get covered with dust between cleanings.

The company also works with various agencies, such as the Navajo Engineering and Construction Authority, for which it supplied 12 standard units mounted individually on 4- by 8-foot carriers from HaulRite Trailers. DJ's also provided five PolyPortables Tag Along hand-wash stations to Native American Services Corp. for its uranium mine cleanup project. Governing bodies called chapterhouses use units for construction projects, and DJ's occasionally bids on special events such as festivals and powwows.

#### KEEPIN' IT CLEAN

Segovia single-handedly takes care of all routes. The area is vast. He may drive as far as 170 miles one-way to clean a single unit, and puts approximately 3,000 miles a week on the truck. Units are cleaned “top to bottom, inside and out,” Moats says. “If something's broke, he fixes it right there.” The company uses TOICO Industries products, as well as an oil-based fragrance from a car wash supply house poured directly into the tank water. Graffiti is removed with WD-40 or TOICO's Graffiti-Gone.

Although they have a couple service trucks with 900-gallon steel tanks from Glendale Welding Co., Segovia prefers to use a 1999 Best Enterprises Inc. slide-in unit on the 2005 Ford F-550 because of its lighter weight. The 300-gallon waste/140-gallon freshwater stainless steel tank is equipped with a Masport Inc. pump. The waste tank is sufficiently large for his routes, but he tops off the freshwater along the way. “There's local

stores where he can get water. He'll stop in, fill up his tank, get a bite to eat,” Moats says.

“Nine times out of 10 we have to go look for them ... Their inventory tracking system is “old school.” We actually have handwritten maps for every unit, and instructions like ‘Look for the green house with the blue roof.’ ”

**D.J. MOATS**

Units are not always easy to find. Navajo Authority is supposed to bring them in for cleaning – “But nine times out of 10 we have to go look for them,” Moats says. The company's inventory tracking system is “old school,” he says. “We actually have handwritten maps for every unit, and instructions like ‘Look for the green house with the blue roof.’ ” Homes and roads are rarely named or numbered.

Travel is difficult in winter, as many roads are not paved. The company puts two pounds of salt per gallon of water in the tanks to avoid freezing. In summer, the problems are flies, heat and odor. “The best thing I've found to repel flies is a disinfectant spray I get from Sam's Club,” Moats says.

Waste is dumped into a tank in the company's yard, later taken to a municipal water treatment facility in Farmington.



### METHOD TO THE MADNESS

Moats manages his large service area while operating on a shoestring by being organized, self-sufficient and focused on customer service.

"If I can save a penny doing something myself, I'll do it," he says. That includes doing his own maintenance and rebuilding the pumps every three months - "Whether they need it or not." He's generous when elders get a little behind in their payments. He's also got a soft spot for kids and veterans, most often donating his services for their events.

Managing over 100 residential contracts is not easy but the upside is it doesn't slow down in the winter. And the trick to servicing scattered units in far-flung locations? "Time management is the key to this," Moats says. ■

### MORE INFO

**Armal, Inc.**  
866/873-7796  
www.armal.biz  
(See ad page 29)

**Best Enterprises, Inc.**  
800/288-2378  
www.bestenterprises.net

**Masport, Inc.**  
800/228-4510  
www.masportpump.com

**PolyJohn Enterprises**  
800/292-1305  
www.polyjohn.com  
(See ad page 39)

**PolyPortables, Inc.**  
800/241-7951  
www.polyportables.com  
(See ad pages 17, 27)

**TOICO Industries**  
888/935-1133  
www.toico.com

# Armal

**www.armal.biz**  
Phone 770 491 6410  
Toll Free 866 873 7796

- Ultra smooth walls can be washed easily with built-in, irremovable air vents to protect the cabin from insects and rain.
- Highly stable door with easy wash moulding.
- Functional waste collection tank with ergonomic seat and anti-contact bends.
- Single block floor highly resistant to impact, with non-slip surface and raised rims preventing accumulation of dirt and facilitating the washing/disinfecting operations.



## FORM *And* FUNCTION



Comfortable and sturdy at the same time, it has an excellent size/weight ratio ensuring user comfort and easy handling for the operator.



Curved corners for easy gripping.



The overlapping wall assembly system means that the rivets are hidden throughout for greater safety.



Highly stable door thanks to the heavy-duty spring coil. A wind resistant device has been fitted to the door to ensure perfect closure when unlocked.

### Specifications

Weight-Empty	185 pound
Waste Tank Capacity	60 gal
Width	43 inch
Height	90 inch
Depth	47.20 inch



Armal, Inc. • 122 Hudson Industrial Drive, Griffin, GA 30224 • Phone 770 491 6410 • Toll Free 866 873 7796 • armal-inc@armal.biz



HEFFERNAN INSURANCE BROKERS

A Member of the Heffernan Group

# NEW WORKERS COMP PLAN YOU HAVE TO SEE TO BELIEVE

- NEW program
- Exclusive in almost every state
- All lines of insurance coverage available
- We should write the Workers Comp for all PRO's that qualify
- We insure 300 portable restroom operators worldwide

Contact Us Today:

**Mark Herring**, CRM, CIC, LUTCF  
Vice President

Phone **800-208-6912** E-mail **markh@heffins.com**

## EQUIPMENT SALES, LLC

Vacuum Service Equipment  
Septic & Restroom Trucks  
Slide In Units

### 450 Gallon Capacity

300 Gallon Waste / 150 Gallon Fresh

Skid Mounted Slide In  
Suitable for use in... Pick-Up Bed  
Towed Trailer or Marine Service

Conde Super 6 vacuum pump with 4-way valve  
Electric Start 4.8 HP Honda  
12 Volt battery  
12 Volt washdown  
system w/50' hose  
3" Discharge  
30' x 2" Tiger Tail  
inlet hose w/stinger  
Work Light

**\$7,995**  
Plus Freight



Standard Pump Option Packages:  
8.5 H.P. Conde SDS 6 with 4-way valve  
8.5 H.P. Masport HXL-3V direct drive  
11 H.P. Masport HXL-4V

Available in 300, 450, 600 and 800 gallons capacities.  
Single compartment and custom sizes available.

PROES512

Factory - Direct Pricing • Standard Stock • Custom Built  
Delivery Arranged Worldwide

**816-589-7040** email: [equipmentsalesllc@gmail.com](mailto:equipmentsalesllc@gmail.com)



## UPCOMING TRAINING & EVENTS

### Inspector Training & Certification:

May 30-31, 2012 - Sonoma, CA

Instructors: Jacque Sommers and Kit Rosefield  
Go to [www.COWA.org](http://www.COWA.org)

June 22-23, 2012 - Waco, TX

Instructors: Jim Anderson and Dave Gustafson  
Go to [www.NAWT.org](http://www.NAWT.org)

August 27-28 - (TBA) Arizona

Univ. Of AZ - NAWT  
Contact: Kitt Farrell-Poe at (520) 621-7221

### Installer Workshops

June 27, 2012 - San Diego, CA

Re-Certification Installation of OWTS - NEHA 2012 AEC  
Instructors: Jim Anderson and Dave Gustafson

October 8, 2012 - Dover, DE

DOWRA Conference Contact Hollis Warren at  
(302) 284-9070 or [Htwarren43@aol.com](mailto:Htwarren43@aol.com)

October 25-26, 2012 - Lakewood, CO

CHURCH On-site Wastewater Consultants  
Contact Kim Seipp at (303) 622-4126

### Operation & Maintenance Training Certification:

September 12-13, 2012 - Mill Valley, California

Operation & Maintenance, Level 1  
Instructors: Mike Troinen or Kit Rosefield  
Go to [www.COWA.org](http://www.COWA.org)

November, 2012 - (TBA) California

Operation & Maintenance, Level 2  
Instructors: Nick Weigel or Kit Rosefield  
Go to [www.COWA.org](http://www.COWA.org)

### CEU's for NAWT Re-Certification

May 7-8, 2012 - Payson, AZ - Univ. Of AZ - NAWT

7th - Inspection Pumps & Design  
8th - Inspection Subsurface Drip System  
Contact: Kitt Farrell-Poe at (520) 621-7221

July 26, 2012 - Sacramento, CA

COWA - NAWT - Low Pressure Pipe Drainfield  
& Drip Design - Go to [www.COWA.org](http://www.COWA.org)

WATCH THE NAWT WEBSITE AND  
INDUSTRY MAGAZINES FOR UPDATES

FOR MORE INFORMATION CALL

**800-236-6298**

[WWW.NAWT.ORG](http://WWW.NAWT.ORG) YOUR SOURCE FOR REAL LEARNING



**WE ARE OUT TO  
CRUSH  
THE COMPETITION.**

**www.SURCOPT.com**

©SP2011

# Potty Fresh® Plus XL™

**The Strongest  
Portable Toilet  
Deodorant In  
The Industry!**



**AS LOW AS  
\$155**  
(PER 5 GALLON PAIL)

- Non-Formaldehyde
- Thick Syrup Base
- Deep Blue Color



**SURCO®**  
- Since 1946 -  
PORTABLE TOILET DEODORANTS

**1-800-556-0111**

292 Alpha Drive, Pittsburgh PA 15238  
412-252-7000 • www.SURCOPT.com

Jean Kelley is president and founder of Jean Kelley Leadership consulting and Jean Kelley Leadership Alliance. She can be reached through her website, [www.jeankelley.com](http://www.jeankelley.com).



# He Says, She Says

**AN UNDERSTANDING OF GENDER DIFFERENCES CAN HELP FOSTER BETTER COMMUNICATION AT WORK AND MORE REWARDING PROFESSIONAL RELATIONSHIPS**

By Jean Kelley

If you're a woman, you might sometimes wonder how your male colleagues can get into a heated discussion during a business meeting, end with issues unresolved, yet walk out of the room as the best of friends.

And if you're a man, you may get frustrated when talking with women co-workers about one topic, and they bring 14 more topics into the conversation, all of which seem totally unrelated.

We all know that men and women think and act differently, at work and at home, but knowing there are differences is only half the battle. To have successful working relationships with members of the opposite sex, you also have to know why those differences matter and what to do about them.

The good news is that with a little insight, you can overcome the communication and behavioral challenges that plague any workplace and gain greater understanding of how men and women function.

## HUNTERS AND GATHERERS

Before we can look to a harmonious future, we need look back into human evolution. Once upon a time, about a million years ago, communities consisted of hunters (men) and gatherers (women). The hunters left every morning and hunted for food, while the gatherers stayed home, gathered nuts and berries, and made preparations for the food the men would bring back.

So as far back as scientists can tell, women and men had different roles, and as a result, their brains developed in different ways. For example, a man's brain goes in and out of a rest state all day. Millions of years ago, when men sat in trees waiting for their prey, they had to be quiet and disengaged. They didn't want to scare away their dinner. So their brains evolved to learn to engage, disengage, engage, disengage.

Women, on the other hand, had to be on high alert all day, protecting themselves and their children as they gathered necessities and tended to the community's needs. Their brains evolved to be always active. In fact, if you look at a functional MRI of a man's brain at rest and a woman's brain at rest, you'll see that the woman's brain is busy and firing everywhere, whereas the man's brain is quiet.

This is not to say that one gender is better than the other; it simply illustrates one of the many differences between the genders and how it evolved. So, what else is different from a brain wiring perspective? Here are a few highlights:

**Brain chemicals.** Men produce more testosterone, and women produce more oxytocin. Testosterone is an aggressive chemical, and oxytocin is a "tend and befriend" chemical. These chemicals are significant drivers in a person's brain.

**Cycles.** While women have a 28-day cycle, men have a cycle every day. Their testosterone spikes in the morning when they wake up (so they can go out and hunt), wanes in the afternoon, and spikes again in the evening around 8 p.m. It then goes back down, only to repeat the cycle the next day.

**Brain matter.** Men have more gray matter, while women have more white matter. The gray matter is used for local processing of thoughts and tasks. The white matter is what connects everything. This is why when a woman is processing an emotional event, she will do so immediately. All the interconnections make processing faster in her mind. A man is processing locally and will do so for a longer time.

**Hierarchy.** While both men and women understand hierarchy, men really understand it. Whoever brought back the biggest animal from the hunt received the most status in the community. So that desire to be "top dog" and get their point across is innate in men. Likewise, women wanted the security of being with the men who could provide the most food for the family, which is why, even today, women want to be associated with successful men.

**ALLIED GRAPHICS**

**DECALS**  
THAT OUT PERFORM ALL OTHERS!

**MEN WOMEN**  
PLEASE DO NOT THROW TRASH INTO  
WATER NOT INTENDED FOR DRINKING PURPOSES  
ESTA AVIDA NO DEBEA BEBER

**ON Site**  
**PLUMBER'S DISPOSAL SERV.**  
**PBS**  
**TUCAN**

**IN STOCK GENERIC LABELING**  
**CUSTOM NAMEPLATES**  
**LACK OF SERVICE TAGS**  
**SERVICE RECORD DECALS**

CUSTOM ADHESIVE FOR STRONGEST ADHESION TO PORTABLE UNITS!  
2 YEAR 100% SATISFACTION GUARANTEE!  
CUSTOM SHAPES TO FIT ANY PORTABLE UNIT!

**1-800-490-9931**

16290 54th STREET N.E. • ST. MICHAEL, MN 55376  
Phone: (763) 428-8365 • Fax: (763) 428-8366 sales@allied-graphics.com • www.allied-graphics.com



## WHY THIS MATTERS

In working and communicating with each other every day, knowing the differences in gender communication is vital. Much has been written about personality, values and behavioral differences in communication. Now it's time to overlap gender differences into the equation.

For example, while women have distinct viewpoints on topics, when they communicate they often try to "keep the peace." Men, however, are typically more aggressive in their communications, more argumentative about their ideas, and more vocal about their stand on a certain thing.

Women focus on building consensus. And because they're contextual and process information in the white matter, they often try to reduce heated arguments. That's not to say a woman doesn't like a good argument, but if it gets hostile and she gets stressed, she'll start producing oxytocin, which will prompt her to calm the situation down.

And because women have so much white matter, they may take a longer time to answer a question because they're filtering it through the article they read this morning or what their boss said two days ago. Think of it like sorting in a computer: They're doing a huge sort through the entire database to arrive at an answer.

**We all know that men and women think and act differently, at work and at home, but knowing there are differences is only half the battle. To have successful working relationships with members of the opposite sex, you also have to know why those differences matter and what to do about them.**

## BETTER COMMUNICATION

To ease daily workplace communication challenges, keep these points in mind:

**For men:** Keep women's white matter in mind. They are not jumping from topic to topic just to annoy you. In their brain, everything is connected.

Remember that women "tend and befriend." As a result, they tend to use up-talk, where it sounds like they end every sentence with a question mark. Or they say such things as, "What do you think?" This does not mean they don't know what to think. They simply want to gain consensus.

Women all over the world tend to use more emotionally loaded words when they communicate. So they use high-drama words such as "always" and "never" much more often than men.

**For women:** If you want to talk to a man about something that's critical, and you think he's going to be defensive, don't do it at the 9 a.m. meeting or after hours at the company dinner. Remember that daily cycle.

Don't jump from subject to subject, and always condense your thoughts into short sentences. Men have a word limit (this has been scientifically tested), and once they reach their word limit, it's almost like a little blind goes down. They simply can't process any more information.

Remember that a man's brain shifts into that rest state throughout the day. So when you're talking to him and he's fidgeting, tapping his fingers on the table, or even doodling during the meeting, it doesn't necessarily mean he's bored or not interested. In fact, it probably means just the opposite. He's unconsciously forcing himself to stay alert, keeping his brain active by that movement.

## CLOSING THE DIVIDE

Become conscious and aware of the differences between the sexes and use your knowledge in your daily interactions with others. By doing so, you can ease some of the frustrations you feel when communicating at work and foster professional relationships built on understanding, collaboration and trust. ■

**Greetings From Texas**

MTC Tank and Waste Solutions manufactures custom or stock, high quality vacuum tank and waste solutions deep in the heart of Texas! Our products are designed with the operator in mind, outfitted with the best equipment in the industry, built Texas tough, and distributed worldwide. We'll even throw in some good old southern hospitality at no extra charge!

**MTC LELY**  
Tank & Waste Solutions  
800-367-5359 mtclely.com  
111 Lely Drive P.O. Box 1026, Temple, TX 76503

## Industry's 1st Collapsible Mover

Move portable restrooms in a fraction of the time compared to using the leading competitor solution. Collapse, store, & go. No transportation hassles. What's your time worth?

- ✓ Fits on a truck
- ✓ Durable & sturdy
- ✓ Fits in a john
- ✓ Lightweight
- ✓ Easy to use
- ✓ Time saver

mini **METRO** mover.com

**Ask About Our NEW Run-About Portable Restroom Carrier**

Prices starting at **\$399**  
**call for a quote 920.493.2987**

www.miniMETROMover.com  
©2012 Allied Forward Motion LLC  
mini METRO mover patent pending

*Bob Carlson is author of Pumper 101: The Complete Guide to Owning and Operating a Vacuum Truck and spent many years building and repairing trucks for the portable sanitation industry. Send questions for Carlson to truckcorner@promonthly.com.*



## Gearing Up

### THE PTO GEARBOX AND WOODS COUPLER PLAY IMPORTANT ROLES IN EFFICIENT AND SAFE PUMP OPERATION

By Bob Carlson

**QUESTION:** I crawled under my truck last week and there was a big steel box that looked like a transmission. I wasn't sure what it was but it was connected to my pump. So I asked a friend who would know to explain this "transmission" next to my drive transmission. He said it was my gearbox. He explained it but I'll bet there's more than one pumper who doesn't know what the gearbox is or does.

Jeff Radcliff  
Sarasota, Fla.

**ANSWER:** Unless something goes wrong, you never worry about the gearbox, and you're right. It is likely that many pumpers don't have a handle on what it is and what it does. So let's start at the transmission. From the transmission, the truck is put in gear, moves forward and backward. No mystery there.

But, to run the pump without an auxiliary engine, we need to borrow some power from somewhere. So we hook a power take-off (PTO) to the PTO port on the transmission. The power from the PTO is transferred to the gearbox before running to the vacuum pump to crank up some vacuum.

#### THE RIGHT RPM

The question then becomes, why use a gearbox? Why not just run the power from the PTO over to the pump and get the show on the road? Everything on a truck runs at certain speed and transmissions give the power to the PTO at a certain rpm. Transmissions vary the rpm depending on the truck. What we're trying to do with the gearbox is make sure that we end up with the right amount of power at the pump to give us somewhere around 1,100 rpm on the rotor.

When checking the rpm of the PTO, for example, we might be coming out with 550 to 600 rpm. In this case, running it directly to the pump through a 1:1 gearbox means the pump is going to spin at 550 to 600 rpm. This is too low for the pump and isn't going to get much done and may possibly damage the pump.

The gearboxes are made in three basic sizes. There is the 1:1, where the power transferred is the same as the power coming out of the PTO. There is the 1.5:1 where the power is boosted 50 percent. In the above example, if the PTO is turning at 600 rpm, the gearbox transfers power upward to 900 rpm. For this example, we still don't have enough power to properly power the pump. The third size, and the proper one in this case, is the 2:1 gearbox. This doubles the rpm coming out of the PTO. Through the gear system in the gearbox (hence the name), the power is doubled and now there is 1,200 rpm running to the pump. This will work and is most likely within manufacturer's specifications for the pump.

**Occasionally the driver will start the truck with the PTO engaged, which can put a jolt on the PTO, which carries through to the gearbox, and then to the pump. I've said it many times: The pump is your moneymaker. Protect it.**

#### PROPER MAINTENANCE

Now that we have the gearbox in place and everything is working fine, what else might go wrong? Occasionally the driver will start the truck with the PTO engaged, which can put a jolt on the PTO, which carries through to the gearbox, and then to the pump. I've said it many times: The pump is your moneymaker. Protect it.

So how do we protect the pump from an absent-minded driver? Between the gearbox and pump we install a Woods coupler. The Woods coupler can best be described as two pieces of hard rubber encased in steel shell. This joins the two drivelines and in the case of sudden jolts, the coupler absorbs the shock, but will most likely be damaged.

When this happens, the pump is still in good shape. No harm done. But the Woods coupler needs to be replaced. Not a bad deal, you save a \$2,000 pump but have to replace the \$50 coupler. There are times when the Woods coupler, through aging or wear, will simply break down. Better the Woods coupler than your pump, the gearbox or the PTO.

The Gearbox is designed to provide optimum use of your pump and the Woods coupler is there to protect the system from expensive mishaps. ■

**EZTRAKR®**  
**Exclusive Portable Sanitation Software**

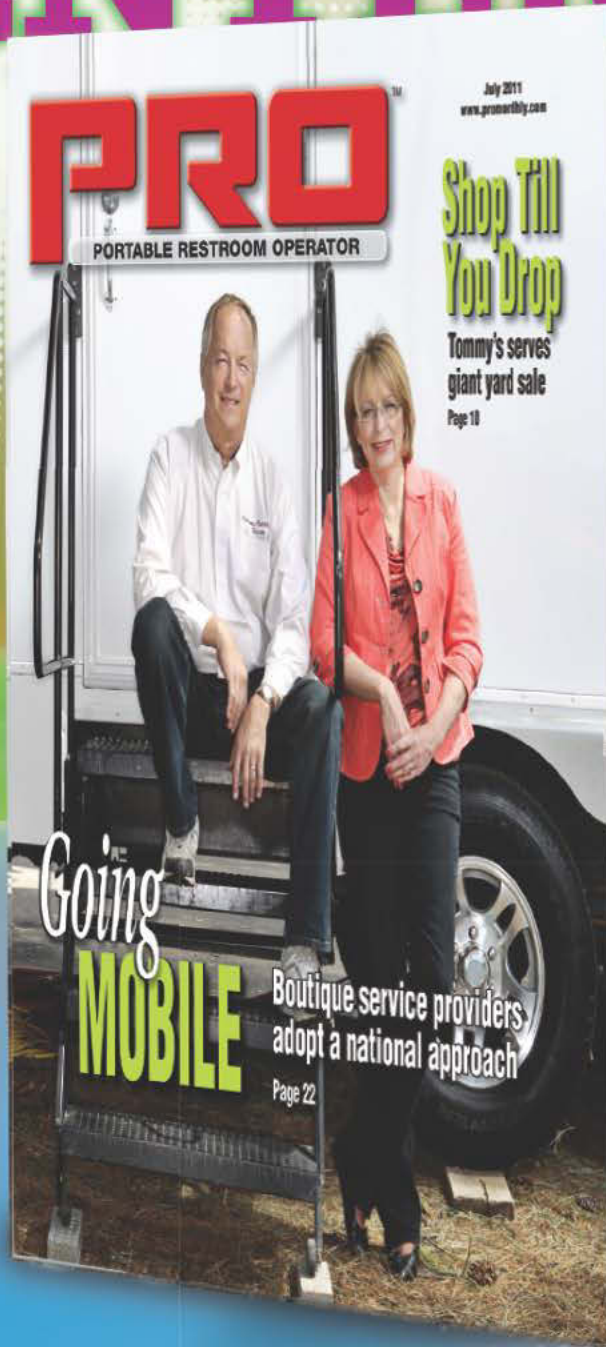
**One Touch:**  
Billing Service Schedules  
Order Entry Reports

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

**Canadian Version Now Available.**  
**Only EZTRAKR offers positive service validation**

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

# ENTER HERE



# EXIT

Way ahead of the competition

Join 9,000 of your industry peers each month who welcome **PRO**, for the unlimited value it brings them. Each issue will show you new technology, tips for saving on fuel, repairs and labor, money-saving deals and much more.

**Subscribe Today!**  
[PROMonthly.com/order/subscription](http://PROMonthly.com/order/subscription)

Scan this code with your smartphone to go to [promonthly.com/order/subscription](http://promonthly.com/order/subscription)



## INDUSTRY NEWS

### Sioux equipment receives certification

Effective January 2012, all non-explosion-proof Sioux equipment operating at 600 volts AC or lower is third party approved to UL508A and CAN/CSA-C22.2 No. 14-10, ensuring the entire control panel assembly meets safety requirements.

### Vacuum Truck Rentals acquires UVAC

Vacuum Truck Rentals LLC of Richland, Miss., acquired UVAC Inc. of Pasadena, Texas. Vacuum Truck Rentals operates seven facilities in the U.S., offering vacuum trucks, liquid vacuum trucks, combination sewer cleaners, hydroexcavation units, 130/150 barrel trailers, roll-off trucks, container trailers and liquid ring vacuum trucks.

### Lanco Group acquires Black Tie Manufacturing

The Lanco Group of Companies, Hazel Crest, Ill., manufacturer of Mi-Jack crane systems, purchased Chicago-based Black Tie Manufacturing, manufacturer of luxury restrooms and shower trailers, from United Site Services. USS acquired Black Tie as part of its purchase of Black Tie Event Services in October 2011.

### Gotugo supports charities through restroom rentals

Gotugo, provider of portable restrooms in Baltimore, northern Virginia and the D.C. metro area, donated time and services to area nonprofits, including the Leukemia & Lymphoma Society, Habitat for Humanity of the Chesapeake and Special Olympics Maryland. It also was a leading contributor to the MSP Polar Plunge.

### Hino, Amthor form tank program

Hino Trucks and Amthor International formed a tank body program for vacuum/septic and related tank industries. Hino Trucks will be a one-stop location for truck chassis, truck tank and other equipment as well as service and parts. Dealers are being trained on the sales, installation, service and maintenance of Amthor Tanks mounted on a Hino chassis.



## PRODUCT NEWS

### Wastequip roll-off cable hoist

The Galbreath Above Frame roll-off cable hoist from Wastequip is designed for maximum compatibility with various truck chassis. The hoist is installed above the truck frame and the oil reservoir is positioned behind the cab, freeing up space along the side of the truck to accommodate various types of fueling systems, including hybrids, compressed natural gas, liquefied natural gas and diesel. The system accommodates most exhaust systems, and allows space for lift axles and toolbox. Models are rated at 60,000 pounds and designed to accommodate containers from 18 to 24 feet long. 877/468-9278; [www.wastequip.com](http://www.wastequip.com).



### MOCAP LDPE plastic netting

LDPE plastic netting from MOCAP offers product protection and separation in handling, shipping and storage applications. The diamond-shaped mesh eliminates trapped moisture, protecting against rust and corrosion. The netting can be stretched over irregular shapes and is stocked in sizes to fit 1/4- to 12-inch diameters. 800/633-6775; [www.mocap.com](http://www.mocap.com).



### Hitch-mounted restroom rack



The Runabout single-restroom rack from Allied Forward Motion installs into any 2-inch hitch receiver to transport most standard restrooms. The carbon steel rack weighs 55 pounds and allows the user to secure the restroom with one strap. Because of its narrow profile, the rack doesn't require additional lighting. 920/493-2987; [www.minimetromover.com](http://www.minimetromover.com). ■



**Featured in an article?**

**Make the most of it!**

**REPRINTS AVAILABLE**

We offer:  
Hard copy color reprints  
Electronic reprints

Visit [promonthly.com/order/reprints](http://promonthly.com/order/reprints)  
for articles and pricing

## 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. Call 432-349-9155 (KIRBY), 432-332-0024 (LETICIA). (P05)

## BUSINESS OPPORTUNITIES

**WWW.ROOTERMAN.COM.** Franchises available with low flat fee. New concept. Visit web site or call 1-800-700-8062 x26. (CPBM)

**National Grease Recycling Inc.** Let us teach you how to recycle restaurant's waste fryer grease and oil (yellow grease) only. **No trap grease.** Big \$. Over 30 years experience. Will guide you through complete process from collection to processing to marketing to end users. Don't lose your trap business to competitors that offer both services. We also buy cooking oil, unprocessed, anywhere in the country. Call for information. Dewey Walker: 813-752-9535 or 813-758-2552. (PBM)

## COMPUTER SOFTWARE

FreeRouteManagementSoftware.com, FreeServiceDispatchSoftware.com. (T05)

## 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)

## PORTABLE RESTROOMS

For sale: 200 Polyportables and Hamples, color light green, price: \$150 - \$300, also 2 tanks & pumps. Call Bruce 985-735-1424, 985-516-4434. (PT05)

## PORTABLE RESTROOM TRAILERS



**Container restrooms:** 5 - 20' containers converted into custom restrooms with a/c. 3 women's (7 stalls & 2 sinks), 2 men's (4 stalls, 4 urinals & 2 sinks). Mirrors, lights, dispensers, vinyl floor, steel partitions. Great for long term projects construction or industry. Send email or call for more pictures. Delivery available..\$6,500 each [vps2000@msn.com](mailto:vps2000@msn.com) 920-655-7065 T05

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](http://www.arestroomtrailer.com). (PTBM)

## PORTABLE RESTROOM TRUCKS

**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](http://www.billjr@potty4u.com). (PBM)

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)

The "MOST EFFECTIVE" Portable Toilet Deodorant In The Industry:

**SURCO® Potty Fresh® Plus XL™**

- Non-Formaldehyde
- Ultra Base™ Concentrate

**SURCO®**  
PORTABLE SANITATION DIVISION  
292 Alpha Drive • WDC Industrial Park • Pittsburgh, PA 15238  
1-800-556-0111  
Intl: (412) 252-7000 • Fax: (412) 252-1005  
[www.surcopt.com](http://www.surcopt.com)

**EXPLORER**

Toilet Transporters, Comfort Stations, Handwash Trailers

**We Have Your Size... 1 to 24**

Explorer improves transport safety by directly clamping each toilet skid to the specially designed carrier slats on the trailer bed. Flexibility for the many styles of portable toilet skids used today.

**Now Available!**  
Hot Dip Galvanized Frame and Wheels

Manufactured By: McKee Technologies  
[explorertrailers.com](http://explorertrailers.com)  
1-866-457-5425

Coming in JUNE

**PRO**  
PORTABLE RESTROOM OPERATOR

**Buyer's Guide**

A complete listing of all manufacturers and suppliers of temporary sanitation and waste disposal equipment

**KNOCK OUT PUMPER TRUCK EXHAUST ODORS**

**ORIGINAL FRESH LUBE®**

Effectively control offensive pump exhaust odors. Simply add Fresh Lube® to your pump oil and unwanted odors are neutralized instantly!

DON'T SETTLE FOR INFERIOR IMITATIONS!

**SURCO®**  
PORTABLE SANITATION DIVISION  
292 Alpha Drive • Pittsburgh, PA 15238  
1-800-556-0111 • Intl. 412-252-7000  
[www.SURCOPT.com](http://www.SURCOPT.com)

## PORTABLE RESTROOM TRUCKS

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](mailto:gggreeno@aol.com) or 800-241-0418. (P05)

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)

## TRUCKS (DUMP, SEPTIC, MISC.)

FOR SALE: 1998 International, single axle patrol truck, model 2554, 6-speed Allison auto. This truck comes fully equipped with a 12' Monroe reversible front plow, 11' reversible underbody, 8' wing and a 9" tailgate spreader. This truck has only 41,841 miles and has been well taken care of. Asking price is \$30,000. For more information contact John Stevens, Pine Lake Town Shop Foreman, at 715-362-2657. Pictures can be seen at [www.townofpinelake.com/truck.html](http://www.townofpinelake.com/truck.html). (OCMP06 TGI05)

# DELIVERED FAST.



No matter where you are in the world, the PolyJohn products you need are readily available. With 22 Distribution and Service Centers across the globe, and manufacturing facilities in the United States, South America, and Canada, PolyJohn can beat anyone when it comes to getting you the products you need when you need them. That's a promise.

800.292.1305 | 219.659.1152 | [polyjohn.com](http://polyjohn.com)



quick delivery

# TURBO SERIES

THE ULTIMATE IN PORTION CONTROL DEODORIZING PRODUCTS



**EARN \$5 in Blue Bucks with every purchase of \$100 of Green Way Products**  
**SPEND on any PolyPortables products**

## TURBO DriPax

**ALL ACTION – NO FILLER – WATER SOLUBLE SELF-MIXING DEODORIZER**

- The Ultimate in Throw & Go Deodorizers
- Self-Mixing Action Dissolves Completely in Seconds
- Eliminates Waste from Liquid Spillage and Over-use

The Turbo Series are available in three separate strengths so you can service every situation without waste or over-use.

## TURBO BacPax

**NEW BACTERIA-BASED WATER-SOLUBLE FORMULATION WITH SELF-MIXING ACTION**

- Liquefies Waste
- Neutralizes Odor
- Powerful Triple-Action Deodorizing

## TURBO TUBES

**POWERFUL, ULTRA-CONCENTRATED LIQUID DEODORIZER IN CONVENIENT TEAR-TOP TUBES**

- Simply Tear Off the Top... Squeeze into the Tank
- Moisture Guard Packaging Protects Against Accidental Activation
- Long Shelf Life – Simple to Inventory



**POLYPORTABLES**

*Listening. Learning. Delivering. Since 1972*



PORTABLE TOILETS • HANDWASH STATIONS • DEODORIZERS • CLEANERS • TRUCKS

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

All Green Way Products' deodorizers, cleaners and air fresheners are high-performance products developed and manufactured in our facilities in Dahlonega, Georgia specifically for portable restroom operators. They are all environmentally safe.

 **Green Way Products**  
by PolyPortables