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**ON THE COVER:** Laura Abel, co-owner of AAA Mobile Showers, Diamond Springs, Calif., is shown with one of the company's trailers that is pressed into service for workers on the front lines battling wildfires every summer. (Photo by Ron Holman)

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## Lights, Camera, Action

**AKRON, OHIO, PRO SUPERIOR-SPEEDIE GETS THE DROP ON OTHER RESTROOM PROVIDERS BY CONTRIBUTING A UNIT FOR A MOVIE STUNT**

By Jim Kneiszel

**P**at Flynn's background is in marketing, but sometimes even he's surprised by the ways a portable sanitation company can gain publicity. The vice president of Superior-Speedie Portable Services in Akron, Ohio, got an unusual request for his products recently, but he recognized a good opportunity to attract attention for the company.

"It was definitely the weirdest phone call I've ever gotten," Flynn said of a movie producer requesting to borrow a portable restroom to drop on a car during filming. "I told them, 'Keep our stickers on them and you can have two of them.' I get some crazy calls, but that one ranks right up there."

The movie is called *3 Day Test*, and it's being produced by veteran television actor Corbin Bernsen (Arnie Becker from the 1980s *L.A. Law*). The film is a holiday tale about a father who, exasperated with the distractions caused by modern technology, takes his family off the power grid for three days so they can reconnect. According to media accounts, a restroom falling on the main character's car at a construction site is a key scene in the movie.

This was not Flynn's first brush with famous folks or high-profile event requests. He and Superior-Speedie partners Jeff and Shelly Grubbs have served another recent movie produced by and starring Bernsen, *25 Hill*, (about the historic All-American Soap Box Derby in Akron). They've also provided portable sanitation for the G-20 Summit in Pittsburgh a few years ago and a local visit this year by presumptive Republican presidential candidate Mitt Romney.

"And we just had Tom Cruise shower in one of our trailers," Flynn said. While he can't say for sure that the *Top Gun* and *Jerry Maguire* actually showered in his unit, the trailer was ordered by Paramount Pictures for one of Cruise's movies, and the company reported it was impressed with the accommodations. "I extrapolate that to mean Tom Cruise was happy with our service," Flynn joked.

### The big drop

When Bernsen's people called for the prop restrooms, Flynn prepared to deliver several older construction units that could be rotated out of the inventory. "We usually have labels on the front and back, but I put them on all four sides. If it's going to be in a movie, what the heck, you want to be able to see your name, right?"

If you Google the movie title and city, you can see what happened next. A PolyJohn Enterprises PJ unit was raised by a crane and then lowered onto the hood of a car. In the end, the unit wasn't worse for the wear and Flynn said it could be refurbished and put back into service.

Being ready, willing and able to respond to a special request like this one is a small, quirky example of how Superior-Speedie has been able to grow from an inventory of 100 to 1,600 restrooms in less than a decade, even in the past few economically challenging years.

"We've been very fortunate and grown every year, through everything that's been going on," Flynn said. "I like to think we market well ... We really don't say 'no' to anybody. If someone calls for something, we do it."

That's clearly the case.

**"We've been very fortunate and grown every year, through everything that's been going on. I like to think we market well ... We really don't say 'no' to anybody. If someone calls for something, we do it."**

### RESTROOM CONTEST WINNER

In case you missed the announcement on my blog at [www.promonthly.com](http://www.promonthly.com), we had a quick winner in our first installment of the contest, "Where in the World is This Restroom?"

A few months ago, we ran several mystery photos of restrooms in *PRO*. I asked readers to identify the city where the photos were taken and three specific locations that were shown.

Todd Fitch came up with the answers with lightning speed, but the owner of Hanson & Fitch Temporary Site Services and Environmental Services had an advantage over most PROs. His company is located in Danville, Calif., only about 30 miles from the featured landmarks.



This mystery restroom was photographed by editor Jim Kneiszel. Can you figure out the city and landmark location? If so, send it to [editor@promonthly.com](mailto:editor@promonthly.com). The first person to guess right will win a *PRO* T-shirt.

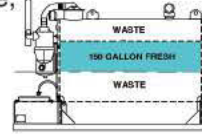
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If you're keeping track at home, all of the photos were taken in San Francisco, specifically on the Golden Gate Bridge, at Union Square in the heart of the downtown shopping district and along Pier 45 in Fisherman's Wharf.

It was fun cruising San Francisco for restrooms to shoot during a visit last fall. I saw them everywhere, from Golden Gate Park to Chinatown. I walked the length of the Golden Gate Bridge on this trip, and wondered how the unit serving maintenance crews was delivered way out on the bridge's narrow bike path. I assume it wasn't serviced on location, because it couldn't be accessed by any service truck I've seen. It would be great if anyone could share how these bridge units are placed and serviced.

Our congratulations go out to Todd! He wins a *PRO* T-shirt.

## NEW LOCATION

Now let's keep the contest going. Here you'll see photos of another restroom I found while traveling a few months ago. You'll see this restroom carries a TOI TOI label on the front, and it's the first restroom I've seen in person with that mark. It's a brand I associate with European restroom service, but this photo wasn't taken in Europe. The company placing the unit is ADCO Portable Sanitation, which serves the Eastern U.S.

So the clues: 1. You already know it's located in the Eastern U.S.; 2. You see a waterway in these photos, but bigger water - much bigger - is found not too far away; 3. Near this spot sits a famous statue of a woman waving a handkerchief at boaters passing by; and 4. This city is known for connections to the Girl Scouts of America, literary masterpieces and mossy appendages on towering oak trees.

To win the contest, be the first person to respond to me with the name of the city and the precise landmark where the photos were taken. The winner will receive a *PRO* T-shirt and recognition as a geographical whiz. Send your responses to me at [editor@promonthly.com](mailto:editor@promonthly.com). ■



## SEND YOUR PHOTOS

Send me a few photos you've taken of restroom equipment on location, whether you shot the photos on vacation or in your own hometown. As part of our contest, "Where in the World is This Restroom?", we'll run the photos with clues and see if *PRO* readers can identify their locations. Send your photos and a note to me at [editor@promonthly.com](mailto:editor@promonthly.com). If we run your photos, we'll send you a *PRO* T-shirt.



# Midyear Checkup

**MAKE FINANCIAL ADJUSTMENTS NOW SO TAX TIME IS LESS PAINFUL NEXT YEAR**

By Judy Kneiszel

If there's one thing you don't want to think about in summer, it's taxes, right? Not only is this your busy season, but when you do get a rare free hour, you want to enjoy the season, not be cooped up inside with a calculator.

But checking your company's financial vital signs midyear goes a long way toward making tax time easier and less costly. Use this handy checklist and make a few tweaks to your operation now to optimize your tax position later. Then you can get on over to the barbecue, whether you are servicing it or just enjoying it.

## THE HANDY-DANDY MIDYEAR FINANCIAL CHECKLIST:

**1. Consider your estimated tax payments for 2012.** If you pay estimated quarterly taxes, review what your business has made year-to-date and forecast the remaining months. Then look at the schedule of estimated tax payments you've set up and adjust as necessary to avoid underpayment penalties or overpayments.

**2. Take charge of your recordkeeping.** To make the most of your business tax deductions, you'll need thorough and accurate records. If you haven't been keeping track of business expenses, get caught up now. If you can't find the time to do it yourself, assign the task to someone else. Consider making the chore easier by investing in technology solutions, like new accounting software or a receipt scanner. Dedicating just 30 minutes each week to expense tracking for the rest of the year will make a major difference come tax preparation time.

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The maximum amount that can be expensed under IRS tax code Section 179 is \$139,000 for 2012. However, this is the final year for these kinds of limits since Section 179 is slated to decrease in 2013 to \$25,000.

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**3. Consider purchasing equipment.** Generous business equipment deductions put in place for 2011 to help stimulate the struggling economy have been extended. Business owners and self-employed individuals are allowed a first-year depreciation deduction of 50 percent of the cost of qualifying property acquired and put in service in 2012. The maximum amount that can be expensed under IRS tax code Section 179 is \$139,000 for 2012. However, this is the final year for these kinds of limits since Section 179 is slated to decrease in 2013 to \$25,000.

If you want to take advantage of this generosity, evaluate your equipment needs now. If there was something you were planning to purchase in a year or two, it might be worth it to buy it this year instead. This isn't a snap decision you want to make at the end of the year, however, and

if you buy it now, you can use new equipment this busy season and maybe alleviate some problems in the field.

**4. Call home and ask what your kids are doing for the rest of the summer.** You can hire your teenager to work in your business and deduct reasonable compensation paid to them for work performed. Teens don't have a lot of work opportunities in this labor market and may be grateful for the opportunity. And if you're self-employed, you won't owe any FICA or FUTA taxes on wages paid to your child if he or she is under age 18.

**5. Review compensation packages and think about bonuses.** In the past few years, many companies held wages steady or reduced them. If your business is more secure now, raises or bonuses may be warranted. Determine how this would affect your tax picture before writing out the checks.

**6. Plan for retirement.** Contributing to an Individual Retirement Account (IRA), Keogh, simplified employee pension (SEP) or other retirement plan is an effective way to plan for your future and reduce your taxable income. If you already have a plan, reassess your contributions for 2012. The specific rules, contribution limits, and deadlines vary by plan and your company's legal structure. If you need help or advice, make an appointment with a financial planner to discuss retirement options.

**7. Review your health coverage.** If you are currently paying part of the premiums for employees, ask your accountant or the IRS whether additional payments would entitle you to a tax credit. Also weigh the benefits of offering alternative health plans, such as Health Savings Accounts or Health Reimbursement Accounts, which can save the company money while providing tax benefits.

**8. Give something away.** Take advantage of deductions through charitable giving now, in a planned way, and not just at the end of the year when you hear The Salvation Army bells ring. Some donations of food, books and computers to certain organizations actually qualify for enhanced deductions through the end of this year. Check with the IRS to see if you qualify for any of these enhanced deductions.

## SPARE TIME

Once you've done all this organizing and reviewing, make one more plan. Think of something you want to do in all your spare time early next year, when for once you won't be running around trying to locate receipts and calculate ways to reduce your tax bill. Winter vacation anyone? ■





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Smoke rises in the background as fire camp equipment is set up in the foreground in Southern California (Photos courtesy of AAA Emergency Services & Mobile Showers)



# Some Like It Hot

**FOR CALIFORNIA'S AAA MOBILE SHOWERS, LIVING IN A STATE OF HIGH ALERT 24/7 COMES WITH THE TERRITORY WHEN PROVIDING FOREST-FIRE BASE CAMP SERVICES**

By Ken Wysocky

“The great thing is that the emergency workers are always glad to see us coming ... they make us feel like we’re an important part of the camp and the team. It’s not very glamorous work, but it’s very gratifying.”

**LAURA ABEL**

**N**o one wishes for forest fires or other natural disasters. But when they occur in the Western United States, AAA Mobile Showers must stand ready to mobilize at a moment’s notice to provide hundreds – sometimes thousands – of emergency workers with mission-critical shower and laundry trailers and other base camp necessities, such as water trucks, generators and tents.

“For forest fires, we’re expected to be on the road within two hours,” says Laura Abel, who owns and operates the company in Diamond Springs, Calif., with her husband, Steve. “You have to be ready. We could be working with 200 emergency workers or 2,000

– we never know what we’ll be dealing with.

“Needless to say, our employees must always be within cell-phone range, and they can’t tear apart a piece of equipment and wait until the next day to put it back together,” she adds. “In our business, you keep your bills paid and your laundry done so you can commit to leaving on very short notice ... it definitely appeals to only a certain kind of employee.”

Abel says it wasn’t easy to deal with the stress at first, but thankful emergency workers make each job rewarding.

“In the beginning, it was stressful,” she says. “But you get used to it. As long as you’re prepared,

it’s not that stressful. You have to anticipate every possible scenario and make sure equipment is always ready to go. When you get there, you’re busy, but that’s a different kind of stress.

“The great thing is that the emergency workers are always glad to see us coming ... they make us feel like we’re an important part of the camp and the team,” she adds. “It’s not very glamorous work, but it’s very gratifying.”

## **UNPREDICTABLE SCHEDULE**

The job pressure is exacerbated because there’s no way to predict how long a job will last; it could involve just a few days away from

*(continued)*

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## AAA Mobile Showers, Diamond Springs, Calif.

Owners: Laura and Steve Abel

Founded: 1987

Employees: 10 to 50, depending on the season

Specialties: Mobile shower and laundry trailers, plus other base camp equipment for emergency workers

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

Primary service area: 11 Western states: Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming



AAA's laundry trailer is set up in the middle of the Station Fire camp in Southern California.

several electric generators made by Caterpillar and SDMO; six tractor-trailer water tankers with 4,000-gallon stainless-steel tanks, some built by Beall Corp.; and two 1995 Volvos with 3,600-gallon tanks, built out by T & B Sales. The tanker trucks and trailers use S Series centrifugal, self-priming pumps made by Pacer Pumps, a division of ASM Industries.

The company is trying to reduce costs and boost productivity by replacing older washing machines with new, high-efficiency units. Speed and efficiency are critical, especially when AAA Mobile works with paid firefighters (as opposed to volunteers). In those instances, each firefighter's laundry must be weighed (with some agencies, AAA

home, a couple weeks or several months. On the other hand, sometimes there's no fire season to speak of.

The company's website lists all the forest fires it's been involved with since 1999, and a quick look reflects the vagaries of trying to predict a fire season. In 2010, the company helped out at four fires. In 2007, it was 19. Busy or not, the company is bound by contract to be available any time during the fire season, which generally runs from May through October.

The so-called Zaca Fire underscores the uncertainty with which AAA Mobile employees live. It began on July 4, 2007, in Santa Barbara County, in Southern California's Los Padres National Forest. By the time it was contained, it was almost Labor Day, and the fire - the second largest in state history at the time - had covered more than 240,000 acres.

"Our camp served several thousand people for several weeks," Abel says. "We had a lot of equipment there and for two or three weeks, plus 30 employees, several water trucks, two large

shower units and two large laundry units. We brought along graywater trucks, too, because we had to haul dirty water to treatment plants."

### STARTED SMALL

The company's origins stem from a water truck purchased by Steve's father, Cal Abel, who used it on a farm he owned.

"They saw a niche to use it for forest fires and developed a business," Abel says. "Then Steve broke off and went on his own ... they both wanted to run their own business."

The company started out with one 3,500-gallon Peterbilt water truck, used as a water tender. In the mid- to late 1980s, demand for shower trailers emerged, so the company moved in that direction. In the early 1990s, fire camps started using mobile laundry services, so the Abels built their own laundry trailers to earn federal-government contracts to provide that service.

**AAA crews, many of them retiree RV'ers and college students, provide shower and laundry facilities for victims of emergency situations.**

Today, the company's fleet of equipment includes three 1995 Volvo semi tractors; seven 28- to 36-foot-long home-fabricated mobile shower trailers built on units manufactured by Tuff Boy Leasing & Equipment Sales, Haulmark Industries and Fruehauf; five home-fabricated laundry trailers, built using 18- to 48-foot-long cargo trailers made from Haulmark, Pace American and Carson Trailer;



(continued)

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gets paid by the pound), washed, dried, folded and put in a bag, ready to use, within 24 hours.

"In some busy camps, we run 24 hours a day, using trailers set up with 10 washers and 10 dryers each," Abel says. "We might do thousands of loads of laundry for a couple weeks straight. If we don't meet the 24-hour deadline, they have the option to order in another contractor. And if we lose someone's Nomex (fireproof) suit, that's not a good thing, because they're expensive and firefighters can't go out in a fire without it."

### CHANGING BUSINESS ENVIRONMENT

About 80 percent of the company's business comes from contracts with the U.S. Forest Service, plus some state firefighting agencies. Many firefighting contracts run for five years, but Abel notes that a larger field of competitors has made them tougher to obtain in recent years.

"There used to be a small, set number of federal shower contracts," she explains. "Now they have 44 (companies that) do what we do, so the (contracting) pie has been cut into smaller pieces.

"When a fire occurs, the contractor closest to the fire gets the call," she says. "We're no longer (always) the closest contractor. You have to plan carefully for which areas you bid - look at the competitors and the (region's) fire history."

Contract awards are based on several factors, not just price. They also consider each company's equipment specs and past performance. It takes six to nine months to complete the bidding process, she says.

"Our professional association, the National Mobile Shower and Catering Association, is trying to get the number of contracts reduced back down to the number in the prior contract period, so companies like ours can remain viable."

It's not an easy industry to compete in, either. Companies only earn money if fires occur; there are no stand-by fees or retainers.



Troops in front of one of AAA's mobile shower units on the dock of the Mississippi by the New Orleans Convention Center during the months after Hurricane Katrina.

"So in a quiet year, we get nothing," she points out. "We could spend thousands of dollars on equipment and then not have any income to pay for it. In general, most businesses in this industry find it difficult to get conventional business loans because they can't say for sure what their income will be over the next several years. It's totally dependent on the fire season."

**"We look for maturity and experience. We've hired a contractor, a machinist, a school principal and a prison warden. And several of our couples used to be 'wagon masters' for companies that lead RV tours, so they're used to planning and thinking logistically."**

**LAURA ABEL**

### WORKFORCE CHALLENGES

The seasonality of the work sometimes makes finding qualified employees difficult. For managers, AAA typically hires retired couples who are full-time RV'ers used to

## KATRINA OFFERED THE TOUGHEST OF JOBS

Ask emergency site-services provider Laura Abel to name the toughest job ever encountered by AAA Mobile Showers - the company she co-owns with her husband, Steve, in Diamond Springs, Calif. - and she responds without hesitation: Hurricane Katrina in August 2005.

"Going out after Katrina stands out more than anything else," she says. "We were in New Orleans and adjoining areas for six months. We set up at eight locations in three states - Texas, Louisiana and Mississippi."

The hurricane hit New Orleans on Aug. 29. On Sept. 1, a caravan of AAA employees started the three-day, nearly 1,900-mile drive to New Orleans.

"We brought all our shower and laundry units and water trucks," she says. "I can't think of anything (equipment) that we left at home. We were escorted by police when we first entered New Orleans. We were among the first contractors to enter the area.

"We helped everyone from evacuees, the National Guard, search-and-rescue teams and

volunteer firefighters - it was all over the board."

Employees brought along eight motorhomes for lodging.

"It was a long haul, even for the employees who were gung-ho at the beginning. Finding supplies, such as gas for vehicles, was a struggle," she says. "After the first 30 days, it got a little easier. But that first month forced us to be pretty self-sufficient."

Before agreeing to help in New Orleans, the company removed itself from the availability list for providing services to forest-fire camps. Employees were told to plan for a 30-day trip, but in the end, it lasted much longer.

"There hadn't been much work that year, and we only get paid when we work," Abel says. "So our employees were eager. They like the adrenaline rush - the challenge."

Abel says it was no small feat to prepare for a trip like that in just two days.

"But that's what we do," she says. "You have to be ready."

being on the road for long stretches of time.

"They're away from home a lot, so if a husband and wife are together, they're happier," Abel says. "We look for maturity and experience. We've hired a contractor, a machinist, a school principal and a prison warden. And several of our couples used to be 'wagon masters' for companies that lead RV tours, so they're used to planning and thinking logistically.

The company also relies on a pool of qualified truck drivers. With an estimated 50 to 65 percent driver turnover rate, Abel must search every spring for a number of new truck drivers.

"We pay them well when they do work," she notes. "But it's a gamble for them. They need to weigh the risk of committing to us versus other jobs. Not all of them commit to full availability all season. We need a larger pool of people just in case guys or gals who commit to partial availability are already out on jobs."

The company also hires less-specialized laborers to perform tasks such as cleaning shower stalls and handling laundry. They tend to be college students who

are more adventurous and enjoy camp life. They have to recruit new technicians every year.

**WEATHER IS CRITICAL**

As one might expect, the Abels pay close attention to the weather, which can significantly impact the company's operations. For instance, when below-average snowfalls and rainfalls create dry, tinder-like conditions, AAA employees perform general equipment maintenance earlier than usual, since the fire season might start sooner than normal.

"There was not much rain or snow this past winter, so we anticipate a busy 2012," Abel says. "Everything's in good working condition early because you can't afford to take time when things get busy." In some respects, Abel admits, it's difficult mentally to run a business that depends so heavily on tragic disasters.

"It is hard to get your head around it," she says. "The way we figure it, if there's going to be a fire, we want to be the ones working. We're the responders, and we know how to take care of things when those emergency crews need our help." ■



An AAA employee works in the mobile laundry station.

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# Get Off the Phone

## FEDERAL CELLPHONE BAN FOR COMMERCIAL DRIVERS CARRIES HEFTY FINES AND STRICTER CDL RULES LIKELY WILL BE ADOPTED AT THE STATE LEVEL

By Doug Day

Talking on most cellphones is being banned for drivers of all commercial vehicles in the United States – all 4 million of them. If the law doesn't apply to you right now, it will within three years, according to Bob Kolvey, safety director for Motor Carrier Compliance & Safety Co.

Since Jan. 3., it has been illegal in most instances to use a mobile phone while operating a commercial vehicle involved in interstate commerce (across state lines). The rule will eventually apply to all commercial drivers. All states have three years to adopt the rule. Many states have adopted it or already had banned use of phones while driving. So it is important to know the regulations in your state and others where you operate.

Other changes have been made to regulations covering commercial driver's licenses (CDLs), including changes to medical card requirements.

### INDUSTRY SUPPORT

The crackdown on distracted driving by the U.S. Department of Transportation is supported by the American Trucking Association. "Studies have shown that actions like texting and dialing a phone can greatly increase crash risk," says ATA president and CEO Bill Graves in a news release. "Taking steps to curb these behaviors holds great promise to improve highway safety."

Tim Frank, president of the National Association of Wastewater Transporters and retired owner of Tim Frank Septic Cleaning Co. of Huntsburg, Ohio, says NAWT hasn't taken a position on the law, but stresses that people need to be aware of it. The association sponsored an Education Day seminar about the new laws at the Pumper & Cleaner Expo last February.

Frank says NAWT may offer a full day or half day at the 2013 Expo covering the cellphone restrictions and other new rules related to CDLs. For instance, CDL laws don't just deal with the weight of the vehicle being

driven. They include the combined weight of the truck and equipment towed or carried.

"We just bought a new jetter, and we have to get the pickup driver a CDL to pull it," Frank says. "Many people don't realize they may not need a license plate for a jetter, but when you hook it to a commercial truck, you may need a CDL for the driver."

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**"STUDIES HAVE SHOWN THAT ACTIONS LIKE TEXTING AND DIALING A PHONE CAN GREATLY INCREASE CRASH RISK. TAKING STEPS TO CURB THESE BEHAVIORS HOLDS GREAT PROMISE TO IMPROVE HIGHWAY SAFETY."**

Bill Graves

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### SEVERE PENALTIES

The new cellphone law does not require companies running commercial trucks to have a written policy or training programs, but the owners are responsible for drivers' conduct. Employers may not allow or require drivers to use handheld phones.

The fine for violating the new cellphone regulation is \$2,750 for the driver and \$11,000 for the employer, per violation. Drivers convicted of violations twice in three years will be disqualified from operating for 60 days, and for 120 days for three convictions in three years. States also can suspend CDLs for multiple violations.

The new law applies only to cellphones – not to company radios or CB radios. In essence, it bans the use of cellphones, including hands-free devices, if the driver has to push more than one button to make or answer a call. "If you have something like Bluetooth that answers and hangs up the phone with one button, then you can use it," Kolvey says. "They want you keeping your eyes on the road."

The law also bans reaching for or holding a phone while driving or dialing a phone, unless it is a hands-free device with voice-activated dialing. Push-to-talk phones that allow use of cellphones like walkie-talkies are not allowed because they require pushing a button more than once.

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"They want cellphones out of all automobiles, too," Kolvey notes. Though the U.S. DOT doesn't have that power, he expects all states eventually to have similar cellphone bans. The ATA also supports such a ban. "While the federal government cannot enact such bans for drivers of passenger vehicles, ATA urges all states to follow the lead and take steps to ban these dangerous activities for all drivers," Graves says.

### LIFESAVING INITIATIVE

U.S. Transportation Secretary Ray LaHood announced the ban last November, noting that when drivers of large trucks, buses or vehicles carrying hazardous materials take their eyes off the road for even a few seconds, the outcome can be deadly. "I hope that this rule will save lives by helping commercial drivers stay laser-focused on safety at all times while behind the wheel," LaHood says.

The Federal Motor Carrier Safety Administration points out that distracted driver studies have had mixed results, but they do show that commercial drivers are three times more likely to be involved in a crash or other incident when reaching for an object, such as a phone, and six times more likely while dialing a handheld phone.

The National Highway Traffic Safety Administration reports that more than 5,400 people died in distracted-driver crashes in 2009, and another half million were injured. It says 16 percent of traffic fatalities in 2009 were related to distracted driving.

### MEDICAL CARD CHANGES

In addition to the cellphone rules, changes to CDL medical card requirements became effective Jan. 30. Intrastate or interstate CDL holders now must self-certify to the state by Jan. 30, 2014. "Interstate drivers must also submit a copy of their medical card so their state Bureau of Motor Vehicles has it on file," Kolvey says.

The new regulations require most interstate CDL drivers to submit the medical card for new, renewal, upgrade, duplicate and state-to-state transfer license applications. The U.S. DOT also hopes to have that information available in a federal database. CDL drivers fall into one of four categories with different requirements:

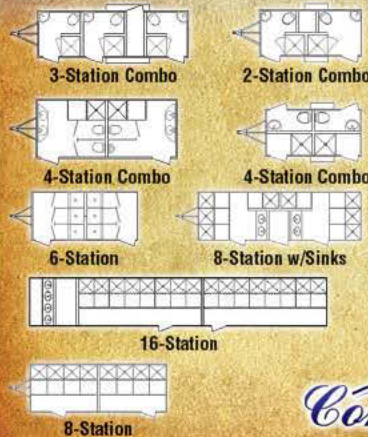
- Interstate commerce and subject to Part 391 requirements - must provide a federal medical card to your state DMV.
- Interstate commerce and excepted from Part 391 requirements (certain farming and beekeeping activities, school buses, and several others) - do not need a federal medical card (your state may require it, however).
- Intrastate commerce - must have a federal medical card.
- Excepted intrastate commerce - do not need a federal medical card (your state may require it, however).

All CDL licensees should have received or will receive the proper forms from their state. ■

## CHECK IT OUT

CDL and commercial vehicle laws vary from state to state. Please consult your state's laws for more specific information. The new cellphone regulations are amendments to the Federal Motor Carrier Safety and Hazardous Materials regulations. They were adopted by two agencies of the U.S. Department of Transportation, the Federal Motor Carrier Safety Administration and the Pipeline and Hazardous Materials Safety Administration. Learn more about distracted driving at [www.distraction.gov](http://www.distraction.gov).

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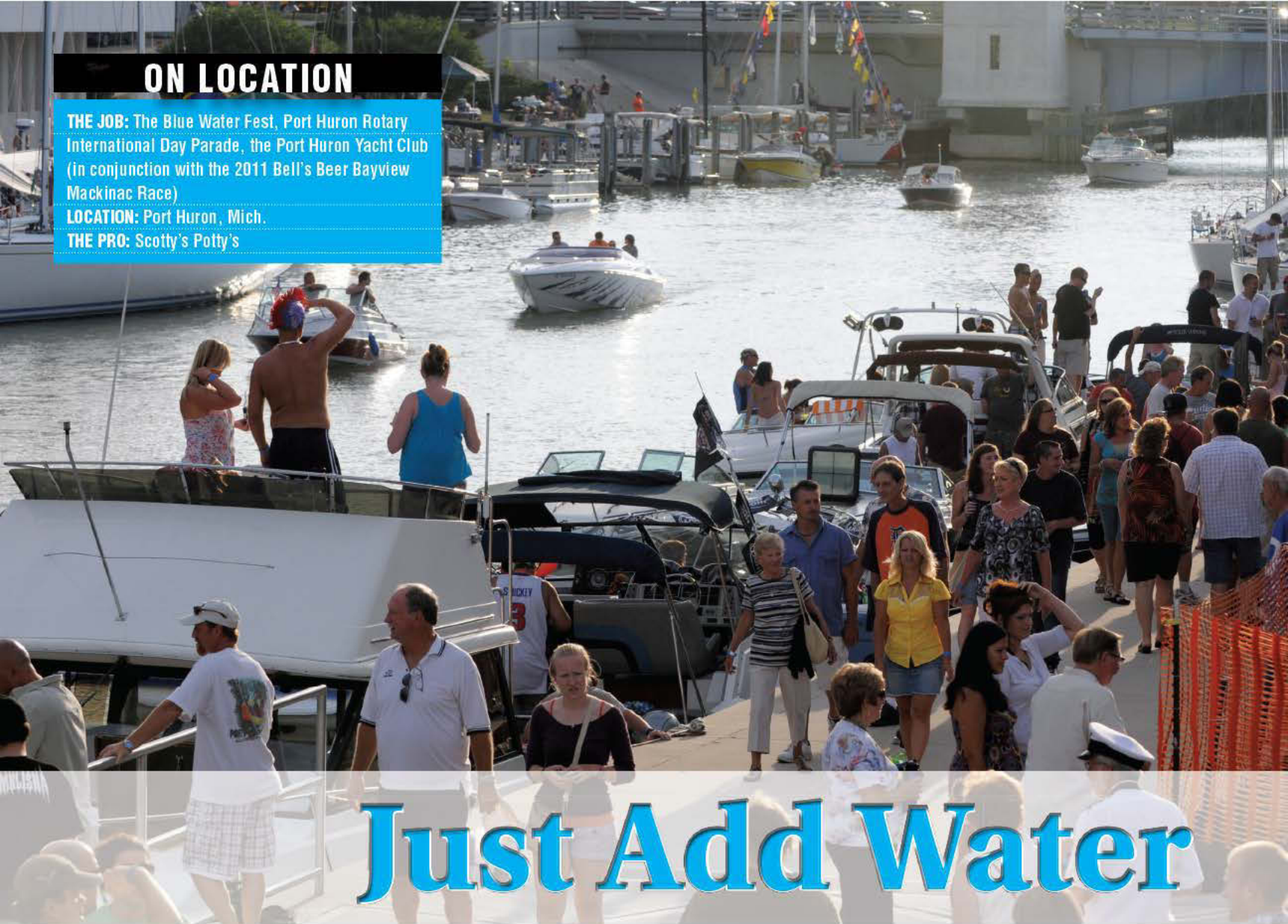
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## ON LOCATION

**THE JOB:** The Blue Water Fest, Port Huron Rotary International Day Parade, the Port Huron Yacht Club (in conjunction with the 2011 Bell's Beer Bayview Mackinac Race)

**LOCATION:** Port Huron, Mich.

**THE PRO:** Scotty's Potty's



# Just Add Water

The crowd at boat night in Port Huron swells to watch an impressive fleet float by. (Photos by Mark R. Rummel)

## MICHIGAN'S SCOTTY'S POTTY'S KEEPS RESTROOMS SHIPSHAPE FOR SEVERAL NAUTICAL-THEMED EVENTS

BY MARIAN BOND

**“At the yacht club, Maggie’s pumped and we loaded. Then we went to all restrooms in the city and Maggie’s pumped and we went right behind and cleaned and stocked, getting ready for all those people. We have to do it all early.”**

**MOLLY FAGAN**

### THE TEAM

For their biggest event weekend of the year, Brian and Molly Fagan, owners of Scotty's Potty's in Port Huron, Mich., depend on family, friends, and occasional part-time help. The team returning in 2011 to cover three big event venues over one week included Brian's sister, Judy Allen; his father, Don Fagan; his daughters Sara and Lindsey, and his cousin Pete Paulus. On Molly's side of the family, helping were nephew Max Roeske, uncle Dick Engelgau and friends John Downing, Dena Garcia, David

Garcia, Tom Hickman, Matt Allen and Brent Woolman. Working July 18-26, many in the crew have helped the Fagans for seven or eight years.

### COMPANY HISTORY

The Fagans purchased Scotty's in 1999, with construction companies as the primary customer. They've grown to more than 300 units from Satellite Industries, Five Peaks, PolyPortables and Olympia Fiberglass Industries. One Comfort Elite restroom trailer is from Wells Cargo.

The customer base includes special events, golf courses, parks, and a five-year contract with Port Huron to handle municipal restroom service, including activities around The Blue Water Fest, the Rotary International Day Parade, the Port Huron Yacht Club, all taking place along with the Bayview Mackinac sailboat race (dubbed the 2011 Bell's Beer Bayview Mackinac Race, sponsored by the Detroit-based Bayview Yacht Club). Scotty's does not contract with the Bayview Yacht Club, however participants may take

*(continued)*

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Brian and Mary Fagan

advantage of the facilities provided by Port Huron.

### MAKING CONNECTIONS

In 2003 Molly Fagan gave a presentation to the city, pointing out her company could provide a hand sanitizer in each unit at no extra charge, that all their units are a standard green color, and that they are a local company. She promised

a high standard of cleanliness, and the city officials listened.

"We now have the contract to provide restroom service for the city," she says. "My job is to provide and service their 26 restrooms every day of the week for nine months, as well as any extra activities."

The July events are bundled together in a four-day celebration known as "boat night." Scotty's had been providing a few units during these activities at a Port Huron Yacht Club party. Fagan says initially they were bringing in about 15 restrooms. An annual contract with the yacht club has continued, and the numbers increased. For The Blue Water Fest, they provide restrooms in strategic locations.

In 2006, Scotty's was contracted to place restrooms for the Rotary Club parade held in conjunction with boat night. The working relationship has continued.

### THE MAIN EVENT

On July 20, the 2011 Rotary

"We now have the contract to provide restroom service for the city. My job is to provide and service their 26 restrooms every day of the week for nine months, as well as any extra activities."

**MOLLY FAGAN**

International Day Parade kicked off four days of activities. The Blue Water Fest in Port Huron commenced July 21, offering views of the sailboats, a festival of music, food, 50 bands and a carnival. The Port Huron Yacht Club, located along the shores of the Black River, gears up for a fundraising party. Along with portable restrooms from Scotty's, the yacht club brings in temporary fencing and two large tents. As many as 3,500 people are at the club over two days.

The 2011 Bell's Beer Bayview Mackinac Race started in Port Huron July 23. In a longstanding tradition, 215 sailboats left Port Huron for Mackinac Island, Mich., covering more than 200 miles. Even

after the boats left port, festivities continued and culminated with the Parade of Lights in Port Huron.

All told, an estimated 40,000 to 50,000 guests visited the city.

### BY THE NUMBERS

For their contract with the City of Port Huron, Scotty's brought in 74 units in addition to the 26 Satellite and Olympia units contracted most of the year. The stock included 66 units from Satellite and a variety of standard and ADA-compatible units from PolyPortables and Five Peaks. At the yacht club, they delivered 36 Satellite units, as well as an ADA unit, hand sanitizer station and urinal unit from PolyPortables. For the Rotary Club



The Scotty's Potty's crew includes (front row, from left) John Downing, Dick Engelgau, Max Roeske, Pete Paulus, Lindsey Fagan, Dena Garcia, Don Fagan, Brian Fagan and Molly Fagan. In the back row are Sara Fagan and Judy Allen.

(continued)

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parade, they dropped six Satellite units, later used in town.

Units for Port Huron were placed in groups of 15 or more, a number of them situated at the marina for use by sailboat racers. They also were strategically placed in designated areas close to restaurants, taverns and other gathering spots. At the yacht club, units were in small clusters, including the two entrances.

### LET'S ROLL

Work started on Monday and Tuesday before the events, when the Fagans and crew began washing and stocking restrooms that had just returned from a weekend at another site. On Wednesday, Molly did her usual rounds servicing the 26 restrooms in the city. The same morning, she and eight others started loading and delivering units.

For transport they used a 2000 Ford F-550 outfitted with a 500-gallon waste/200-gallon freshwater steel tank and Conde pump built out by Brian Fagan. The flat tank configuration of the truck allows transport of two ADA units or six standard restrooms. Molly's truck is a 1999 Ford F-350 with a 350-gallon waste/150-gallon freshwater aluminum slide-in unit (builder no longer in business). Also in use was a third truck, a 1999 Ford F-350 with a 300-gallon waste/100-gallon freshwater stainless steel tank and Masport pump from Marsh Industrial.

They use two 12-unit transport trailers from McKee Technologies and another small trailer that holds eight units. Using all the equipment, they can deliver 38 units at a time. These jobs required three complete delivery cycles.

The men are primarily on Brian's team and do the loading and de-

livery, while Molly's team makes certain the units are ready for the crowds. Scotty's 2-acre yard is on the outskirts of the township of Port Huron, and a short drive from each event.

### KEEPING IT CLEAN

On Thursday morning, the parade restrooms were pumped, cleaned and situated according to the plans with the city for The Blue Water Fest. Thursday night is family night and heavily attended. On Friday morning at 8 a.m., the three service trucks made rounds, pumping all units and restocking water and paper products. The restroom holding tanks were recharged with Blue Works and Water Works deodorizers from PolyPortables, and products from J & J Chemical Co. This takes six workers about three hours.

Waste was hauled 50 miles to the Mount Clemens wastewater treatment plant for disposal.

At 3:30 a.m. Saturday, Scotty's was back at the yacht club to remove all the units, which needed to be pumped, loaded and gone before the tents and temporary fencing were collected and before yacht club members came to clean and dismantle their equipment. To assist, they brought in Maggie's Septic Tank Cleaning, Lexington, Mich.

"At the yacht club, Maggie's pumped and we loaded," Molly Fagan says. "Then we went to all restrooms in the city and Maggie's pumped and we went right behind and cleaned and stocked, getting ready for all those people. We have to do it all early." They wrapped up by 10 a.m.

Festivities continued in town throughout the day and into Saturday night.



Brian Fagan, owner of Scotty's Potty's, and technician Max Roeske service a bank of Five Peaks restrooms at The Blue Water Fest in Port Huron.



Molly Fagan uses a squeegee to clean the floor of an ADA-compliant portable restroom set up along a street in Port Huron for the festival events.

Brian Fagan, owner of Scotty's Potty's, and technician Max Roeske service a bank of Five Peaks restrooms at The Blue Water Fest in Port Huron. herself available at all times via cellphone during the events to handle emergencies. One reward for Scotty's is the positive feedback they receive from users who see their logo on the restrooms.

These prominent events get the company's name out in front of many potential new customers, and quality service is what prompts festival users to call Scotty's when they need to rent a restroom. ■

### MORE INFO

Five Peaks  
866/293-1502  
[www.fivepeaks.net](http://www.fivepeaks.net)

J & J Chemical Co.  
800/345-3303  
[www.jjchem.com](http://www.jjchem.com)

Marsh Industrial  
800/952-1537  
[www.marshind.com](http://www.marshind.com)

Masport, Inc.  
800/228-4510  
[www.masportpump.com](http://www.masportpump.com)

McKee Technologies Inc./  
Explorer Trailers  
866/457-5425  
[www.explorertrailers.com](http://www.explorertrailers.com)  
(See ad page 34)

PolyPortables, Inc.  
800/241-7951  
[www.polyportables.com](http://www.polyportables.com)  
(See ad page 9)

Satellite Industries  
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[www.satelliteindustries.com](http://www.satelliteindustries.com)  
(See ad pages 18-19)

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# Back to the Basics

**AN UPDATED INVENTORY OF STANDARD RESTROOMS, THE LATEST HEATED SINKS AND TIME-SAVING ACCESSORIES CAN ENSURE A PROFITABLE SUMMER SEASON**

By Ed Wodalski

Lost time means lost opportunities during the busy summer season. Be sure your inventory of portable restrooms is in good supply and ready for service. Here are a few you might consider, along with heated sink stations and time-saving accessories and supplies.

**ALLIED FORWARD MOTION LLC**

The Mini-Metro Mover from Allied Forward Motion LLC has a load capacity of 525 pounds. The portable, collapsible restroom mover fits on a truck, weighs 56 pounds and has four pneumatic tires, formed steel construction and black acrylic E-coat finish. **920/493-2987; www.minimetromover.com.**



**ARMAL INC.**

The Top Line portable restroom from Armal Inc., available in eight standard colors, features smooth walls, built-in air vents, 60-gallon waste tank with ergonomic seal and three-roll paper holder with utility shelf. The impact-resistant, one-piece floor has a non-slip surface and raised seams to prevent dirt from accumulating. Weighing 185 pounds, the unit stands 90 inches tall, 43 inches wide and 47.2 inches deep. A 7 1/2-gallon, hand-wash is available. **866/873-7796; www.armal.biz.**



**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 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.**

**COMFORTS OF HOME SERVICES INC.**

The emergency eye wash and shower trailer from Comforts of Home Services Inc. has a 12-foot by 8-foot, 4-inch steel frame, fold-down ramp, tandem axle, 450-gallon waste tank, one-piece aluminum seamless roof and fiberglass wall panels. Options include wash-down package, spray-in rubberized floor, exterior lighting, 400-gallon onboard freshwater tank and heaters. The trailer complies with all OSHA requirements. Additional eye wash and shower station, generators, shower, restroom, break room, office air conditioning and heat are available. **877/382-2935; www.cohsi.com.**



**DEAL ASSOCIATES INC.**

The Hitch Hauler from Deal Associates Inc. enables a pickup or sport utility vehicle to carry a portable restroom. Designed for one-person loading, the hauler mounts to a Reese-style hitch receiver and does not block the tailgate, allowing for full use of the truck bed. A heavy-duty ratchet strap is included. **866/599-3325; www.dealassoc.com.**



**EXPLORER TRAILERS**

The galvanized Transporter trailer from McKee Technologies Inc./Explorer Trailers features adjustable carrier slats that box-in any size restroom skid, including multiple-sized skids. Trailers range from 8 to 48 feet and accommodate up to 24 restrooms. All models include independent suspension axles to eliminate side-to-side shock transfers. A protective front wind deflector is available. **866/457-5425; www.explorertrailers.com.**



**FIVE PEAKS**

The Glacier portable restroom from Five Peaks has smooth interior and exterior walls for easy cleaning. Durable yet elegant enough for special events, the restroom features integrated vents and deep, molded-in corner grab handles. Made of high density polyethylene (HDPE) with UV stabilizers, the restroom has a twin-sheet, heavy-duty door and jam with integrated hinge. Other features include 65-gallon waste tank with sloping top, hover handle, oversized mirror, two shelves, gender sign, coat/purse hook, beverage holder and three-roll tissue holder. **866/293-1502; www.fivepeaks.net.**



standard colors and mix/match color schemes. **800/558-2945; www.imperialind.com.**

**J & J CHEMICAL CO.**

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



**GAMAJET CLEANING SYSTEMS INC.**

The Gamajet IX portable restroom cleaning system from Gamajet Cleaning Systems Inc. features 360-degree rotating jets to clean restrooms in less than 10 minutes without brushing or spraying. A stand is designed for cleaning the cabin with the door closed as well as a seat cover for cleaning in the holding tank with fitted suction pipes to allow for draining while cleaning. **877/426-2538; www.gamajet.com.**



**LOCK AMERICA INTERNATIONAL**

Restroom padlocks from Lock America International, designed to prevent against theft and vandalism, are available in a choice of five colors to match units or indicate which restrooms are ready for service, need service or might be assigned to specific events. Easily re-keyable, locks have solids brass bodies and chrome shackles for rust prevention. **800/422-2866; www.laigroup.com.**



**GREEN WAY PRODUCTS**

The Super Turbo Tube dosing restroom deodorant system from Green Way Products by PolyPortables Inc. comes in a 1,000 mL bottle with drip-proof, flip cap that dispenses only when squeezed. A one-second squeeze into the holding tank delivers 10 mL of deodorizer for cooler temperatures and special events. A two-second squeeze delivers 20 mL or the equivalent of the 3rd Gear Turbo Tube for high heat and heavy use applications. A three-second squeeze handles the most demanding needs. **800/241-7951; www.greenwayproducts.net.**



**POLYJOHN ENTERPRISES**

The BRAVO heated two-station sink from Poly-John Enterprises has a 22-gallon freshwater tank with visual levels and hands-free foot pump for 1,408 pumps of water and 60-gallon graywater tank for 350 washes. Other features include 1,000-sheet paper towel capacity and two 30-fluid-ounce soap dispensers. The heated sinks meet sanitation standards for restaurants, agriculture and other industries. The 70-pound (empty) sink has built-in lift handles and siphon port for easy pump-outs. The station fits inside most portable restrooms for transportation. **800/292-1305; www.polyjohn.com.**



**IMPERIAL INDUSTRIES INC.**

The Imperial Tradition portable restroom from Imperial Industries Inc. features a one-piece continuous door frame with five-point integral polyethylene door hinge and 60-gallon tank. Weighing 170 pounds, the unit is available in seven



**POLYPORTABLES INC.**

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





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



## Shopping For a Tank

**ALUMINUM, STEEL AND STAINLESS STEEL ALL HAVE THEIR ADVANTAGES. PROS LOOKING FOR A NEW RIG SHOULD MATCH THE BEST TANK MATERIAL TO THE WORK THEY'RE PERFORMING.**

By Bob Carlson

**QUESTION:** I'm somewhat new to the industry and I'm shopping trucks and tanks. I think I've found a truck, but I see there are different types of tanks. I see the shiny aluminum and painted steel tanks. And I see sales of stainless steel tanks. I'm not sure which is the best way for me to go. What do you think?

Mark Burnside  
Tacoma, Wash.

**ANSWER:** It's been a while since we've discussed the material used in building vacuum tanks. Rather than tell you which type of tank is best for you, it might be best to discuss the advantages of each type.

### ALUMINUM

Right off the bat, aluminum tanks are lighter. Consequently, since they weigh less, a PRO is able to carry more of a load. For some contractors, that extra weight in waste makes a lot more money. For others, it doesn't make enough of a difference. So understanding how much you can carry is very important. For example, if you're pumping septic tanks, then you might want a 3,300-gallon tank to hold three 1,100-gallon septage loads. If you're only pumping restrooms, having the extra capacity in your tank will allow you to work longer before having to dump.

One issue with aluminum is that the bright, shiny exterior dulls quickly and requires some upkeep. Getting on jobsites where dust and dirt is flying, aluminum tanks will show where they've been. Having a place or knowing of a place to wash the tank regularly is critical if presenting professional-looking equipment is important to your business. Aluminum tanks are beautiful when they are washed and clean.

As for price, the recent economic downturn brought the price of aluminum tanks down. For years they were selling at a premium. More recently, aluminum tanks are fairly comparable to steel tanks in price.

**Having a place or knowing of a place to wash the tank regularly is critical if presenting professional-looking equipment is important to your business.**

### STEEL

Steel tanks have been around forever. They are strong, but unlike aluminum, they are somewhat heavy and carry less of a load. They are durable and if maintained right can last 20-25 years. They can be painted any color; this can go a long ways toward effectively branding your company. Customers will identify your truck by your colors or the custom paint job.

And you might make sure your manufacturer is painting with polyurethane paint. It lasts longer than regular paint and keeps its shine for a longer time. The steel tank is susceptible to rust, which may shorten its life, but that can be remedied by a coating inside the tank. For some, the pumped material itself coats the inner walls of the tank, so no coating is necessary.

As for price, steel used to be the bargain. Low price, strong durability and easy to maintain. At present, a steel tank may be marginally lower in price than aluminum, but it is a competitive marketplace.

### STAINLESS STEEL

The beauty of stainless steel is that it will not rust and, theoretically, will last longer than you will. Tank manufacturers make stainless steel tanks and leave a bright, shiny finish, or they may choose to paint the outside. When built right, using the proper thickness of material, these tanks just keep on going. When your truck dies, you simply take the tank off, put it on a new truck and start pumping.

As for price, the stainless steel tank, like aluminum, has come down over the years and competes well with aluminum and steel tanks.

Overall, all three types of tanks are now competitively priced. This competition has been a bonus for the pumping contractor. Choice is now more a matter of personal preference based on the type of work being done. ■

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June 18, 2012 - Albuquerque, NM

POWRAMM & NAWT - Recertification - Contact: Bill McKinstry at (505) 989-7676 or admin@powramm.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, 2012 - Casa Grande, AZ

Univ. Of AZ - NAWT

Contact: Kitt Farrell-Poe at (520) 621-7221

November 15-16, 2012 - Lakewood, CO

CHURCH Onsite Wastewater Consultants

Contact: Kim Seipp (303) 622-4126 or highplains@tdsnet

### Installer Workshops

October 15, 2012 - Dover, DE

DOWRA Conference Contact Hollis Warren at (302) 284-9070 or Hwarren430@aol.com

October 25-26, 2012 - Lakewood, CO

CHURCH Onsite Wastewater Consultants

Contact: Kim Seipp (303) 622-4126 or highplains@tds.net

### Operation & Maintenance Training Certification:

September 12-13, 2012 - Mill Valley, California

Operation & Maintenance, Level 1

Instructors: Mike Treinen 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)

January 2013 - Lakewood, CO

CHURCH Onsite Wastewater Consultants

Contact: Kim Seipp (303) 622-4126 or highplains@tdsnet

### CEU's for NAWT Recertification

July 26, 2012 - Sacramento, CA

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## INDUSTRY NEWS

### D & W Diesel expands production center

D & W Diesel added 55,000 square feet to its production and distribution center in Auburn, N.Y. The expansion is the fourth for the company. The 110,000-square-foot facility houses \$12 million in inventory and a new inventory bar-coding system. With the expansion, the company is expected to add 25 positions over the next three years.

### Gamajet launches website

Gamajet Cleaning Systems Inc. launched its redesigned website, [www.gamajet.com](http://www.gamajet.com). The site is divided into three main sections: How it works, Choose by tank size and Applications.

### PowerFlo moves to new facility

PowerFlo Products Inc. moved to a new and larger facility in Cypress, Calif. The company had been operating from its Los Angeles County location since 1994.



## PRODUCT NEWS

### Honda collegiate team generator kits

The College Skinit Kit cover from Honda Power Equipment Group is available with college football team logos for the EU2000i Super Quiet Series of generators. The kit consists of a flexible generator cover, imprinted with official team graphics, with the choke, check oil and on/off label integrated into the design. The skins are easy to apply and remove. 678/339-2600; [www.powerequipment.honda.com](http://www.powerequipment.honda.com).



### Jenny GT-Series air compressors

The GT-Series of electric-powered, two-stage air compressors from Jenny Products feature high-pressure output in 8-, 15-, 17- and 30-gallon tank models. All compressors produce 15.5 cfm at 100 psi or 15.2 cfm at 175 psi and are driven by commercial-grade, 5 hp motors that operate from a 230-volt, single-phase source.



814/445-3400; [www.steamjenny.com](http://www.steamjenny.com). ■

### Good Time to Buy?

The construction industry is still in a state of recovery, but it's showing signs of a strong rebound. The industry is expected to grow by 3.5% in 2011, up from 2.5% in 2010.



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# **NEW!** 2012-2013 Pumper Services & Supplier Directory

*Are you a regional or national provider of contracted, rental or specialized wastewater services looking to promote your business to other contractors?*

The October 2012 issue of *Pumper*, which annually includes our Supplier Directory, has now been *expanded* to include a services section. For as little as \$295 you can list your company under industry-specific categories that you provide. The *October Pumper* will reach more than 36,000 contractors, municipalities and organizations that utilize contracted and rental services. Make sure they know who you are!

Please fax (715.546.3786), mail or email this form back no later than **September 10, 2012.**

**Yes**, I would like my company to appear in the 2013 *Pumper Services and Supplier Directory* at a cost of \$295 for my alphabetical listing and up to 10 categories. Each additional category over 10 is \$25 each.

**Yes**, for an additional \$50 per placement, I'd like my full-color logo to appear in the categories I've marked below.

**Yes**, for an additional \$199 I'd like to highlight my company in the alphabetical listings.

**Yes**, for an additional \$99 per placement, I'd like to add a QR code to appear in the categories I've marked below.

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Contact Person \_\_\_\_\_

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Toll Free \_\_\_\_\_ Phone \_\_\_\_\_

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Complete this form online at [www.Pumper.com/2013services](http://www.Pumper.com/2013services)

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<input type="checkbox"/> Consulting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Jetting - Mainline	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septage Disposal	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Dewatering Services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Non-Hazardous Vacuum/Cleaning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septage Transport	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Dealer of _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Oilfield Disposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septage Treatment	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Directional Drilling/Boring	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Oilfield Treatment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septic System Service	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Distributor of _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Oilfield Transport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Septic System Installation/Repair	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Engineering	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Pipe Bursting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Site Service Rentals (Fence, Lighting, Barricades, etc.)	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Excavating/Grading	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Pipe Rehabilitation/Relining	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Solid Waste Services	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Grease Disposal	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Plumbing/Heating/Cooling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Temporary Liquid Storage	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Grease Transport	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Restroom Service	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> TV/Video Inspection - Drainline	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Grease Treatment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Restroom Rentals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> TV/Video Inspection - Mainline	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Hazardous Vacuum/Cleaning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Restroom Trailer Rentals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Waterblasting	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Hydroexcavating	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Portable Office Trailer Rentals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Other _____	<input type="checkbox"/>	<input type="checkbox"/>

## BUSINESSES

Well established portable restroom business for sale in Minneapolis/St. Paul Metro. Locally owned and operated with excellent customer base. Standard units, hook units, handicaps, hand-wash stations and trucks, in full operation. Turn-key with still a lot of growth potential. Serious inquiries only. 651-454-4441. (PBM)

FOR SALE: Septic pumping and portable toilet business in north central MN. Includes 2 vacuum trucks, 3,000-gallon tandem and 2,000 gallon, single axle, portable toilet service truck, 1 ton service van, 6 place portable toilet trailer, and 59 portable toilets. Asking \$215,000. Home: 320-676-8638. Cell: 320-630-3640. (P07)

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FreeRouteManagementSoftware.com, FreeServiceDispatchSoftware.com. (T07)

## PORTABLE RESTROOMS

Used Satellite Tufway units: \$150-\$200, blue color and ready to rent. Mid-south location. 731-660-1781 or email michael@allbritesignsandrentals.com. (T08)

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3 Decons, 2001 ASCI 16' Presidential. 315-437-1291, NY. (PBM)

## PORTABLE RESTROOM TRUCKS

2006 International 4300, DT466, 25,900 GVW with air-brakes, 2,000-gallon Progress aluminum tank, 500 fresh/1,500 waste, two toilet carrying rack. \$37,000. Call 863-655-2940 or laceymidfla@embarqmail.com.(T07)

2001 Chevy diesel, manual speed, non CDL, with Caterpillar engine, 321,785 miles, aluminum tank, 900 waste/300 water, with 2 unit carrier. Located in TX. \$14,000. Call 254-773-3921, ask for pictures. (T07)

1994 Dodge Cummins, Auto, 500 gallon waste, 300 fresh. Also, 1999 Ford 450 diesel, automatic, setup for port-a-jon pumping. \$12,500. 937-674-7288. (P07)

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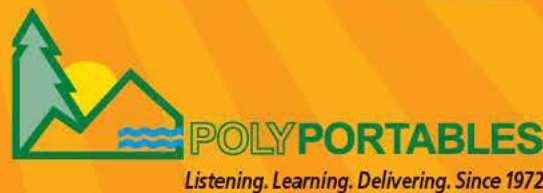


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