

PROM

TM

PORTABLE RESTROOM COMPANY

July 2013

www.promonthly.com

You Bet **WE WILL**

When called to provide
new products or services,
NOR-CAL Portable Services
won't give no for an answer

Page 12

CAUTION WATCH STEPS

CAUTION WATCH STEPS

Take 5! **Prairie Dogs**

Brothers Robin and Lanny Olson ride the range to
find limited, lucrative work in South Dakota

Page 20

TUFF-JON

In Business Since 1959
Third Generation With The Fourth In Training



TJ Shorty



Tuff-Jon III



Tuff-Jon



- Tank sizes 60, 105, 225, 300 and 440 gallons.
- Standard holes are 2 - 3" holes with plugs
- Can customize holes to match your specs



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



Containment Tray



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



Interior View of TJ-III



60 Gallon Rinse Tank



TJ Handy Stand
Waterless Gel
Touch Dispensers

— OPTIONAL ACCESSORIES —

- Lifting Bracket Assembly
- Sky Heater
- Sinks Available For Both Styles of Tuff-Jon

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**





THE SLIDE IN WAREHOUSE

Buy a Slide-In ...Win an iPad!

Your purchase automatically enters you in a drawing to win an iPad from Keevac Industries.

Keevac will draw the winning customer's name from the last 5 slide ins sold. Offer good until further notice.

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, 12V battery & work light.



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



Available in 300, 450 & 600 Gallon Capacities
Call For Our Price & Availability!



Atlanta, GA • Bellefonte, PA • Dallas, TX
Denver, CO • Los Angeles, CA • Mauston, WI
Not all models available at all locations.



435 Gallon Rear Engine



435 Gallon "SpaceSaver"

Authorized Factory Master Distributor

progress vactruck

www.**slideinwarehouse**.com

Call Us Today Toll-Free: **888-445-4892**

SIW513

ADVERTISERS

in this issue

July 2013

COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE
A		E		K		M		R	
Allied Forward Motion, LLC ...29		EZTRAKR		KeeVac				TANKS	
		EZTrakR Systems Inc.28		KeeVac Industries, Inc.11		Mid-State Tank Co., Inc.23		Ronco Plastics7	
Amthor International25		F		Keith Huber Corporation33		MONSAM Enterprises, Inc.31		S	
				Kentucky Tank, Inc.29		N		SAFE-T-FRESH	
Armstrong Equipment, Inc.17		Five Peaks15		L		National Tissue Company17		Safe-T-Fresh13	
B		Fruitland Manufacturing8				P		Satellite	
Bulk TP27		G		Liberty Financial Group, Inc.28				Satellite Industries19	
C						R		THE SLIDE IN WAREHOUSE	
		Green Way Products		Liquid Waste Industries, Inc.31		P		Slide-In Warehouse3	
Century Paper & Chemicals7		by PolyPortables, Inc.36		M				SmartGuard11	
Classifieds32		J		Marketplace32		PolyPortables, Inc.9		T	
				McKee Technologies Inc./		R			
Comforts of Home Services, Inc. 18		J & J Chemical Co.5		Explorer Trailers		ScreenTech		T.S.F. Company, Inc.2	
D				Surco Products		Roeda Signs & ScreenTech		W	
		J. C. Gury Company, Inc.24				Imaging29			
Deal Associates, Inc.24								Walex Products21	

www.promonthly.com


Published monthly by



COLE Publishing Inc.

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

© Copyright 2013 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 • Email: pro@promonthly.com

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

SUBSCRIPTION INFORMATION: A one-year (12 issue) subscription to PRO™ in the United States or Canada is free to qualified subscribers. A qualified subscriber is any individual or company in the United States or Canada that partakes in the portable restroom industry. Non-qualified subscriptions are available at a cost of \$60 per year in the United States and \$120 per year outside of the United States. To subscribe please visit promonthly.com or send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

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 nicolel@colepublishing.com.

CLASSIFIED ADVERTISING: Submit ads online at 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: 2012 circulation averaged 9,623 copies per month. This figure includes both U.S. and International distribution.

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



2014 PUMPER & CLEANER ENVIRONMENTAL EXPO INTERNATIONAL

Education Day: February 24, 2014

Exhibits Open: February 25 - 27, 2014

Indiana Convention Center, Indianapolis

www.pumpershow.com

6 From the Editor: How Low Can You Go?

Reality TV's "Shipping Wars" offers a lesson in how not to succeed in business.

- Jim Kneiszel

8 Editor's Choice

Be sure to check out the exclusive online content at PROmonthly.com.

- Jim Kneiszel

10 Back at the Office: Hiring Ex-Convicts

Giving someone a second chance after prison could solve your labor problems and earn your company a tax credit.

- Judy Kneiszel

12 COVER STORY



PROfile: You Bet We Will

When called to provide a new product or service, NOR-CAL Portable Services won't give "no" for an answer.

- Ken Wysocky

ON THE COVER: David and Kelly Leal, owners of NOR-CAL Portable Services, decided early on not to become a low-price leader for restroom services in their hometown of Gilroy, Calif. Here the couple is shown with their latest equipment addition, a shower trailer from Ameri-Can Engineering. (Photo by Lora Schraft)

18 Expo Spotlight

Hand-Wash Trailer Offers Hot-Water Option

- Ed Wodalski

20 Take 5: Prairie Dogs

Resourceful brothers Robin and Lanny Olson sniff out limited, but lucrative, portable sanitation work on the open range of South Dakota ... hoping to set up a good retirement business.

- David Steinkraus

24 Where's the Restroom: Afraid of Heights?

Guess the location of this high-flying construction portable restroom.

- Jim Kneiszel

26 Product Focus

Standard Restrooms, Hand-wash Equipment and Supplies

- Craig Mandli

30 Truck Corner: Your Pump's Last Line of Defense

A daily check of the secondary moisture trap is vital to protecting the major investment in your truck's vacuum pump.

- Bob Carlson

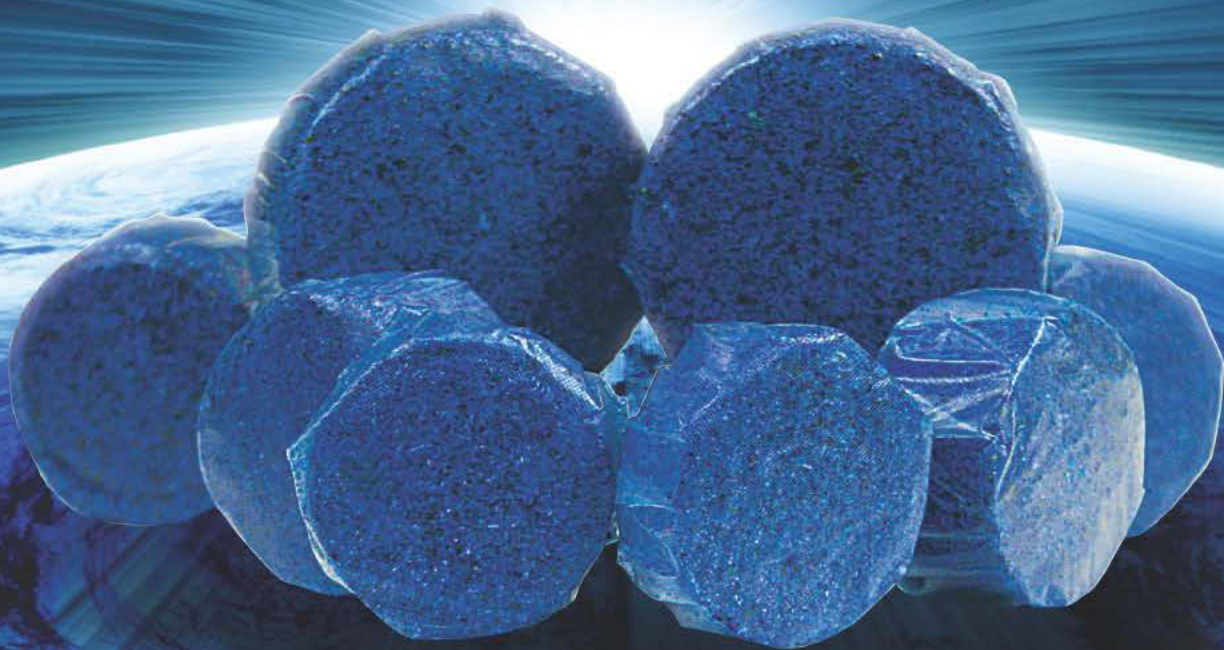
33 Product News

34 Industry News

COMING NEXT MONTH — August 2013

- **PROfile:** Texas PRO bucks convention
- **Truck Corner:** Battling corrosion

WORLD'S LEADING PORTION CONTROL TABLET



EVERPRO

The Safest, Easiest Way To Deodorize Portable Toilets!



Portable Sanitation Products

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

1-800-345-3303 • www.jjchem.com • sales@jjchem.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.



How Low Can You Go?

REALITY TV'S "SHIPPING WARS" OFFERS A LESSON IN HOW NOT TO SUCCEED IN BUSINESS

By Jim Kneiszel

I try to avoid cable TV as much as possible for fear of getting sucked into watching another new reality show where people rummage through storage lockers, hunt for alligators or eat deep-fried insects all around the world. But I gave in to channel-surfing a while back and came upon a show that seemed mind-numbingly mundane ... and yet I couldn't look away.

What both attracted me to and horrified me about this show is that it's built around a business practice that some restroom contractors fear will have a huge negative impact on their industry. The show on the A&E Network is called "Shipping Wars", and it's a showcase for a business tool called the reverse auction.

DRIVING PROFITS DOWN

In the program, a group of independent truck drivers compete with each other to land oddball shipping jobs, moving things like collector cars, antique furniture or bulky mechanical parts across the country. Each episode starts with the truckers staring at laptop computers, getting ready to join an online auction for a number of projects.

When the auction opens, they throw out their best prices in a flurry of bids. Each can see what the other is bidding, and trucker A might not like trucker B, so he undercuts him. Trucker C is desperate for work, so he bids lower. Trucker D puts on his thinking cap and determines the narrowest profit margin he can accept and bids it lower. The price is invariably drilled down so low that the winner has no idea if he or she will come out ahead after hauling an item halfway across the country.

"I'm not sure I can make any money on this job," the winning bidder might say into the camera. "But at least I kept so-and-so from getting the work."

After each trucker lands a job, the show follows their trials and tribulations as they deliver the loads and collect their pay. It's a high-stakes game where one tire blow-out or serious traffic snarl can leave these shippers with no profits at the end of a stressful workday.

IT COULD HAPPEN TO YOU

A few years back, experienced portable sanitation contractors working in Florida complained to me about construction companies, in this case national homebuilders, employing online reverse auctions to whittle down the price for restrooms placed at multiple locations. Uncomfortable with the idea of competing to see who could give the lowest price, these contractors were doing all they could to resist the urge to bid. The auctions they did join ended up with winning bids so low the contractors couldn't see how there was any profit to be made.

These bidding wars go against everything established PROs have come to believe about operating a successful service business. When the profit margin is razor thin, contractors have no money left over to upgrade equipment, pay workers a fair wage and offer benefits, join trade associations and train employees on best practices. Little things like uniforms, nice-looking graphics on the trucks and a website built to enhance marketing will fall by the wayside. Professionalism will suffer and the industry will take a step backward.

These bidding wars go against everything established PROs have come to believe about operating a successful service business. When the profit margin is razor thin, contractors have no money left over to upgrade their equipment, pay workers a fair wage and offer benefits, join trade associations and train employees on best practices.

And knowing you're involved in regular cutthroat competition with other contractors in your region will take its toll, too. You will be less likely to build cooperative relationships with nearby PROs to lease equipment back and forth, partner to serve major event customers or even work together to solve growing disposal issues in your community. Nobody wants to do business that way.

The housing collapse may have put a damper on construction-related reverse auctions in Florida, at least for a while. But with improving technology making real-time auctions more workable and programs like Shipping Wars showing how to cut prices to the bone for small business service providers, don't expect the idea to be gone for good.

THE USHIP PHENOMENON

The reality program is built around the online auction listing company, uShip, which brings customers and shippers together to move thousands of items every day. Since its founding in 2004, uShip has used emerging technology to make reverse auctions easily accessible to consumers and allow anyone with a pickup truck, a trailer and a gas card to join the transportation industry.

Take a look at the uShip website and you'll see many customers are happy with the service. They report shipping jobs were handled professionally and on time. They applaud the website for a convenient way

to reach multiple shippers and say the prices they paid were reasonable and often cheaper than they expected.

According to the Dartmouth Business Review, companies employing reverse auctions – or e-procurement – have been able to save 8 to 15 percent on average when buying supplies. The concept started with major companies like General Electric, according to the report from Dartmouth, but the tool has been adopted for a myriad of business-to-business transactions. A huge benefit is automating the purchase process to involve many more suppliers than was previously possible.

The Dartmouth study and others say reverse auctions have a downside for buyers because of the potentially deteriorating relationships with suppliers and ill feelings between suppliers competing for business. In some respects, the buyer should want suppliers to remain profitable and viable, said author Sandy Jap in a report for the Harvard Business Review.

“Some suppliers cannot sustain sharp price reductions over the long term. Yes, buyers may enjoy savings the first few times they run an auction, but those savings may come out of suppliers’ profits,” Jap said. “Those suppliers that can’t compete at the lower price levels will eventually be forced out of the industry, or there may be a consolidation of the supplier base. Either way, buyers end up with fewer alternatives, and bargaining power shifts to suppliers.”

MAKING THE CASE

Restroom contractors should be armed with a few good arguments against the use of reverse auctions in the event their customers entertain the notion. It’s conceivable the tactic could be tried in a variety of areas, from the residential construction mentioned earlier, to large special events or government contracts to serve military bases, for example.

Here are a few talking points to pull out if you hear customers raise the issue of reverse auctions:

We’re here for you.

Loyalty is critical to the success of small businesses. When you hire our company over and over again, we’re going to bend over backward to make sure you’re happy. You know our manager, you recognize our technicians, and when you call, we’re going to answer and respond. You can’t expect that level of service when you hire the lowest bidder every time.

Longstanding relationships pay off.

There is a cost to reverse auctions that customers forget about when they see prices spiral downward: Every time you change a supplier, you’re incurring office expenses to switch invoicing, and managers are spending time training the new supplier to comply with your company’s policies and procedures. What does it cost you in lost time when you have to show a new restroom contractor where units go at special events and bring them up to speed on your service expectations?

Your customers deserve the best service.

I may not be the cheapest, but my drivers will show up to your event on time, wearing uniforms and well-trained to satisfy your customers. At the profitable price I charge, I can deliver consistent service from experienced technicians, clean, well-maintained service trucks, and most importantly, accountability. If there is a problem, you know I’ll show up and take care of the mess. Your loyal customers are worth the extra expense.

You get what you pay for.

If you drive the price for restroom service to a bare minimum, you’ll get the minimum service. You may expect the low-ball contractor to show up


every seven days, but he may stretch that to 10 days to try to retrieve a profit. You want the best deodorant products, but the low price might necessitate less effective odor control. You want to call 24/7 in case of an emergency? They might not answer the phone.

You don’t want surprises.

You can’t afford to have something go wrong, especially with the sanitation you provide on the job site or at an event. Imagine a dirty or overflowing restroom due to neglected service. If that happens once, you could lose a customer for life. One call in the middle of the night from a frantic, disgusted customer will wipe out all the good feelings you had from getting a cheap price for restroom services. ■

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

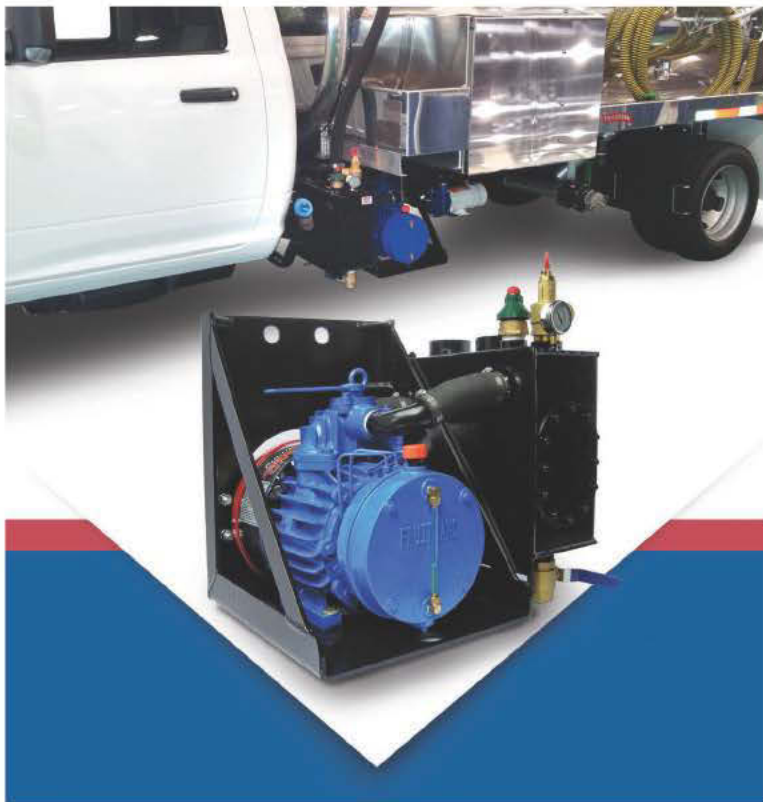
Fax: 570-836-5897
Email: rick@centurypaper.com
Web Site: centurypaper.com

1-866-767-2737

TANKS

Holding And Fresh Water

Visit our websites
www.ronco—plastics.net
400 Sizes Available
Wholesale Pricing Available
714-259-1385



THE READY2RIG ELIMINATOR 250

A COMPACT YET POWERFUL ADDITION TO OUR ELIMINATOR SERIES OF VACUUM PUMPS

Fruitland® offers several design features to lower your operating costs and installation is as easy as 1, 2, 3. It is the perfect fit for your portable sanitation service truck. Tailor your Eliminator package to your specific needs and enjoy effortless installation combined with the power and durability of Fruitland®.

Every pump is factory tested and comes with a 2 year warranty.

Benefits include:

- No temperature Gauges to Monitor
- Low Oil Consumption
- Fan Cooled
- Low Maintenance



Toll Free: 1-800-663-9003
905-662-6552

www.fruitlandmanufacturing.com

324 Leaside Avenue, Stoney Creek, Ontario, L8E 2N7

* Fruitland is a registered trademark of Fruitland Manufacturing

Editor's CHOICE

July 2013

Be sure to check out the exclusive online content at PROmonthly.com

By Jim Kneiszel

It's the height of the busy season for portable restroom operators. But you still find time to page through your issue of *PRO* magazine to learn about the latest developments and products in your industry. Well, now we have a bonus for you – additional online-only content that can be accessed instantly from your computer, tablet or smartphone. Find more of the latest portable sanitation industry news – from product releases to videos and podcasts to my editor's blog – at www.promonthly.com. Here's just a sampling of the latest content you can find online:

PODCAST: R & L SANITARY FACES SERVICE CHALLENGES ON THE GREAT PLAINS OF SOUTH DAKOTA

R & L Sanitary owners Robin and Lanny Olson, of Huron, S.D., were already in the construction business – specializing in underground water and sewer work, site preparation and demolition – when they needed a few restrooms for their work crews. So they added a portable sanitation arm to their business. They talk about the challenge of working in the unpredictable weather on the Great Plains, maintaining a profit when traveling long distances, and keeping units in good shape when they take a beating at construction sites. The Olson's talk to podcaster David Steinkraus.

EDITOR'S BLOG: FIVE THINGS TO PUT ON THE SIDE OF YOUR VACUUM TRUCK TANK

Summer is in full swing now, and your vacuum trucks are on the road from sunup to sundown servicing units. The side of your vacuum tank may be your best advertising tool. Are you using it effectively? Here are five things you can do to punch up the advertising power of your rolling billboard: 1. Develop a new professional logo; 2. List the services you provide; 3. Tout your certifications and licensing; 4. Add your website address; 5. Include your full phone number, including the area code. Read more details online.

HOW TO PICK THE BEST PORTABLE RESTROOM TRAILER

If you've been wrestling units on and off a truck bed or the high bed of an ordinary trailer, you may find it beneficial to invest in a trailer designed especially for transporting portable restrooms. Gretchen Hole spent 15 years as a portable restroom operator before she changed her emphasis to portable restroom trailers. Consider her advice when selecting your own: "A trailer is one of those tools that you might not think much about, but a good one will save you time and effort in so many ways," she says. Read more and see several trailer options online.

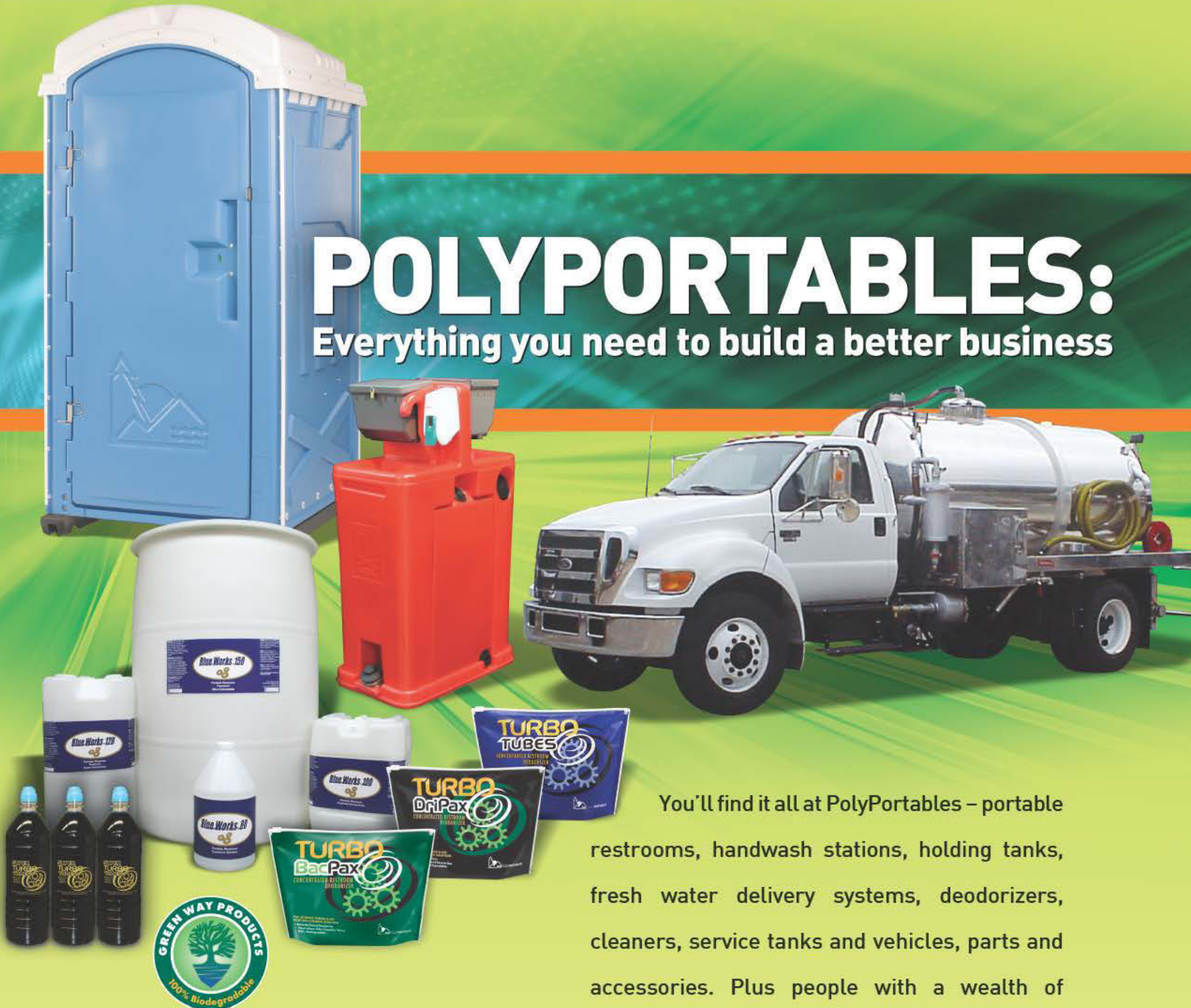
HOW TO LAND GOVERNMENT CONTRACTS FOR PORTABLE RESTROOM OPERATORS

Some PROs find securing government contracts helps tide them over during lulls and can also forge valuable customer relationships. Lee Insley, co-owner with her husband of A-OK Portables in Warner Robins, Ga., has found government contracts bring in steady business, but she warns operators that while the work – such as for military bases, state convention centers or other government agencies – can be steady and exciting, it's also time consuming and detail oriented. "It can be exciting and fun to win the contract," Insley says. Then you have to follow through and complete the job, she says.

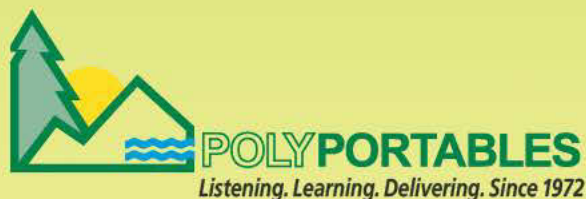
Check these out at www.promonthly.com/ec/2013/july

POLYPORTABLES:

Everything you need to build a better business



You'll find it all at PolyPortables – portable restrooms, handwash stations, holding tanks, fresh water delivery systems, deodorizers, cleaners, service tanks and vehicles, parts and accessories. Plus people with a wealth of experience (not to mention some good ideas) and a solid commitment to the well-being of our customers. Give us a call. See for yourself.



You can build a business with us.



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

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.





Hiring Ex-Convicts

GIVING SOMEONE A SECOND CHANCE AFTER PRISON COULD SOLVE YOUR LABOR PROBLEMS AND EARN YOUR COMPANY A TAX CREDIT

By Judy Kneiszel

One of the most common complaints expressed by owners of portable restroom companies is the difficulty in finding and keeping employees. A solution to that problem you may not have considered is hiring someone who has recently been released from prison. Ex-convicts can be motivated and loyal employees because they appreciate someone taking a chance on them.

AT YOUR SERVICE

John Gray, manager of At Your Service Restroom Rentals in Owasso, Okla., says his company has had good luck hiring ex-convicts.

"The owners, Stacey and Tammy Hillis, believe in giving people a second chance," Gray says. "As long as someone is not a violent offender or committed a crime against women, we'll give them a chance."

The result has been what Gray calls "a close team" of workers with low turnover.

"They respond positively because they're not used to someone giving them a chance," he says. "If you go the extra mile and hire them, they are extremely loyal. It's not just a job to them."

Gray, a former Tulsa police officer, says as many as 85 percent of prison inmates are incarcerated for drug-related crimes and he requires potential employees to pass a drug test before he'll hire them.

"When they get out, most of them are full of promises to get a job and stay clean," he says. "But if no one will hire them, or all they can find is a fast food job, they get angry and go back on drugs. We say, 'We're here and we believe in you.' If someone is taking pride in you, that goes a long, long way."

"They respond positively because they're not used to someone giving them a chance. If you go the extra mile and hire them, they are extremely loyal. It's not just a job to them."

John Gray

A standard job application questions whether the person filling it out has ever been convicted of a felony.

"When I read an application and I first bring it up, saying, 'I see you have a felony,' I see a look of despair come over their face as they think, 'Here we go again,' expecting to be turned down," Gray says. "That's my first indication that this applicant is serious and not just applying for the job to meet some probation requirement."

Many ex-convicts received vocational training while incarcerated. This gives them useful skills, prepares them for employment and sometimes reduces the amount of training required after they are hired. Gray says to make sure applicants understand the nature of the jobs he's hiring for, he walks applicants around the yard and explains every aspect of the work.

"Then I give them a couple of days to think about it," he says. "That way we don't get guys saying, 'This is not for me,' after a few days on the job."

Gray says some allowances have to be made when hiring ex-offenders. They have to be given time to report to their probation officers when required, and some have to call in daily to see if they are required to take a drug test. If they've got to go take a test, they've got to go, Gray says, but it's generally not difficult to work around these small inconveniences.

GOOD FOR THE COMMUNITY

Employing ex-offenders is also good for society. Ex-convicts who are employed are much less likely to be repeat offenders or rely on welfare. By providing job opportunities, employers help ex-offenders advance from economic dependency to self-sufficiency. They become taxpaying citizens who care about their community. And for that, there are ways the government shows its appreciation to employers.

FEDERAL BONDING

There is certainly added risk to employing an ex-convict, so to encourage employers to take that chance the federal government administers the Federal Bonding Program (FBP). The bonds issued by the FBP guarantee the honesty of at-risk employees on the job. The FBP bond insurance is free of charge to the employer and will reimburse any loss due to employee theft of money or property.

TAX CREDITS

The Work Opportunity Tax Credit (WOTC) is available to employers who hire individuals from specified groups who have consistently faced barriers to employment, including ex-convicts.

A tax credit is an amount subtracted from the income taxes a company owes. According to the U.S. Department of Labor, qualified wages paid to an ex-convict during the first year of employment form the basis of this tax credit.

For employees working between 120 and 400 hours the first year, the credit is 25 percent of qualified wages. For those working more than 400 hours the credit is 40 percent of wages. There is a cap of \$6,000 on wages that can be used to calculate the credit, so an employer may be eligible for

Portable Restroom Trucks

IN STOCK! IMMEDIATE Delivery.

Additional new and used tanks and trucks available.

SAVE \$1000's!



1200 Gallon Restroom Service



2000 Gallon Restroom Service



1500 Gallon Restroom Service



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

Portable Restroom Trucks

1,000 to 2200 Gallons & Slide Ins

Single, Tandem & Tri Axle

Septic/Sewer Vacuum Trucks

1000 to 5500 Gallon Capacities

Code & Non Code Applications



866-789-9440

www.keevac.com



Authorized Factory Master Distributor

progress vactruck

KVPRO613

a one-time tax credit of up to \$2,400 for each ex-convict hired.

For WOTC tax credit qualification purposes an ex-felon is described as: "An individual convicted of a felony and hired within one year after conviction or release from prison, and who is a member of a federally-defined economically disadvantaged family. Lower Living Standard Income Levels per Memo AP 03-10." Relatives and dependents of the employer do not qualify. Former employees are also exempt from the credit.

APPLYING FOR THE TAX CREDIT

After hiring an ex-convict, you can't wait until you file your taxes to apply for the credit.

The IRS requires that you:

1. Complete page 1 of IRS Form 8850 by the day the job offer is made.
2. Complete page 2 of IRS Form 8850 after the individual is hired.
3. Submit the completed and signed IRS forms to your state workforce agency within 28 calendar days of the employee's start date.

You can contact your state WOTC coordinator through its Department of Labor to learn how they prefer to have the forms submitted. Go to this link for more information: http://www.doleta.gov/business/incentives/opptax/State_Contacts.cfm ■

FIGHTING THE INVISIBLE ENEMY



Can you honestly tell your Customer your Portables are **Germ Safe?**
Now you can with the SmartGuard 1-2 Punch!



SmartGuard
ANTIMICROBIAL SURFACE PROTECTION

800-745-9837

www.restbest.net



YOU BET WE WILL

When called to provide a new product or service, NOR-CAL Portable Services won't give "no" for an answer

BY KEN WYSOCKY
Photos by Lora Schraft

After David Leal started NOR-CAL Portable Services in 2003, he faced a decision at a figurative fork in the marketing road: Do things on the cheap and be a low-cost portable restroom provider, or differentiate his company as a more expensive outfit with higher-end equipment – and justify those higher rates by providing exceptional customer service.

Leal and his wife, Kelly, chose the latter strategy. And in the ensuing 10 years it's worked well, bolstered by a strong emphasis on diversified services. Based in Gilroy, Calif., NOR-CAL started out with 100 restrooms, a slide-in vacuum unit on a Ford F-550 flatbed truck and two employees: David and Kelly. Today, it's a multi-million-dollar company (in terms of annual gross revenue) employing 25 people and maintaining about 2,000 restrooms, 800 hand-wash stations, more than two dozen restroom and shower trailers, and nearly two dozen vehicles.

(continued)

David and Kelly Leal, owners of NOR-CAL Portable Services, decided early on not to become a low-price leader for restroom services in their hometown of Gilroy, Calif. Here the couple is shown with their latest equipment addition, a shower trailer from Ameri-Can Engineering.

NOR-CAL Portable Services Gilroy, Calif.

Owners: David and Kelly Leal

Founded: 2003

Employees: 25

Service area: 60-mile radius around Gilroy, Sacramento and San Jose

Specialties: Portable sanitation, temporary fencing, storage containers, temporary power

Affiliations: Portable Sanitation Association International

Website: www.norcalportableservices.com



How would you like to show 100% of your customers that you provide high quality service?

First and foremost, your company is a service provider and you have the greatest success when it is done right. Deodorizer costs represent less than 1.67% of your total operating expenses, but they have a direct effect on 100% of your customers. That effect can be either positive or negative. By using a deodorizer that performs at a consistently high level, you are showing your customers that their comfort and satisfaction is what matters most to you.

Of course, you have to know what deodorizer will work best in your situation. Safe-T-Fresh Deodorizer Specialists are acquainted with our products and how they perform in varying weather conditions. They can

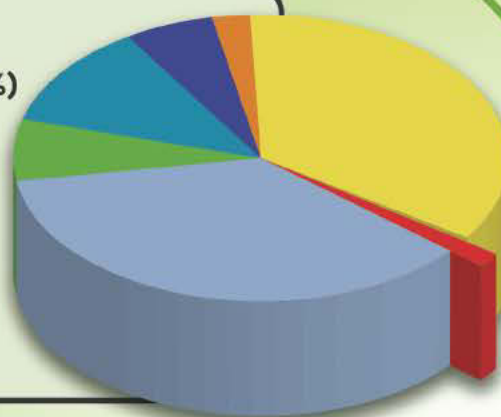
provide you with knowledgeable information about what to use in the hot summer months or the dead of winter. Chances are they will not be the same product. You may spend more in the summer to keep your restrooms fresh, but save money in the winter by going to a less powerful formula.

Since the cost of deodorizers is such a small part of your operating budget but has a big impact on the impression you make with your customers, why not outperform their expectations and invest in quality products? Call one of our deodorizer specialist to help you select the right product for every day use or special events. It is a step in the right direction.



100%
**OF YOUR CUSTOMERS
CAN BE POSITIVELY
AFFECTED BY USING
A HIGH QUALITY
DEODORIZER!**

- Labor (35%)
- Cleaning Supplies/Toilet Paper (2.33 %)
- Fuel (7%)
- Repair & Maintenance (11.5%)
- Land Rent / Dump Fees (6%)
- Profits (36.5%)
- Deodorizers (1.67%) *



Contact a Deodorizer Specialist Today!
877-764-7297 • 877-ROI-PAYS
www.safetfresh.com



The NOR-CAL Portable Services crew, from left, includes Steve Ortez, Juan Mendoza, Jose Sandoval, Edgar Salinas, Romulo Criado, Alex Mendoza, Tommy Nieblas, Cecilio Reyes, Luis Sernas, Brigido Rios and Hugo Guerrero.



In addition, NOR-CAL rents temporary fencing and storage containers, and provides street-sweeping services at construction sites. Leal estimates 60 percent of his revenue comes from restroom rentals, 30 percent from temporary fencing and the rest from storage containers and miscellaneous service. About 80 percent of the company's restroom revenue comes from construction sites; special events generate the rest.

"Early on, I decided to be the Nordstrom of portable restrooms, not the Target," Leal says of his business philosophy. "Instead of buying [standard] restrooms, I spent a little more money [per unit] to buy Maxim restrooms [made by Satellite Industries], well-built units with higher, more comfortable toilet seats.

"In this industry, a lot of people buy less expensive used trucks and cheaper restrooms, and go cheap on price," he adds. "I did the opposite. I went with higher-end

David Leal, right, goes over the day's workload with customer service manager Alex Mendoza. In the background, a Rich Restrooms trailer is hooked up and ready for delivery.



"In this industry, a lot of people buy less expensive used trucks and cheaper restrooms, and go cheap on price. I did the opposite. I went with higher-end restrooms, new higher-end trucks and charged higher prices. And so far, it's been working."

DAVID LEAL

restrooms, new higher-end trucks and charged higher prices. And so far, it's been working."

SERVICE JUSTIFIES PRICE

To maintain profit margins and firmly establish his company's branding through differentiation, Leal refuses to cut his rates to meet competitors' prices. "I tell people that if someone else can do it for \$15 to \$20 [a month] cheaper and provide good service, go ahead and give them a call," he says. "I'm in the business to make money.

"We pay the same dump fees and the same fuel costs," as other providers, he continues. "But I also pay for my employees' health insurance premiums – they only pay the deductibles. So I need to make money. I'm probably spending \$60,000 to \$70,000 a year on health insurance alone."

Renee Commins operates a street sweeper at NOR-CAL Services. When a portable sanitation customer requested construction site cleanup services, NOR-CAL bought a sweeper and provided the service.

Leal emphasizes that providing great customer service is the key to getting customers to accept higher rates. As he puts it, "It's all about service, service and service." If the phone rings on a Saturday or Sunday, he answers it. If it rings at 5 a.m., he answers it. If someone needs restrooms on short notice, NOR-CAL delivers them.

Leal's business approach includes another wrinkle: If a customer needs equipment he doesn't have, he often goes out and buys it on the spur of the moment – another customer-service enhancement, he says. For example, if a customer calls and needs four restroom trailers and he only has three, he'll buy one. In another instance, a customer renting restrooms on a construction site needed a street sweeper to avoid getting fined for allowing debris to flow into storm sewers. The result? Two days later, NOR-CAL was cleaning the street with a new \$125,000 sweeper.

(continued)

GET NOTICED.

In a crowd of generic portable restrooms Five Peaks stands out.

Tough AND attractive? YOU BET and at a great price. All of our portable restrooms include standard features such as hand sanitizer dispenser, oversized stainless steel mirror, corner shelves, utility hook, hover handle, three-roll paper holder, gender sign and exterior door hasp. Call Five Peaks today for details.



ASPEN
Portable Restroom



To place an order or for more information please contact us:

Five Peaks ☎ 231.830.8099 📞 866.293.1502 📠 231.739.2131

🌐 fivepeaks.net | info@fivepeaks.net | Follow us on facebook  facebook.com/fivepeaks



RISK AND REWARD

"Whatever the customer needs, we provide," Leal notes, saying he doesn't do any kind of return-on-investment analysis. "Yes, it's risky. But you know what? It's all worked out. I can always sell equipment if we don't need it anymore." He also points out he can defray the cost of new equipment, and generate a new revenue stream, by renting trailers and other equipment to competing contractors.

With that buy-it-as-you-need-it approach, NOR-CAL now owns a considerable fleet of vehicles and equipment. The company's inventory of restrooms is mostly made by Satellite Industries (including 50 high-rise construction and 75 ADA-compliant units); with about 800 hand-wash stations made by PolyPortables Inc. It also owns 15 solar-powered

Looking for Smart Diversification

It's logical to expect that David and Kelly Leal relied on a comprehensive business plan to grow their company, NOR-CAL Portable Services Inc., into a well-diversified firm. But the truth is that an independent outside group steered the company's diversification efforts: their customers.

It started shortly after the 2003 founding of the company in Gilroy, Calif. (The company also has shops in San Jose and Sacramento). When a customer asked if Leal could provide temporary fencing for a construction site, he never hesitated – even though the company didn't own a single panel of fencing at the time. Today, NOR-CAL has about 10,000 10-foot-long fencing panels, bought from Fences for Less. The lesson? Customer needs rule.

"I never thought I'd have so much fencing," Leal says. "But if customers call and I'm low on panels, some way, some how, I'm going to get it to them. I've never told a customer no. I basically look at it as continually reinvesting in the business."

Temporary fencing is a great complementary business because, unlike restrooms, it requires no cleaning or maintenance after you drop off and set up the equipment. Typically, customers rent it for six-month periods and pay up front, which improves Nor-Cal's cash flow, Leal explains.

"You go out and install it, then bill the customer," he explains. "And 60 days later, you get the money. Then after six months, you pick it up, or rent it for another six months. It takes a lot of restroom rentals at \$100 a month to equal one fence-rental payment."

Three years after founding NOR-CAL, Leal started renting storage containers after a construction customer asked for one; he wanted a secure place to store equipment at night on a job site. Leal didn't have any containers at the time, but bought one. That move also led to the purchase of a tow truck when the company he hired to haul the storage container charged a large fee and delivered it late to the customer.

"I got another call for a container, and the same thing happened, so I went out and bought a tow truck," Leal says. "There are good margins in the storage-container business. You just drop off the box, and you don't need to dump it or clean it out, or put chemicals into it – you just leave it there and collect the monthly rental fee."

Containers cost about \$3,500 each and Leal says he usually buys them from ACS, Inc.



NuConcepts trailered restrooms; nine restroom trailers (two made by Ameri-Can Engineering, four by Comforts of Home Services Inc., two from Rich Specialty Trailers and one by JAG Mobile Solutions Inc.); and three shower trailers, made by Ameri-Can, Comforts of Home and JAG.

Leal says customers in eco-conscious California increasingly ask for the solar-powered NuConcepts units, and he likes that they don't require a power source. "You just pull in with them, level them out and they're ready to go – no need to hook up power or water [units feature self-contained water tanks]," he says. "Their batteries will hold a charge for a weekend party or special event, even if it's cloudy."

Edgar Salinas services a restroom trailer from Comforts of Home Services Inc. with his service truck.

"You can't ever back off. Once customers get used to a high level of service, you must keep providing it, or you won't have a business anymore."

DAVID LEAL

The company's restroom-service vehicles includes four International 4300 models (2004 to 2007) and eight Hino 338 rigs (2010 to 2013). Trucks feature Jurop pumps and 1,500-gallon waste/500-gallon freshwater aluminum tanks, some provided by Southwest Products. In addition, NOR-CAL owns three pickup trucks from Ford and Toyota, an Isuzu street sweeper, a 2007 Hino tow truck, two Isuzu flatbed trucks, one Ford F-550 flatbed and another cab-forward Ford.

"I love the Hinos because they're bulletproof – good, good trucks," Leal notes. "Our drivers say they're more comfortable in terms of the interior and the ride. We have 100,000 miles on our Hino tow truck and it's never been in the shop for major service or repairs."

CONSTRUCTION CONNECTION

Before he entered the portable-restroom industry, Leal worked for about 10 years for a company that built data centers for Internet service providers. He founded NOR-CAL after getting burned out working for someone else.

"Getting into restrooms just seemed like a logical extension of what I'd been doing," he says, noting much of his career was spent in construction-related jobs.

Aside from handing out business cards at construction sites, running a phone book ad and eventually establishing a website, Leal says he had no real marketing strategy. He says word-of-mouth referrals were his most effective advertising tool. And as for a formal business plan, Leal says his was



simple: Get up at 4 a.m. every morning, work seven days a week and make great customer service a top priority.

David and Kelly Leal pose with a Hino service truck from Southwest Products.

Leal admits that part of NOR-CAL's success stems from its location in the Silicon Valley, home to large, extremely profitable tech companies like Facebook, Google and Apple that are constantly expanding their facilities. That, in turn, generates strong demand for construction-site restrooms and the other related services he provides.

But he also says the company's success is a result of putting in 60- and 70-hour workweeks, and keeping a close eye on all aspects of operations – especially a never-ending emphasis on customer service.

DO YOUR BEST

"I believe you have to be involved day-to-day and provide great service," he says. "We're very fortunate because we have great weather, great employees and a great market here, with some of the biggest companies in the world within a half hour of our San Jose yard."

What's the most valuable lesson Leal has learned? Whatever you do, you should always strive to be the best.

"You can't ever back off," he says. "Once customers get used to a high level of service, you must keep providing it, or you won't have a business anymore." ■

MORE INFO

Allied Container Systems, Inc.
800/943-6510
www.alliedcontainer.com

Ameri-Can Engineering
574/892-5151
www.american-engineering.com

CEI Chandler Equipment Inc.
800/342-0887
www.chandlerequipment.com

Comforts of Home Services Inc.
630/906-8002
www.cohsi.com
(See ad page 18)

Hino Motor Sales U.S.A., Inc.
248/699-9300
www.hino.com

JAG Mobile Solutions, Inc.
800/815-2557
www.jagmobilesolutions.com

NuConcepts
800/334-1065
www.nuconcepts.com

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

Rich Specialty Trailers
260/593-2279
www.richrestrooms.com

Satellite Industries
800/328-3332
www.satelliteindustries.com
(See ad page 19)

Southwest Products
877/779-3581
www.southwestproducts.com

HOSE & REELS



Plastiflex Hi-Vac



Reelcraft 7850

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.

Like us on Facebook 

**ARMSTRONG
EQUIPMENT
INC.**

800-699-7557

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

www.vacpump.com



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

Hand-wash trailer offers Expo visitors a hot-water option

By Ed Wodalski

McKee Technologies provided 2013 Pumper & Cleaner Expo visitors with a return performance of its hand-wash station trailer, this time with a hot-water option. "Most of the reaction was, 'We've never seen anything like this,'" says Ron McIntosh, product manager for McKee Technologies-Explorer Trailers.

"They're used to the individual, single plastic ones," he says of the hand-wash units. "Most [visitors to the McKee Expo booth] would come up with a scenario where they could see themselves using this. We had some calls right after the show. There was a guy in Wyoming, he was really enthused, and within a week came back and ordered one."

First appearing at the Expo about seven years ago, this year's hot-water version of the hand-wash trailer features stainless steel countertops and sink bowls (four per side) with self-closing, water-saving faucets, soap and paper towel dispensers.

"We just thought we would refresh it, because we have been selling more and more," McIntosh says. With increased interest in sanitation and health, especially in the food industry, McIntosh says the need for hot water has become a key feature.



"I realize a lot of the portable restroom operators have hand-wash equipment in the [restrooms] or the individual hand-wash stand; this is just a different approach with the hot water and [designed for] high volume," he says. "It's a lot like having a comfort station or a heated washroom with flush toilets versus a [standard restroom]. They both serve a function; it just depends on what level [of service] you want."

McIntosh says summer heat will warm the water tank to a comfortable level, but it likely won't be hot enough to meet food industry standards. "In the past 20 years we've seen quite an evolution [in hand-washing standards]. And there's a dollar return for the operator," he says.

The 108-inch-long trailer (72 inches wide and 72 inches tall to the top of the tank) has a 20-gallon electric hot-water heater (propane available) enclosed in a locking utility compartment that also provides room for supplies.

The trailer has a 230-gallon freshwater tank and 250-gallon graywater tank. McIntosh says the operators he talked to at the show envision using the hand-wash trailer at special events, such as county fairs, concerts and football games.

"A guy purchased one for graduations and spring events. Any place where you have portable restrooms, these fit in, especially if there's food service. You need to wash; not only the customers, but the people handling the food," he says.

"In the Toronto area, there are probably 18 of the units spread out among three or four operators for the big two-day festivals, like the Ribfest," McIntosh says of the four-day food and music festival that attracts more than 200,000 visitors and has raised \$2.5 million for charities in 11 years. "There is definitely a need there."

Made of structural steel with 2,200-pound rubber torsion suspension, the trailer has a 2-inch coupler, five-bolt rims, front tongue jack and corner stabilizers.

"Where we have sold most of these previous to the [Expo] has been in the northwest states, like Oregon and California," he says. "They put them up on the fire runs for the forest service. We probably have a couple dozen in the Oregon and California area that are designated for forest fire contracts." McIntosh says one provision of the fire contract stipulates hand-wash stations have faucets and water that meets a certain temperature.

Use in agricultural settings is another possible application, he says, although it likely would depend on the crops being harvested and number of workers. "If it's a common meeting area for lunch, it probably would work." 866/457-5425; www.mckeetechnologies.com. ■

SHOWER TRAILERS






3-Station Combo



2-Station Combo



4-Station Combo



4-Station Combo



6-Station



8-Station w/Sinks



16-Station



8-Station

Standard Options

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



info@cohsi.com • 630.906.8002 • www.cohsi.com

TUFWAY



ONE RESTROOM • EVERY NEED

Construction to Concerts



To meet the ever changing needs of your customers, look to Tufway™. It's versatile enough to work all day on the construction site or all night at the concert. It also has a wide variety of available options including the open grid Dirtbuster™ base, multiple flushing options, wet lift and a warm water shower.



800-328-3332
www.satelliteindustries.com

Prairie Dogs

Resourceful brothers Robin and Lanny Olson sniff out limited, but lucrative, portable sanitation work on the open range of South Dakota ... hoping to set up a good retirement business **By David Steinkraus** Photos by Craig Lee

R & L Sanitary, a small portable sanitation enterprise in Huron, S.D., did not come about as the result of a long-range plan. Owners Robin and Lanny Olson were already in the construction business – specializing in underground water and sewer work, site preparation and demolition – when they needed a few restrooms for their work crews.

They bought a few units, then a vacuum truck to service the units, and voila, they were in the pumping business. During the last 30 years, they added more restrooms to serve a growing number of events and customers. Up until five years ago, most of their clients were sporting events, weekend parties and construction jobs.



From left, Robin Olson, Lanny Olson and Tony Schied are shown with construction and pumping equipment in the R & L Sanitary yard.

Then a section of the Keystone XL Pipeline came through their part of South Dakota. Now they own about 500 units, mostly from PolyJohn Enterprises, and some from PolyPortables Inc. and Satellite Industries, to serve firms working on the pipeline that is proposed to move oil reserves in Canada to refineries in Texas. The portion of the project in their area is complete, so the Olsons have their units in storage except for about 100 deployed on jobs.

Lanny is 63, and Robin is 62, and they don't have any plan to give up the portable sanitation business. Their thinking is just the opposite. They are considering turning the construction business over to Lanny's son, Tony, and operating the restroom business as a "retirement" venture. With two of them handling the work it would be easy for one or the other to take a long break now and then, Lanny says.

"Routinely the two of us can manage it on our own and still have pretty decent income," Lanny says.

"We've got a pretty good life out here in the middle of nowhere," he continues. "We just have to learn to appreciate it more."

(continued)



In the R & L office, Lanny Olson, left, reviews a map of portable restroom placements throughout central South Dakota with Tony Schied (center) and Robin Olson.

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

EXPLORE FIVE ISSUES THAT AFFECT R & L SANITARY:

• Seizing opportunities

The larger number of units, and work on the pipeline, came because the brothers took advantage of opportunities when they came along. They did some calculating and found they were about in the center of the pipeline work, which covered a 325-mile-diameter circle around Huron.

"We bought used portable restrooms all over the country," Lanny says. Most of them came from Florida.

"We were pretty fortunate when the pipeline came along," Robin says. "The economy was still real good here locally, and – unfortunately for those people in Florida – we were able to get good used units because things weren't good down there."

Their construction business benefitted from the portable restrooms, which they supplied to pipeline firms.

"We were told they never had anybody take care of restrooms the way we did. And they simply asked if we do our normal construction work as quickly and as efficiently as we did the portable restrooms," says Lanny Olson. He runs the construction company. Brother Robin runs the restroom end.

"Because we did such a good job they started hiring us to dig for them and haul granular materials, and things like that," Lanny says.

• Adapting equipment for the environment

The equipment R & L uses is non-standard because they have had to adapt to the conditions they face. "The ground is either frozen or falling apart six months of the year," Lanny says.

"The main thing we use is a 3/4-ton pickup, four-wheel drive, with a



Lanny Olson, left, and Tony Schied store a PolyJohn Enterprises restroom in a metal building the company uses to protect units from the harsh South Dakota weather.

tow-behind trailer," Robin says. "We found out in our area you're better off with a smaller unit because the roads are bad in the winter, and in the spring and summer, if it's raining, a big, heavy truck is too heavy to get into the job."

Pump units are carried on the trailers. One trailer carries a 1,000-gallon steel tank and the other a 750-gallon steel tank. These are pit pumpers from Ring-O-Matic. If the roads are bad, they unhitch the tank trailer and take advantage of the four-wheel drive to deliver a restroom to a rugged location. Then they hitch and go with the trailer to provide vacuum service.

They do have two vacuum trucks with 1,500-gallon tanks – single-axle, about 30,000 pounds GVW, and equipped with Masport pumps – for their other needs. Those needs include pumping out sewage when they're replacing a broken pipe, pumping septic tanks (they do about 500 annually), and controlling water while they're installing pipes.

One of the trucks is a Chevrolet with a steel tank and was purchased used. The other is on a GMC chassis and has a steel tank. TrueNorth Steel of Huron, S.D., fabricated the tank and built the truck.

"We were told they never had anybody take care of restrooms the way we did. And they simply asked if we do our normal construction work as quickly and as efficiently as we did the portable restrooms. Because we did such a good job they started hiring us to dig for them and haul granular materials, and things like that."

- Lanny Olson

• Taking advantage of a flexible workforce

In rural South Dakota, just like with the pipeline work, R & L can pile up the miles reaching a portable sanitation job. If several restrooms are deployed, it is not uncommon for Lanny or Robin to drive 500 miles to service them.

Although the brothers do most of the work themselves, they are fortunate to have a companion business to draw additional workers from when needed. If a contract lasts one or two weeks, the brothers handle it themselves. If it's a big contract, they may shift one of the construction workers to the R & L side of their operation for a short time.

Often they need an extra person for only two hours a day, one day a week, Robin says. It would be almost impossible to find a temporary



At the controls of a Ring-O-Matic vacuum trailer, Lanny (right) and Robin Olson confer about the daily workload.

Listen to a podcast interview with the owners of R & L Sanitary at www.promonthly.com.

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



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

employee agreeable to that sort of schedule. But shifting workers between the businesses is convenient and gets the most out of each employee.

If another large, long-term project comes along – such as another pipeline – they would shuffle the construction employees into R & L until they could hire a person to work exclusively on the portable sanitation work, Lanny says.

• Making sure a job is profitable

The company has never been reluctant about charging what it needs to service a far-flung territory, Lanny says. After years of doing the work, they know exactly what they must charge in order to keep the business running. They tell customers the money buys very good value, and few turn them down.

Of course, adds Robin, the nearest portable sanitation competitor is 50 miles away, so they're not forced into a position of bidding below cost. Occasionally a new competitor moves into the area with a few restrooms, but history has shown that the units won't be serviced for two months because the operator did not charge enough to make the task profitable, Lanny says.

"The real key is, if you're not getting what you need to maintain them right, don't do it," Lanny says.

Another competitive advantage is their lack of debt. They don't owe a dime on the business, Lanny says, so it doesn't bother him to store 400 unused restrooms from the pipeline contract. "However, if the deal is right, we also have no problem ordering another 1,000 of them and taking on whatever is available out there," Lanny says.

They don't advertise because they don't have to. They've been in business for so long they're known for 200 miles around, Robin says. "Honestly," he says, "we haven't spent \$10 in advertising in 30 years."

"The main thing we use is a 3/4-ton pickup, four-wheel drive, with a tow-behind trailer. We found out in our area you're better off with a smaller unit because the roads are bad in the winter, and in the spring and summer, if it's raining, a big, heavy truck is too heavy to get into the job."

- Robin Olson

• Hitting the road for education and supplies

The Olsons love living and working in the remote Dakotas, but the tradeoff is that there isn't a lot of support for products or ways for them to pick up technical knowhow. With so few operators in the area, portable sanitation manufacturers' representatives don't stop by to talk about products, ask about an order or pass on the latest knowledge, Robin says. The brothers have to find time for industry conferences – such as the Pumper & Cleaner Environmental Expo International – and bring new knowledge and techniques back home.

The same challenge exists for replenishing supplies and building equipment inventory. Everything from replacement parts to chemicals comes from a distance. If South Dakota doesn't have the highest shipping rates in the nation, it's close to the highest, Robin says.

When feasible, they do their own shipping. Through the season they will keep notes on what they need. In the winter when work is slow and they want a break from the snow-covered prairie, they'll drive a truck to Chicago. Before they head home from their recreation, they'll stop to pick up a load of supplies – saving the high shipping costs to deliver to Huron. ■

CUSTOM SIGNS AND DECALS

United
SITE SERVICES
877-340-0004
800-638-1233
www.unitedsites.com

(800) 446-4669
www.A-Throne.com
A-Throne
PORTABLE
RESTROOM
SERVICES

Another...
**ANDY GUMP
FENCE**
1-888-263-9486

Diamond
environmental services
1-888-744-7191
diamondpro.com

TROJAN
PORTABLE
SERVICES
1-800-427-2673

HAULAWAY
800-222-3337
haulaway.com

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

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

And Much More!

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

J.C. Gury Company Inc.

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

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



DA
Deal Assoc. Inc.

Toll Free: **866.599.3325**
www.DealAssoc.com

Where's the Restroom?

July 2013

Afraid of Heights?

By Jim Kneiszel



To solve our latest "Where's the Restroom?" contest, you have to look to the skies. This red restroom was hoisted to the top of scaffolding in a downtown construction project at a church. Read the clues, study the photos and be prepared to provide the name of the city and church where these photos were taken

Here are the clues:

1. This is the 46th biggest city in the U.S., sometimes called the buckle of the Bible belt. Its name has two syllables. Get out your GPS to check the coordinates: 36°7'53"N 95°56'14"W.
2. You'll find the construction site in a state that has the largest population of Native Americans, and the state's name is a combination of Choctaw words for "people" and "red." Country singer Garth Brooks, baseball slugger Mickey Mantle and actor Brad Pitt were all born in this state.
3. The Protestant church shown was undergoing a \$40 million renovation including the new bell tower and steeple shown in the photos. It is the oldest congregation in this city, established in the 1880s. It is located on a street named for a large New England city.

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. The winner will be announced in the editor's blog at www.promonthly.com and through the *PRO* Facebook page. ■

SEND YOUR MYSTERY PHOTOS! Do you have an interesting spot where you've been dropping and servicing restrooms? Send some photos to be considered for our Where in the World is this Restroom? If we decide to run your photos in a future issue, we'll send you a *PRO* T-shirt! Send your photos to editor@promonthly.com.

Brian Amthor and Butch Amthor
with Amthor Flat Vac

MADE IN
USA
GRETN, VA



Tank Truck Manufacturer
and Design Leader

434.656.6233

contact Hank Vanderveen:
845.494.0104

AmthorInternational.com

**WHY OUR
FLAT VACS ARE #1
IN THE INDUSTRY**

- ✓ CAPABLE OF CARRYING
8-12 POTTIES
- ✓ WATER AND WASTE
IN THE SAME TANK
- ✓ ROUNDED BOTTOM FOR
ULTIMATE DRAINAGE
- ✓ FULL WORKSTATION
WITH TOOLBOXES.
- ✓ FULL BAFFLES EVERY
24" WITH LARGE CUTOUTS

Socially Accepted



facebook.com/PROMonthly

twitter.com/PROMonthly

plus.google.com

pinterest.com/PROMonthly

youtube.com/PROMonthly

Standard Restrooms, Hand-wash Equipment and Supplies

By Craig Mandli

PORTABLE RESTROOM MOVER

The **Mini-Metro Mover** from **Allied Forward Motion** 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.minimetro mover.com.



PORTABLE HAND-WASH SINK

The **Aqua Stand** outdoor portable hand-wash sink from **Armal** is designed to withstand any weather condition and is ideal for construction, special event and municipal park use. Its 23-gallon water tank has a tamper-resistant lid. It features foot-pump operation and optional soap and paper towel dispensers. It is double-sided, lightweight and easy to maneuver and use. It fits inside the Armal Wave restroom unit (and most portable restrooms) for easy transport. 770/491-6410; www.armal.biz.

HAND SANITIZER

EZ Foam hand sanitizer from **Chempace** quickly kills 99.9 percent of common germs during use. It protects against H1N1 virus (Swine flu), MRSA and C-Diff (vegetative state). It is NSF-approved for use as a hand-sanitizing product (E3) in food processing areas, and is available in alcohol or non-alcohol formulations. The non-alcohol-based formulation is nonflammable. The alcohol-based foam meets CDC recommendations for hand antisepsis. Each bag dispenses 2,500 services and the dispenser is ADA push compliant. It dispenses from the top, eliminating leaking issues. 800/423-5350; www.chempace.com.



BATTERY BACKUP SYSTEM

The 12-volt battery backup system from **Comforts of Home Services** guards against power failure on portable restroom and hand-wash trailers. The system can be located on the trailer tongue or in the utility room. The trailer remains operational during power outages, with the exception of air conditioning. 630/906-8002; www.cohsi.com.



RESTROOM HAND TRUCK

The **Super Mongo Mover** hand truck from **Deal Assoc.** tips back and carries standard and ADA handicapped units. Restrooms are picked up from the bottom like a forklift so there is no stress on the unit. Its aluminum and steel frame is light but strong, and is available with up to eight wheels for use on soft ground. It can be carried on the back bumper of a vacuum truck or trailer, or strapped to a restroom for transport. 866/599-3325; www.dealassoc.com.



PORTABLE RESTROOM

The **Aspen** portable restroom from **Five Peaks** is manufactured from high-density polyethylene with UV stabilizers. It features a twin sheet heavy-duty door and jamb with integrated fiberglass rod, hinge and return spring system. Side panels are manufactured with a camber, creating an elliptical shape. The 65-gallon tank has a deep sump area and sloping lines to keep the tank top dry and clean. It includes a hand sanitizer, hover handle, stainless-steel mirror, two shelves, gender sign, utility hook, beverage holder, exterior door hasp, three-roll toilet paper holder and a slip-resistant skid with side-draining system. 866/293-1502; www.fivepeaks.net.



HAND-WASH STATION

The freestanding, dual-sided **Imperial Hand Wash** station from **Imperial Industries** was designed for simplicity and durability. It features a 25-gallon freshwater tank and 30-gallon wastewater tank. The 59.5-pound unit fits inside most portable restrooms for easy delivery, and comes with a foot pump on both stations. Side trash bins are optional. **800/558-2945; www.imperialind.com.**



RESTROOM AND VENT SCREENS

J-Screens from **J & J**

Chemical Co. have time-released fragrance to keep portable restrooms smelling clean. They are VOC compliant in all 50 states. They are sized for use in portable restrooms as a urinal screen or in vent screens, behind urinals, trash receptacles, paper towel cabinets or toilet paper holders. **800/345-3303; www.jjchem.com.**



RUST-RESISTANT PADLOCKS

Rust-resistant brass economy padlocks from **Lock America** are available keyed alike in five colors to match the most common portable restrooms. They feature chrome-plated brass shackles and brass bodies. They prevent theft of paper products and help technicians provide better customer service. **800/422-2866; www.laigroup.com.**



HAND-WASH STATION TRAILER

The **Explorer** hand-wash trailer from **McKee Technologies** - **Explorer Trailers** offers sanitation for large crowds with a 500-watt water heater and 120-volt on-demand water pump. It features stainless steel countertops and sinks, with dispensers for soap and towels. It



has a front service compartment with locking doors, a 230-gallon poly freshwater tank and a 250-gallon galvanized steel waste tank. Its structural steel frame with four corner stabilizer jacks rides on a 2,200-pound torsion axle and has a 2-inch coupler for easy towing. **866/457-5425; www.explorertrailers.com.**

EIGHT-STATION SINK TRAILER

The **Portable Sink Trailer** from **MONSAM Enterprises** is fully self-contained with amenities designed for rapid deployment, and can be customized to suit individual needs. It features 100-gallon freshwater and 150-gallon wastewater tanks, eight sink stations with ADA faucets, optional electric- or propane-powered water heaters, water inlet/garden hose connections, soap dispensers, paper towel holders and mirrors. **800/513-8562; www.monsamsinks.com.**



SELF-CONTAINED RESTROOM

Solar-powered, self-contained restrooms from **NuConcepts** are designed for the entry-level special event market. Features include solar power, 40-gallon freshwater tank, 65-gallon waste tank, incandescent lighting, enclosed stainless steel sink, and a flushing china toilet. They provide an average of 125 uses between servicing. They are available as single or trailer-mounted units. **800/334-1065; www.nuconcepts.com.**



A stack of large rolls of white toilet paper.

<p>2 Ply Premium Bath Tissue 96 Rolls \$25 and up</p> <p>Jumbo Roll Tissue 2 Ply 12/case \$14 and up</p> <p>1000 Sheet 1 Ply Bath Tissue \$28 and up</p> <p>1500 Sheet 1 Ply Bath Tissue \$33 and up</p>	<p>2500 Sheet 1 Ply Porta Roll Bath Tissue \$21 and up</p> <p>Full Size 1 Ply Bath Tissue Largest Roll \$39 and up</p> <p>Economy 2 Ply Bath Tissue 96 Rolls \$24 and up</p>
--	--

A roll of white center pull towels.

Center Pull Towels 2 Ply 6/case **\$15** and up

A stack of white multifold towels.

Multifold Towels 4,000/case **\$14** and up

A bottle of white hand sanitizer.

Hand Sanitizer **\$25** and up

A black BulkTP dispenser.

BulkTP Brand High Quality Dispensers **\$15** and up

A bottle of Tide liquid detergent.

Tide Liquid Detergent **\$35** and up

The BulkTP logo with the tagline 'OUR SHEET IS ON A ROLL'.

888-645-4225
336-252-8529 Intl.
www.bulktoiletpaper.com



RESTROOM WITH ALL-PLASTIC DOOR

The PJN3 restroom from PolyJohn Enterprises now features an all-plastic door with the same toughness standards as the company's aluminum frame. The sag-resistant plastic door features coil springs to keep doors tightly closed, even in high winds. Each door comes with a heavy-duty hover handle and a door-mounted mirror. It is available in a variety of colors, and features a vandal-resistant tissue holder, non-splash urinal, a waste tank with a sloped top and deep central sump, and a spacious interior. 800/292-1305; www.polyjohn.com.

DOUBLE-WALLED RESTROOM

The Vantage portable restroom from PolyPortables features a large door opening and headroom-accruating keystone roof. Double-wall construction provides sturdy corners and a ridge-free, smooth interior for quick cleaning. The modular components are easily replaced, as more than 70 percent of its parts are interchangeable with the standard Integra unit. It is available in 16 colors and options include a flushing tank and hand-wash station. 800/241-7951 www.polyportables.com.



TWO-STATION HAND-WASH STATION

The Breeze two-station hand-wash station from Satellite Industries has a sealed water tank to ensure proper hygiene. It provides for fingertip-to-elbow washing and operates with a hands-free foot pump. The blue areas of the station have a fleck pattern to hide scuffs and scratches and extended bumpers on the side and top to buffer it while traveling. There are fresh and wastewater drain plugs and an additional pump-out port on the base for wastewater. All plugs are tethered to the unit. It has two handles for lifting and fits inside most portable restrooms for transport. 800/328-3332; www.satelliteindustries.com.

EASY-CLEAN RESTROOM

The Tuff-Jon III from the T.S.F. Company features molded wall vents, sky heater, lifting brackets and 16-gallon wash station with foot-pedal pump. Designed for easy cleaning, the one-piece polyethylene unit is available in nine colors and has a 70-gallon holding tank. Options include towel holder and soap dispenser. 800/843-9286; www.tuff-jon.com.



URINAL SCREENS

Bravo urinal screens from Walex Products are a cost-effective urinal odor-control product featuring bacteria action that deodorizes and cleans. The fragrance release lasts 30 days. The shape and ribbed surface reduce splashing and it fits in all styles of urinals. 800/338-3155; www.walex.com. ■



Flexible and Affordable Financing Options



Financing for New and Used Equipment

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



Liberty Financial
GROUP, INC.

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



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!!!

Only EZTRAKR offers positive service validation

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



Pro Pumper 250 Waste Holding Tank

16
Colors



- 16" x 46" x 93.5" with 250 gallon capacity
- Interlocking/stackable for easy shipping and in-lot handling
- In-mold fork lift skids – NO pallet required!
- In-mold handle makes positioning and pumping easy
- One 10" pump out lid with steel tether included
- 7 threaded inlet fittings
- Patent pending

**kentucky
tank**

Click or Call **kentuckytank.com/pro 1.888.459.8265**

The Best Place for Tanks

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

ScreenTech
IMAGING
a division of Roeda Signs, Inc.

www.
**SANITATION
GRAPHICS**
.com

Your Industry Leader For
**CUSTOM & STOCK
DECALS!**



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



Contact Us Today! **800-829-3021**

WWW.SANITATIONGRAPHICS.COM

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.



Your Pump's Last Line of Defense

A DAILY CHECK OF THE SECONDARY MOISTURE TRAP IS VITAL TO PROTECTING THE MAJOR INVESTMENT IN YOUR TRUCK'S VACUUM PUMP

By Bob Carlson

The secondary moisture trap is exactly what it claims to be: A trap for moisture and waste, coming from the primary shutoff. Obviously, the primary shutoff on top of the tank is intended to stop the airflow should the waste tank become too full. Since it is not a perfect world, some liquid and waste may make its way past the primary to the secondary.

The concept behind the secondary is basically the same as the primary except it counts on gravity to do some of the work. As material escapes from the primary, for whatever reason, it moves to the secondary. The vacuum system, as you know, provides constant airflow through the tank, primary, secondary, pump and finally the oil-catch muffler.

FLOAT BALL OPERATION

Gravity pulls liquid and other materials down to the bottom of the secondary. As the liquid builds up, the stainless steel float ball in the secondary rises. When it rises to the top, the ball stops any flow from continuing to the pump. Thus, you have the basic operation of the secondary.

Most units are made from 7- or 10-gauge carbon steel. When it comes to determining what size of a secondary to put on a truck, airflow is the key. The inlet and outlet fittings are the same size.

For example, a unit with a 1½-inch inlet has a 1½-inch outlet. Most secondaries are constructed using 1½- or 2½-inch inlets and outlets and three fittings. The pumps involved with the 2-gallon secondary usually produce around 130 cfm. Larger secondaries – the 4- and 5-gallon type – are generally installed

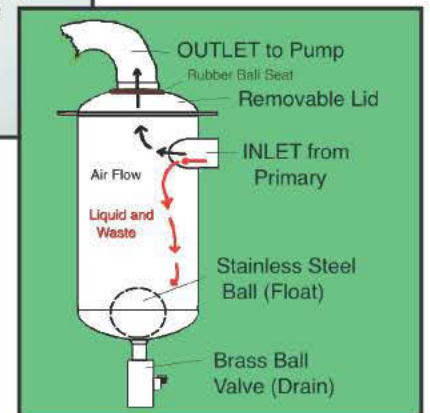
on septic service trucks with pumps producing 250 to 500 cfm. It would be unusual to have a portable sanitation service truck using these larger pumps.

It is impossible to determine how much liquid has made its way from the primary to the secondary. While the primary should be checked once a month for wear and corrosion, the secondary needs more attention. An especially important maintenance point, the brass drain valve on the bottom of the secondary should be drained at the end of each day's service. Letting a secondary sit overnight and then putting the truck into service the next day is asking for trouble.

Even if draining the secondary yields little liquid waste, don't stop the daily practice. Simply get a bucket for catching the contents of the secondary and take care of the liquid appropriately to suit your state's environmental laws.

MONTHLY INSPECTION

If left unserviced, the ball will settle in the waste overnight. When the pump is started the next day, some materials may be sucked directly



While the primary should be checked once a month for wear and corrosion, the secondary needs more attention. An especially important maintenance point, the brass drain valve on the bottom of the secondary should be drained at the end of each day's service.

into the outlet. The next stop for those liquids and materials is the pump. This is a more serious concern in freezing temperatures, when some of the contents may come loose before the ball moves, sending damaging materials into the pump.

Another aspect of effective secondary maintenance is knowing when to remove the lid and check for corrosion to see if anything is blocking or potentially blocking the air path. Secondary lids are secured either with bolts or wing nuts. As we have advised checking the primary once a month, it's a good idea to add the secondary to your day of inspections. The rule of thumb is to check the interior of a secondary once a month.

The secondary is located between the pump and primary. And for the sake of common sense, it should be mounted high enough that no one bumps their head while walking by.

The secondary is a vital component in the protection of your vacuum pump. Minimize your problems, maximize your profits, maintain your secondary, and drain it every day. ■

Commercial Grade Portable Sinks

Perfect for Food Vendors,
Outdoor Catering
Events, Festivals &
More

Call for your FREE gift.
Promo code: PRO13
Expires 07/13/2103

No Plumbing
Required!



Model: PSE-2003LA
Also avail with propane
water heater.



Model: PSE-2004LA



ENTERPRISES, Inc.
Originator of Portable Sinks

Call Now 1-800-513-8562

www.portablesink.com

sales@portablesink.com

Portable Restroom Delivery TRAILERS

Heavy Duty Steel with Double Axle, Electric Brakes,
Flush Mounted Lights and Built-in Ratchet Straps



- no sides -



6 Hauler	\$2600.00 (12ft)
8 Hauler	\$3300.00 (16ft)
10 Hauler	\$3850.00 (20ft)
12 Hauler	\$4300.00 (24ft)
14 Hauler	\$4600.00 (28ft)
16 Hauler	\$5400.00 (32ft)
18 Hauler	\$6200.00 (36ft)
20 Hauler	\$6800.00 (40ft)

- with sides -



Custom Lengths Also Available!

877-445-5511

www.RestroomDeliveryTrailers.com



THE PLACE TO BUILD YOUR BUSINESS.

FEBRUARY 24 - 27, 2014 • INDIANA CONVENTION CENTER • INDIANAPOLIS, IN

WWW.PUMPERSHOW.COM

866-933-2653

BUSINESSES

Family owned portable toilet business: Owner with health issues forces sale, 500+ units, 4 service trucks, located in beautiful Sacramento, Calif. area, 16 years established business, loyal customers. Serious inquiries only. Leave message; will return calls. 916-343-3326. (PBM)

Moderate investment for long-term profitable income. Become your own Boss with the opportunity to own a well-established, highly profitable sewer & drain cleaning service in Central Wisconsin. Recommended and referred by local plumbing companies. Includes 3 service vans. Itemized inventory available for serious inquiries. Owner with over 28 years experience will train. 715-570-3507 (CP07)

Southeastern CT portable restroom company for sale. Serious inquiries only. 860-887-6542. 3 trucks, 400+ restrooms. Owner retiring from portable restroom business. (P07)

Portable Toilet Business for Sale: Serving NE Tennessee, SW Virginia, SE Kentucky. 500 units, 3 service trucks, 1 delivery. All 4x4s. Large, multi-faceted customer base. Incredible growth potential. 1-800-217-2657 or 423-748-5124. (P07)

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com,
FreeServiceDispatchSoftware.com,
FreeRouteManagementSoftware.com.
(CPT06)

PORTABLE RESTROOM TANKS

Satellite Portable Toilet Tanks: 1 - 850 gallons; 1 - 950 gallons; 1997 Ford F350 with Lely portable toilet tank. 950 gallons w/2 toilet rack. \$2,000 each for satellite tanks; \$5,000 OBO for F350. Will separate. Call 845-294-5771 (T07)

PORTABLE RESTROOM TRAILERS

3 Decons, 28' Tonto, 18' Royal, 2001 ASCI, 16' Presidential, 26' Presidential, portable toilet hauler trailers. 315-437-1291, NY. (PBM)

PORTABLE RESTROOM TRUCKS

Pre-owned Coleman 600 waste, 250 fresh, 100 chemical 3-compartment, stainless steel vacuum tank with a Masport vacuum pressure pump package (TANK ONLY) (Stock #2282V) VacuumSalesInc.com, (888) VAC-UNIT (822-8648) (PBM)



1997 Chevrolet: Automatic, A/C, CAT 3116 engine 69,305 miles, Masport pump. 333,851 miles.....\$23,000
Two (2) 2002 Internationals - 4300P-automatic, A/C, DT466 Engine, Masport pump. 1) 348,021 miles, 2) 366,889 miles.\$28,000 each
All trucks are one owner. Strict service schedule every 6,000 miles. Interiors in great condition. Must see to appreciate.

Contact Bill or Beth @
336-437-0534, UT

P07



2006 Isuzu NQR: Keith Huber 650/300 Tugger model. 80K miles. 2-unit carrier. Runs daily. Upgrading to larger truck. Tampa, FL\$35,000

Call Shane
813-376-4354, FL

P07



Two (2) 1991 Internationals: Identical trucks - 211,000 miles, 1,500-gallon tanks. DT466 motors, Allison transmissions, Sutorbilt pumps. Northern California.\$12,500 each

707-496-2986, CA

P07

2000 Freightliner route truck, 1200/350 Indiana tank, standard transmission, \$17,000. 1999 F550 Ford 7.3L delivery truck, 300/150 Pik Rite tank, hauls 8 units, liftgate, \$9,000. John 610-587-8879; les@pottyqueen.com. (P07)

For Sale 2006 GMC 5500 portable toilet service truck. 1000 Waste / 300 fresh water, 300k miles. \$18,000. Call 317-440-1206 for more information, pictures & any questions. (P08)

EXPLORER

We Have Your Size...
1 to 24

Now Available!
Hot Dip Galvanized Frame and Wheels

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.

Manufactured By: McKee Technologies
explorertrailers.com
1-866-457-5425

Potty Fresh®
Xtreme

Xtreme
BEST Water Soluble Packets

SURCO®
BRAND
www.surcopt.com
1-800-556-0111

INDUSTRY'S BEST

Knock Out Odors

From PUMPER TRUCK EXHAUST

Effectively controls offensive pump exhaust odors PLUS!

SURCO®
290 Alpha Drive, Pittsburgh, PA 15238
1-800-556-0111 / Intl: 412-252-7000
www.surcopt.com

Knock Out PUMPER TRUCK EXHAUST ODORS

ORIGINAL
FRESH LUBE®

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

DON'T SETTLE FOR INFERIOR IMITATIONS!

SURCO®
PORTABLE SANITATION DIVISION
292 Alpha Drive • Pittsburgh, PA 15238
Call: 1-800-556-0111 • Intl: 412-252-7000
www.SURCOPT.com

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

2004 Ford F450, diesel, 600 waste, 130 water, Condé HD 6 pump. **www.pumper-trucksales.com**. Call JR. @ 720-253-8014, CO. \$25,000 (PBM)

PORTABLE SINKS

Satellite hand wash stations: 2 Breeze and 7 Handiwash. \$250 each. Very good condition. Spare pumps & kits available. Fort Collins, Colorado. Harry 970-215-3281 (P10)

WANTED

Used portable toilets wanted: Satellite Tuff-way units in any color. Contact Rudy: 562-755-6055 (T11)

WANTED: Olympic/Olympia restroom trailers. All sizes, all years wanted for immediate purchase. Call 1-800-634-2085. (T11)

WANTED TO PURCHASE: Used restroom trailers. Call or email me and let me know what you would be willing to sell. Robert@rjhmgt.com or 443-553-1517. (P07)

PRODUCT NEWS

Hino Class 5 double cab

The Class 5 COE model 195 double cab from Hino Trucks is available in diesel model 195DC and diesel-electric hybrid model 195h-DC. The four-door cab has a 19,000-pound GVW chassis and six-speed automatic transmission. **248/699-9300; www.hino.com.**



NexTraq driver safety tracking report

Driver Safety Scorecard
Data: 10/1/2012 to 9/30/2012
Plant: All Workers



The Driver Safety Scorecard GPS tracking report from NexTraq monitors and measures hard braking, quick acceleration, sharp cornering and excessive speed. The report provides a graphic ranking of the best and worst drivers, enabling managers to identify risky drivers and take action to eliminate aggressive driving, and reduce fuel costs, vehicle wear and insurance costs. **800/358-6178; www.nextraq.com.**

Optronics LED clearance/marker lamp

Uni-Lite LED clearance/marker lamps from Optronics International feature Glo-Light optics for increased visibility. The lamps are available in red and amber in P2- and PC-rated versions. **800/364-5483; www.optronics.com.**



Fruitland rotary vane vacuum pump

The Eliminator 250 rotary vane vacuum pump from Fruitland Manufacturing is designed for portable sanitation service vehicles. The low-maintenance, fan-cooled pumps feature low oil consumption and have no temperature gauges to monitor. **800/663-9003; www.fruitland-mfg.com.**

Scorpion Protective Coatings bed liner kit

The Professional Series truck bed liner 2-gallon kit from Scorpion Protective Coatings is pre-measured and ready to mix. The kit, designed for single truck beds and smaller applications, contains polymer resin, activator, catalyst, black tint, adhesion promoter and pump sprayer. **765/653-1736; www.scorpioncoatings.com.**



DEDICATION + INNOVATION = GROUNDBREAKING RESULTS. KEITH HUBER IS THRIVING AND STRONGER THAN EVER.



[PICTURED LEFT TO RIGHT: JAMIE HOLDER - PRESIDENT & COO, CHARLES FELSHER - GENERAL MANAGER, AND CHARLES HOLDER - CEO]

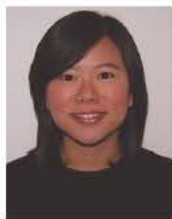
KEITH HUBER HAS ALWAYS BEEN DEDICATED TO BUILDING YOU STATE-OF-THE-ART MOBILE VACUUM EQUIPMENT, BUT NOW BUSINESS IS BETTER THAN EVER! WE'VE BEEN WORKING HARD TO CONTINUOUSLY INCREASE QUALITY AND EFFICIENCY WITHIN OUR PRODUCTS, AS WELL AS OUR CUSTOMER SERVICE. INTEGRITY, LOYALTY, AND INNOVATION ARE JUST A FEW OF THE VALUES HERE THAT MAKE US THE LARGEST INDEPENDENT MANUFACTURER OF VACUUM UNITS IN THE U.S. KEITH HUBER IS READY TO BUILD YOU THE BEST VACUUM TRUCK IN THE INDUSTRY AND WE LOOK FORWARD TO DOING BUSINESS WITH YOU.



FOR MORE INFORMATION
CALL OR VISIT OUR WEBSITE
800.334.8237
KEITHHUBER.COM

AMP completes Workhorse acquisition

AMP Holding, through new subsidiary AMP Trucks, acquired the Workhorse brand, logo, IP, patents and assembly plant from Workhorse Custom Chassis, a wholly owned affiliate of Navistar International Corp. The Union City, Ind., assembly plant has the capacity to produce up to 30,000 chassis a year. AMP plans to produce step-vans and other vehicles for the North American medium-duty commercial truck market at the facility.



Bosserman hires customer service manager

Bosserman Tank & Truck Equipment named Celine Gao customer service manager. She will provide product updates and support.

Hino Trucks names president

Hino Trucks named Yoshinori Noguchi president. He replaces Sumio Fukaya, who retired. Noguchi has been a board member since 2010 and managing officer at Hino Motors Ltd. since April 2012.

PolyJohn's Hanson passes away

Longtime PolyJohn Enterprises employee Lorraine Hanson passed away after a year-long battle with pancreatic cancer. Known for her product knowledge, radiant smile and can-do attitude, Hanson spent more than 25 years with PolyJohn and helped build the company. She was one of founder Ed Cooper's first hires and spent the last decade as a member of the company's international division. She is survived by her son, Matt, two grandchildren, her sisters Faye Kelley and Sue Corum, two brothers, nieces and nephews. ■

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.

Publishing
environmental trade magazines
since 1979.

Want More Stories?

Get more news, information and features
with our exclusive online content.

Check out **Online Exclusives** at
www.promonthly.com/online_exclusives



WE ANSWER *the* CALL

No automated voice recognition system. No outsourced call centers. With 22 distribution centers across the globe and manufacturing in the United States, Canada and South America, there's no problem getting the best products and service you deserve. Anytime. Anywhere.

PolyJohn.com 800.292.1305



PJ USA PJ CANADA PJ INTERNATIONAL PJ SOUTH AMERICA PJ MEXICO

PORTABLE RESTROOMS

HAND WASHING

CHEMICALS & DEODORIZERS

ACCESSORIES

PolyPortables' POWER TRIO



FORGET SOMETHING?
Impress your customers and blow your
competition away with PolyPortables'
new odor fighting **POWER TRIO**.



SPRAY WORKS

Spray Works' triple action provides you with a fragrance enhancer, deodorizer and an economical wash-down spray. Spray Works also creates a surface barrier that helps protect against graffiti and is available in a Ready-to-Use and Super Concentrated formula.

AIR WORKS

The New Air MAX Air Works discs offer 100% more odor fighting fragrance than the Standard Air Works discs and last twice as long in the portable restroom, extending the effective usage and reducing service change over. The choice is yours... go Air Standard or Air MAX.

SCREEN WORKS

The unique flexible design of Screen Works releases 10 times more fragrance than traditional vinyl screens, reduces splash back and traps more debris. Screen Works releases optimized bacteria that clean and freshen the urinal up to 30 days or more.

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



Green Way Products
by PolyPortables

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

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.

