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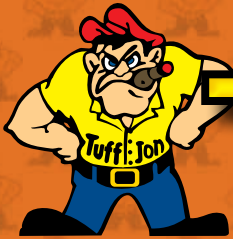
The Rental Store delivers the goods - tents, tools and portable restrooms - across North Dakota

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Luck of the Irish

Popular Colorado ethnic festival enjoys a long, loyal relationship with Columbia Potties for the Rockies **Page 28**



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PROFILE: Restrooms Plus
Whether a customer wants a tent, a tool or a portable restroom for remote oil exploration camps, North Dakota's The Rental Store provides it. - **Dee Goerge**

ON THE COVER: Duane Barth didn't envision an explosion in his meager portable sanitation business when he bought a full-line rental store business in 1996. But now the inventory of 300 restrooms and other sanitation equipment bring in the majority of revenue. On the cover, Barth is shown with his 2008 Chevrolet 7500 vacuum truck built out by Lane's Vacuum Tank Inc. and carrying a Masport pump. (Photo by John M. Steiner)

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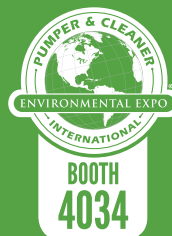
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Dressed for Success

UNIFORMS MAKE THE TECHNICIAN, AND HELP YOU PROMOTE A MORE PROFESSIONAL IMAGE FOR YOUR COMPANY

By Jim Kneiszel

Way back in the Stone Age, I worked my way through school by selling men's suits in a department store. Until I landed that retail job, I was just another scruffy college student with a closet full of T-shirts and worn-out blue jeans. I didn't understand the concept of dressed for success. Or that clothes make the man. Or, as ZZ Top so eloquently put it, "every girl's crazy 'bout a sharp dressed man."

Then it was explained to me that in order to sell the store's \$200 (1980 dollars) tailored suits with the shiny gold buttons, I would have to dress like I meant business myself. So I started with a pressed shirt here, a new tie there, and eventually I could effectively play the part of a suit salesman. Just as my supervisor told me, wearing the uniform gave me confidence to sell the product, a feeling that I knew what it was like to act professionally and a greater satisfaction with my job when I dressed for work.

We're in more casual times now. I often wear jeans and a simple button-down shirt to work. But when I have to go out in the public for my job and meet people, I still like to put on a coat and tie and search the closet for my black leather shoes. I want to make a good impression, because I know good impressions mean something to customers.

EXPO ATTIRE

I would say the same holds true for portable restroom operators. I am a firm believer in a clean, uniformed look for drivers and service technicians. And I'm happy to see that uniforms are becoming more the rule than the exception for PROs. I can tell this is true from the apparel trends I see at the Pumper & Cleaner Environmental Expo International (time for a plug: Come see us Feb. 24-27 at the Indiana Convention Center in Indianapolis!).

When I started attending the Pumper & Cleaner show in Nashville a decade ago, I would estimate far less than half of the attendees I met were wearing company uniforms. It just wasn't typical to see people walking the exhibit floor in nice matching shirts sporting their company name and logo.

Every year there seems to be more groups of visitors wearing matching nicely pressed work shirts promoting their pumping or portable restroom company. You'll see entire families decked out in uniform, walking the aisles of the show and checking out the latest industry products.

When I think about uniforms, I recall the Houseknecht family, who run Sunset Septic & Excavating in Rolling Prairie, Ind. I bump into this happy family every year at the Expo, and you can't miss them with their matching yellow shirts, blond hair and big smiles. To me, Gale, Jon and the kids exemplify what caring, customer service-oriented small-business operators should look like.

Like when I was selling suits, I think uniforms help PROs command respect, send a message of professionalism, and tell customers that no matter who is on the job that day, they'll get consistently good service by



When I think of memorable uniform shirts, I recall the Houseknecht family and Sunset Septic team, including, from left: Colt, Aarie, Jonale, Gale, Cody and Jon. (file photo)

a technician that takes pride in his or her work. If you already require uniforms, like the Houseknecht family, you know they are a valuable key to success when you're working out in the public. Whether you're at a construction site or working a weekend event, you know you're putting your best foot forward with uniformed workers.

SELL PROFESSIONALISM

If you haven't made the jump to uniforms, or you are thinking the uniforms you're using might need a little updating, I'll share a few pointers I'd give about a uniform program:

CHOOSE YOUR STYLE

My preference is for collared, button-down work shirts in a cotton blend. My second choice would be a polo shirt, which retains the collar, but is a little more informal.

I'm not a big fan of T-shirts for a variety of reasons. First, I feel a collar is a must for a work shirt; it lends a little more formality to the uniform. Second, a buttoned work shirt usually has pockets, which are helpful to carry pens, mobile phones or other necessities. And third, a high-quality work shirt will hold up better than a T-shirt in hard use.

While you're considering shirts, also take a look at matching baseball caps to round out the look.

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SHOW YOUR COLORS

Whether you choose a subdued navy blue or go with a neon pink, make the color work for your company. A muted color conveys professionalism, especially when combined with a contrasting accent color or embroidered logos and nametags. A bright color lets customers know you've arrived on the work site and can be memorable as well. My advice would be to stick with a chosen color for everyone, and maybe it's a good idea to involve your crew in the decision. Pick a handful of designs and let them vote.

One thing to keep in mind when working with shirt color and design: Let safety play a role in your choice. When shopping for uniforms, think about how the shirts will look in low light or at night. Is there an option to add a reflective accent or a neon color somewhere to make your technicians stick out on a busy work site? Can you choose a uniform that will enhance safety in any way?

WHAT ABOUT PANTS?

If your guys wear jeans, do you have rules about the color and condition of their pants? Encourage workers to replace worn jeans with stains that won't come out, frayed pants bottoms and rips or faded material. Can you add to the uniform look with tan, gray or blue work pants that can be pressed and compliment your work shirts? Obviously the type of work your crew does every day may dictate whether better pants will be practical, but if you can do it, you'll certainly enhance professionalism.

WHO PAYS THE FREIGHT?

You do. If you are going to require a uniform, expect to pay for it. Many uniform companies sell shirts and slacks at a good discount when bought in bulk numbers of about 30 or more. Even if you only have a handful of workers, you'll go through a minimum bulk order of shirts quickly, depending on how often they need to be washed and how long they last. If you have a large number of employees, you may want to consider renting uniforms. In a rental program, the providers clean and repair uniforms on a regular basis, helping you maintain a professional appearance.

KEEPIN' IT CLEAN

You have several options to maintain uniforms. For the lowest cost, you can ask your workers to wash their uniforms themselves. The pitfall with this plan is making sure they wash the uniforms regularly and get all the stains out. A second option is keeping a commercial-grade washer and dryer at the office and having a staff member responsible for cleaning – and if need be, pressing – the uniforms for your crew. The third option is hiring a service to clean the uniforms.

The biggest factor in your decision is ensuring consistently clean and well-maintained uniforms. Taking on the responsibility for cleaning would be seen as an employee benefit to your workers – and their families who would no longer have to deal with sweaty, waste-spattered work clothes. It also lets you control the image your uniforms convey to the public. ■



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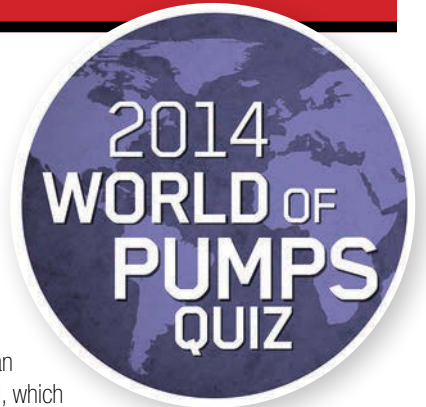
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Game On

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“ Our equipment does get damaged from time to time. It's not a pervasive problem. It's an intermittent problem. ”

— Revisiting Restroom Vandalism
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Congrats!

Hitting the Big 5-0

Golden anniversaries are a big deal. So, celebrate, we must, with balloons and parties and cake. Take a look at what 50 years in the business has meant for one of the largest portable sanitation companies in the nation — Mr. John/Russell Reid, located in Keasbey, N.J. — and join the celebration.

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Home Office Hot Tips

MAKE SURE YOU HAVE THE PROPER SPACE AND TOOLS TO GET THE JOB DONE IF YOU DECIDE TO MAKE THE HOUSE YOUR WORKPLACE

By Judy Kneiszel

The topic of the home office came up recently when a reader asked a question on one of the COLE Publishing online forums. The poster wanted advice on how to set up a home office. This got me thinking. Maybe other PROs have been getting by with, as this poster described, “a calendar notebook and five boxes filled with invoices.” So I’ve compiled some of the essentials necessary to successfully operate a small business from home.

A ROOM WITH A DOOR

I don’t know where the forum poster in question was keeping that calendar and the five boxes of invoices mentioned in the post, but it would be best if they were in a room with a door. Doing business on the kitchen table gets old really fast, since work has to be cleared away to make room for food at least once a day. A corner of the bedroom doesn’t exactly scream professionalism either. And a work center in the family room? Forget it, unless you have the rare ability to tune out Sesame Street blaring from the TV or teens playing video games.

Find or create a space you can use exclusively for business. Having a door to close will improve productivity when you are inside and help you relax and leave work behind when you call it a day.

FURNITURE AND STORAGE

A comfortable chair and roomy desk are essential. After that, it’s all a matter of style. I don’t mean decorating style so much as work style. If you do business on paper the old-fashioned way, you’re going to need filing cabinets and maybe some storage boxes. But before you head to Staples, check with your lawyer or accountant and find out how long you need to keep documents. Invest in a shredder or deliver outdated paperwork to a shredding company.

CONNECTING WITH THE WORLD

While in your home office, you’ll need to connect to the world. If you always work from your office and nowhere else, you can use an inexpensive desktop computer. Laptops cost a bit more, but allow you to work remotely. If you want the best of both worlds, a laptop hooked up to a full size monitor and keyboard is the way to go.

Internet and phone service must also be considered. You might want to upgrade your home Internet to the fastest speed possible to boost productivity. As far as phones go, you could add a second landline to separate personal from business calls, or use your cellphone as your business “line.” That, like the laptop, allows you to work remotely. Be aware, however, that cell reception can vary from one part of a house to another. If you plan to locate your office in the basement for example, you may not get good cell coverage there and require a landline.

MEET AND GREET

Plan ahead for the times you need to meet with people. Do you want potential customers and support people coming to your home? If not, offer to go to them, or find a quiet coffee shop where you can meet over breakfast or lunch. Another option is renting a meeting room somewhere. Meeting space is often available to rent in public buildings like libraries and community centers. There are also businesses dedicated to renting out meeting space by the hour or day.

Accounting software means reduced paperwork and, therefore, less storage needed. The result? A nice tidy office, less paper to buy, shuffle and file, plus less time wasted trying to find all the right documentation come tax time.

IRS REQUIREMENTS

One benefit of having a home office is that it may enable you to take a tax deduction. But the IRS has strict rules about how to qualify. Generally, in order to claim a business deduction for your home, you must use part of your home exclusively as your principal place of business. The amount you can deduct depends on the percentage of your home used.

In the past, one would have to calculate the percentage of the home used exclusively for business. If the office was 10 percent of the total size of the home, then 10 percent of home expenses like utilities were deductible. However, thanks to a tax code revision the IRS calls the “safe harbor” method, which began with tax year 2013, taxpayers can more easily calculate their home office deduction.

Multiply the square footage of the area of the home used strictly for business purposes by the prescribed rate of \$5 per square foot and you have your tax deduction. The deduction cannot go above \$1,500, or 300 square feet, however. To get more information go to www.irs.gov and search for IRS Publication 587, Business Use of Your Home.

A BACKUP PLAN

Unlike renting an office, working out of your home means there’s no landlord to call when the power goes out or your office floods. You need to protect your business. Make sure you have not only power strips to protect electronic equipment from surges, but invest in a battery backup, called an uninterrupted power supply. Regularly back up your information to an external hard drive or to the cloud. And if you back up to a hard drive, store a backup off the premises in case of fire or natural disaster.

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INSURING A HOME OFFICE

You already have insurance on your vehicles and inventory, plus homeowners insurance, so your home office is covered, right? Well, maybe. Ask your insurance agent if you need a rider that expands your homeowner's policy to cover the business. The cost of such a rider is usually minimal - \$100 to \$200 a year - but will provide a few thousand dollars worth of additional coverage. You may want to go a step further however, and add a policy that covers the office equipment specifically and liability for injury in case the deliveryman slips and falls on your front walk.

TAKING CARE OF BUSINESS

As for the online forum poster who asked about setting up a home office, all the readers who responded advised the purchase of accounting software. I can't really add to that advice other than to say I agree wholeheartedly. Accounting software means reduced paperwork and, therefore, less storage needed. The result? A nice tidy office, less paper to buy, shuffle and file, plus less time wasted trying to find all the right documentation come tax time, possibly fewer billable hours by your accountant and a feeling of true professionalism ... all from the comfort of home. ■

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RESTROOMS PLUS

Whether a customer wants a tent, a tool or a portable restroom for remote oil exploration camps, North Dakota's The Rental Store provides it **BY DEE GOERGE**

When Duane Barth purchased The Rental Store in Jamestown, N.D., in 1996, he had no idea portable sanitation would one day account for 80 percent of his business. Back then video rentals were a hot-ticket item at his four locations around Jamestown. Now, the outdated movie rentals are only available at one location, while the seven old portable restrooms that came with the business have been replaced with about 300 new units.

What dramatically changed the business was the Bakken oilfield boom. Though Barth's main business is located about 300 miles from the heart of the shale oil drilling frenzy, the impact of the oil industry is felt throughout most of North Dakota. A booming economy translates to more construction and money for parties and entertainment around Jamestown.

That means the need for more restrooms, tents, tables and chairs, tools and construction equipment, which are also part of Barth's rental inventory. It also means demand for portable restrooms by oil companies and service companies willing to pay the extra mileage for The Rental Store's services.

(continued)

Duane Barth is shown with his 2008 Chevrolet vacuum truck built out by Lane's Vacuum Tank Inc. (Photos by John M. Steiner)

The Rental Store Jamestown, ND

Owners: Duane Barth

Founded: 1996

Employees: 6

Service area: North Dakota

Services: Portable sanitation, party supplies, septic service



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“They recognize the clean [restrooms], and they find out who we are. If I had to say the biggest item that’s helped us, it’s service, service, service,” Barth says. But Barth is the first to admit he had to quickly learn the finer points of portable sanitation service when the business heated up.

LEARN ON THE FLY

“I had to gain knowledge quickly,” Barth says about his introduction into the portable restroom business. “A potato processing plant went in 10 miles away, and I had orders for 15 units.”

With just seven old restrooms on hand, Barth contacted Satellite Industries to purchase new units. Then he and his two sons (ages 10 and 12) stayed up all night assembling new units in time for delivery. The restrooms were nice, but servicing them was challenging to say the least.

“We’ve grown because we’re not afraid to get out there and look for business, knocking on doors, putting up fliers and cold calling. If you have a personal relationship, they come back again and again. I have the attitude that they won’t walk away.”

DUANE BARTH

“When we started here we had a 1984 Ford truck with a service body, and it had a small 300-gallon [waste] tank and a 100-gallon freshwater tank. We took a generator with us to pump the water, and we had a pump we mounted on the side box for the vacuum for the truck,” he recalls. The first time out, Barth learned the rig didn’t create enough vacuum. It took him 2 1/2 hours to pump a couple of restrooms.

“I could have taken more out of those toilets with a Dixie cup,” he recalls. “I talked to Satellite, and they told me what I needed. That was my indoctrination.” Fortunately, Barth is mechanically inclined and had applicable experience.



“I was familiar with pumping liquid out of something. I was in the tire business for 13 years, and we had a farm service truck. Farm tires a lot of times have calcium chloride in them, which means if you are going to work on one of them, you’re going to have to pump the calcium chloride out of the tire,” Barth says.

The Rental Store crew includes, from left, Brandon Johnson, Don and Bonnie Larson, Justin Barth, Duane Barth and Denton Fortenberry.

Between help from manufacturers and a Bismarck competitor, Barth learned about the portable restroom industry.

“After I had the [rental] business for a short period of time, it was easy to see portable restrooms were a big part of the business,” Barth says.

EXTRA SERVICE

“We’ve grown because we’re not afraid to get out there and look for business, knocking on doors, putting up fliers and cold calling,” Barth says. “If

(continued)

Don Larson prepares to service Armal restrooms carried on two-unit lowering trailers. The service truck is a 2008 Ford F-550 built out by Lane's Vacuum Tank Inc.



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you have a personal relationship, they come back again and again. I have the attitude that they won't walk away. If there's a problem, I've given customers restrooms for free for up to six months in order to keep their business."

He got his first oilfield client in 2008 when he rented restrooms for workers on the Keystone pipeline. After that work was finished, companies he worked with asked for restrooms at oil rig sites. As demand grew, Barth added a satellite office (Bis-Man Portable Toilets) in Bismarck, which is 100 miles closer to the oilfields.

Barth charges mileage from Bismarck for servicing the oilfield restrooms. Companies willingly pay it, because The Rental Store technicians deliver the services clients request.

"We've been fortunate to pick up some big accounts up there. We give them excellent service," Barth says. That includes servicing the restrooms twice a week for some clients - and always thoroughly cleaning the restrooms.

"Nobody likes a dirty restroom," he explains. "You shouldn't be able to smell a restroom 10 feet away. We make sure we use enough chemical to reduce the odors." Workers use Walex packets and Cabana Spray by Safe-T-Fresh. With summer heat, they spray an extra dose for longer performance.

Currently technicians wash down the restroom, refill the chemical and hand sanitizers and spritz a fragrance spray to keep it fresher longer. For the next truck he purchases, Barth plans to invest in Biffs Pathfinders disinfecting system, which uses a spray head to apply disinfectant, which he says will save two minutes per service of each restroom.



Bonnie Larson, a manager for The Rental Store, stocks paper products in two Satellite Industries Maxim 3000 restrooms during setup at a street dance in Jamestown, N.D.

BUILDING A TOUGH FLEET

Barth has four trucks: a 2008 Ford F-550 from Lane's Vacuum Tank Inc. with a steel 1000-gallon waste/300-gallon freshwater tank and Masport pump; a 2006 Chevy 7500 with a 2,300-gallon aluminum tank and Masport pump from Lane's; a 2012 Dodge Ram 5500 with a Satellite Industries 650-gallon waste/300-gallon freshwater steel tank and Masport pump; and a 2001 Ford F-350 from Satellite carrying a 270-gallon waste/130-gallon freshwater steel tank and Conde pump.

Except for the 2008 Ford, the trucks are four-wheel drive, which is important to navigating the rugged terrain around the oilfields.

Portable restrooms include 50 Maxim 3000 and 150 Tufway units from Satellite and 150 Wave units from Armal. The Rental Store carries 20 PolyJohn Enterprises hand-wash sinks with hot-water option. A 2012 Dodge 3/4-ton pickup pulls a 16-unit restroom delivery trailer built locally by Midwest Machine. He also offers 50 dual-unit lowering trailers carrying Armal units.

Waste from all operations is hauled to the Jamestown wastewater treatment plant.

OILFIELD CHALLENGES

"Oilfields have brought some excitement into the business," Barth says. Once he had a few restrooms in the Bakken, word spread that his units were clean, and more clients started calling.

With the growing opportunity comes challenges regarding safety regulations. Technicians working oil rig locations must wear flame-resistant clothing, steel-toed boots, hard hats and safety glasses at all times and be equipped with H₂S monitors and go through special safety training. The monitor sensors detect dangerous hydrogen sulfide gases, and oil companies require them to be worn by all workers on oil drilling sites.

Weather, specifically relentlessly strong winds and cold winters, adds challenges. Barth looks for sturdy restroom units and takes great care in assembling and placing them to last in these conditions. It's not uncommon for drivers to log 600 miles per day to reach remote units.

The Rental Store gets the party started

Duane Barth has competitors who run portable sanitation businesses and those who have rental businesses. But The Rental Store is the only business in the area that provides both services.

"It gives us a lot more avenues. We are more of a one-stop place for people to get things. People like that we can make them a package deal," Barth says. When a customer needs a restroom, they usually need other items as well.

"Tables and chairs and canopy rentals have become part of our summer, especially since we bought some bigger tents," he says. "We purchased an 1,800-square-foot tent now - the biggest we had before was 600 square feet - and that's going very, very well."

It takes three people to put up the large tent, but the employees can efficiently deliver restrooms, tables and chairs at the same time. The largest canopy tent works well for large functions such as street dances, family reunions and weddings.

"We've done a lot of centennials," Barth adds. Seed and agriculture companies also rent tent/restroom packages for field days. Spring and summer are busy with weddings and graduations, and The Rental Store stocks a variety of party items, such as punch bowls, wedding arches, kneelers, and champagne and punch fountains.

"If we don't have it, we rent from another rental company," Barth says.

If nobody has it, then Barth's employees make it. For example, when a wind farm was being built, female workers wanted a better restroom solution for their office trailer. So Barth and his crew built a heated, all-season shed to house a freshwater system and blackwater holding tank.

"We don't say 'no' to anything," Barth says.

(continued)

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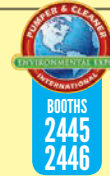
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Left: Don Larson returns the hose to his service truck after cleaning several Satellite Industries Maxim 3000 units.

Below: Managers Don and Bonnie Larson check over supplies on a 2008 Ford service rig built out by Lane's Vacuum Tank Inc. as they set up units at a special event.



For winter, technicians add a salt/methanol/water mix to keep the restrooms thawed. Pumping can still be a challenge however, with hoses frequently freezing. The Rental Store also provides heaters to keep the restrooms thawed. Before they offered heaters, Barth recalls a couple of restrooms that were partially melted when customers installed their own heaters that were too large and too hot. The makeshift heating caused damage to his units, but it's not the only damage he's encountered.

"I've had some shot up with a shotgun or rifle," he says, as well as other vandalism issues. As a result, he's developed a zero-tolerance clause in his contract. If the restroom is ruined, the customer pays for it.

BOOMING BACKYARD

While most of his portable restroom business is related to the oilfield, Barth finds plenty of opportunities closer to home. Some are related to disasters, such as the 160 restrooms rented around nearby Valley City during spring flooding a couple of years ago.

"Nobody likes a dirty restroom. You shouldn't be able to smell a restroom 10 feet away. We make sure we use enough chemical to reduce the odors."

DUANE BARTH

Most rentals are related to growth, such as when the Keystone pipeline was installed from North Dakota to South Dakota, and he rented out 200 restrooms to cover a 250-mile stretch.

Clients contact The Rental Store for events as well, including an annual air show.

One popular event celebrates St. Patrick's Day. Despite snowy weather in 2013, "Running O' the Green" organizers upped their order from 20 to 30 restrooms. Participants (usually

between 2,000 and 3,000) start at Jamestown's trademark 26-foot tall buffalo sculpture and make their way through the streets with stops at local watering holes - and the portable restrooms. The event's entry fees are donated to people who have cancer and a camp for people with disabilities.

Because of industrial expansion, Barth anticipates demand will continue to grow. An ethanol plant and fertilizer plant are going up 10 miles from Jamestown, and The Rental Store is already servicing restrooms at a big expansion at a John Deere air seeder manufacturer.

"I really thank people who made us successful, and we continue to strive to be the best we can be. I believe that the secret to being successful is hard work," he says.

Due to several neck surgeries, and eyeing retirement, Barth has stepped back from day-to-day operations with plans to sell the business to a couple he recently hired as managers. They run The Rental Store and schedule work for four drivers who deliver and service restrooms and septic systems. Barth anticipates there will be plenty of work for the future.

"North Dakota has a booming economy, and I don't see much slowdown for at least the next 15 to 20 years," he says. ■

MORE INFO

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Let's Make It Great

Taking it all in at the Pumper & Cleaner Expo can be overwhelming. Here is some advice to ensure you make the most of your trip to the industry's best trade show **By Briana Jones**

Marking my fifth Pumper & Cleaner Environmental Expo International in February, I still remember my first show, walking into the vastness of the exhibit hall when I couldn't tell a vacuum truck from a portable restroom. (Don't worry, I figured it out pretty quickly.)

The Expo can feel overwhelming for first-time attendees, but the experience and knowledge gained are well worth the time and money spent.

I've been lucky enough to meet many of you because part of my job involves interviewing attendees, seminar leaders and exhibitors for videos. You've probably seen me with a camera guy wandering around the show floor. We're the video crew, and we create videos and post them on the Expo website (www.pumpershow.com), to our Facebook pages and onto exhibitor websites.

And I've also learned a lot from you during my years at the Expo, which runs this year from Feb. 24-27 at the Indiana Convention Center in Indianapolis, Ind. Now it's my turn to pass along some helpful tips to make your show more enjoyable. Here's some advice for Expo goers, whether you're a seasoned pro or a first-time attendee:

PLAN OF ACTION

As North America's largest trade show for the environmental services industry — with 500,000 square feet of exhibits and new technology — using a virtual floor plan is a great way to ensure you see it all. The online tool — available on the Expo website — will help you plan each day so you don't miss anything.

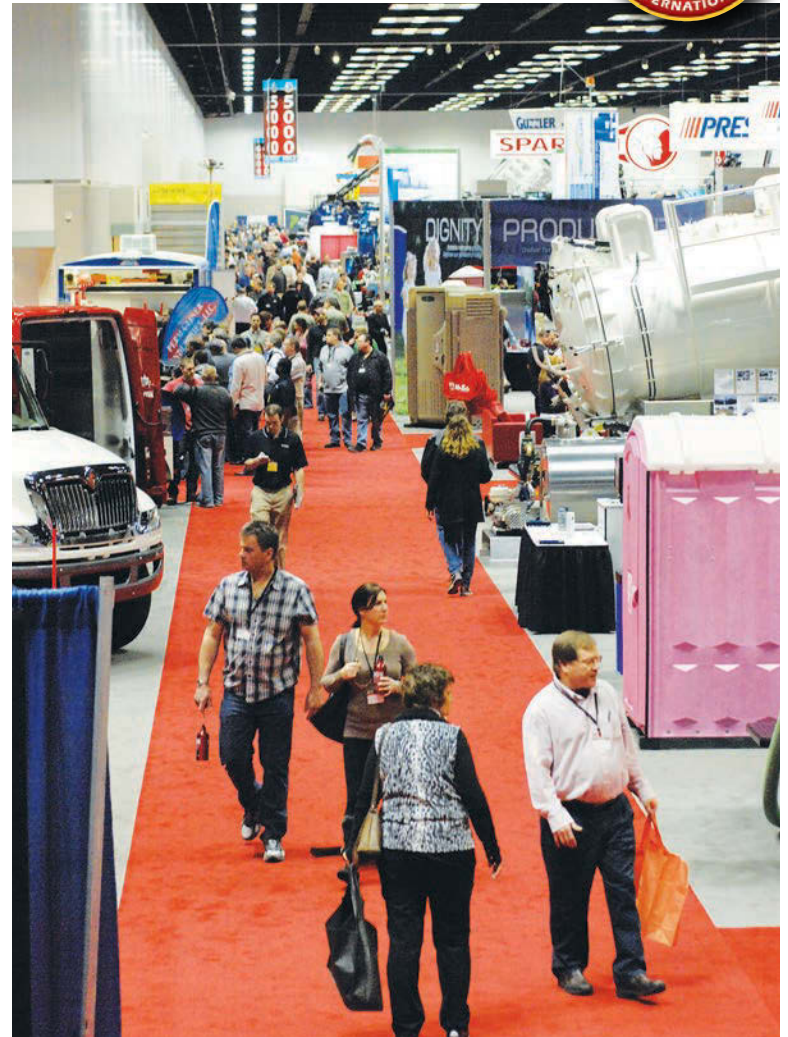
The floor plan offers a quick and easy way to find exhibits and products. A graphic layout shows where each company is exhibiting and provides booth number, website, and phone number and address.

Look up companies and products with the "Search the Show" option in the upper left-hand corner of the floor plan page. For example, a search for "Pipeline Rehabilitation/Lining" will highlight all the exhibits on the floor plan that have those products.

You can also create a show planner to save personal information, company and product information, and keep a schedule of educational seminars.

The mobile website on your smartphone is another helpful tool for planning your time at the Expo. You can search exhibitors to quickly find booth numbers, click the calendar icon to see educational seminar schedules and locations, or use the map of Indianapolis to find local restaurants.

Sign up for Facebook and Twitter updates on the mobile site to stay informed on everything happening at the show.



DAILY DOSE

Ensure you have the most current seminar schedules and company list with the complimentary Expo Daily, the official daily publication of the Pumper & Cleaner Expo.

The publication is available each day on stands at the main registration entrance, and includes daily events, news from the show floor, seminar tracks, COLE Pub hours and lunch options in the hall.

Articles sprinkled throughout the publication offer tips and tricks for how to make the most out of your time at the show, including nightlife options, Indy attractions, and restaurant suggestions. Exhibitors also like to include specific times for product demonstrations and special offers in their booths.

A great assortment of current photos from the show floor also brings the publication to life. Grab yours each morning and peruse it as you wait for the exhibit hall doors to open.

MEET AND GREET

The Expo is the best place to meet other contractors and municipal managers from across the nation and around the world who face similar industry issues. Whether you're strolling the show floor or sitting down for lunch, introduce yourself to someone new. You're all there for the same reasons — to gain some knowledge, buy a new piece of equipment and network with your peers.

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Articles sprinkled throughout [the Expo Daily] offer tips and tricks for how to make the most out of your time at the show, including nightlife options, Indy attractions, and restaurant suggestions.

If you're not the type to just walk up to someone and start a conversation, maybe now is the time to give it a try. What's the worst that could happen? You meet a new friend or colleague who helps you figure out how to make more money or expand your business.

The COLE Pub, located in the back of the hall next to the main concession area, is another great place to build your professional network. Open Monday from 11 a.m. to 2 p.m., and Tuesday and Wednesday from 11 a.m. to 4:30 p.m. during the Expo, the COLE Pub is a fun way to relax, have a drink and make a new acquaintance.

As part of the video crew, I interview attendees, which usually involves randomly walking up to some of you. I've learned a lot from having candid conversations about why you enjoy the Expo. I've heard so many words of appreciation from attendees for the COLE staff and the overall show, and I can't thank you all enough for making the show a great and informative experience.

We couldn't do it without you. If you have suggestions or questions for me or any of the editors, stop by and see us at the editors' booth located between registration and the main exhibit hall entrance. See you in February! ■

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



Checking the Competition

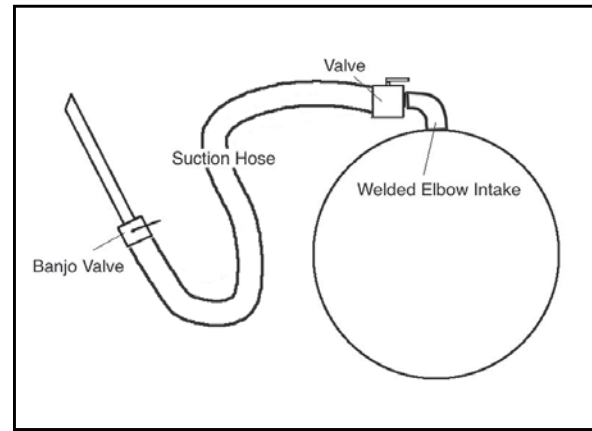
THE SIGHT OF ANOTHER PRO'S TRUCK ROLLING DOWN THE ROAD HAS THIS OPERATOR ASKING SOME QUESTIONS

By Bob Carlson

QUESTION: Yesterday I was running my route and saw a competitor's vacuum truck. I was behind him at the red light. I saw two things I wondered about. First, the suction hose on top of the tank was connected to a valve that looked like a knife gate, then the valve was connected to an elbow welded directly to the tank. I have not seen that type of hook-up.

My first question is: What was the need for that valve hooked directly to an elbow? There is already a banjo valve at the other end of the hose. Please explain. Is this a good idea or not? Just to make sure you understand the setup, I have included a sketch.

Secondly, running down the middle of the tank's rear head were black electrical wires connected to the rear lights on top of the tank. I'm no expert about electricity, but shouldn't those wires be hidden or placed somewhere to reduce the chance of shorting?



This graphic from a reader shows what he views as a questionable location for a knife valve at the top of the vacuum tank.

*Hank Cavanaugh
Boise, Idaho*

ANSWER: Good questions. Having a banjo valve at the operational end of the hose and a knife gate or ball valve at the point of connection to the truck is a good idea. In a vacuum truck system, problems can occur at multiple points. One trouble spot is the main suction hose between the operator's end and where it enters the tank.

If a pumper is on a job and everything is running smoothly, then suddenly the system seems to bog down, the first potential problem might be a blockage in the hose. Users are known to throw just about everything into a portable restroom. If a solid object is sucked into the hose and gets stuck halfway to the tank, the pumper can first try to identify the problem by closing the valve and disconnecting the hose.

With the hose disconnected and the valve reopened, the operator will instantly be able to tell if the problem is a blockage in the hose. With the valve open and the vacuum gauge reading normal, then the blockage is in the hose. If the system does not respond when the valve is open, more diagnostics are required.

In that case, turn to the primary shutoff point, the secondary or the pump itself.

When your system seems to bog down or runs differently than normal, don't wait to diagnose the problem. It may be as simple as a clogged hose or it might be something more serious that is on the verge of causing damage to your pump. Quick response can save a lot of time and money.

And a side note: Some manufacturers place valves between the primary and the secondary, and then from the secondary to the pump. This simplifies hose removal in the event they are clogged or damaged and need replacement. Typically trucks are set up for easy diagnosis of vacuum system issues.

On to your question regarding the electrical cord running down the rear head. This is not a good idea. A lot of people will claim that the cord is well insulated so it isn't going to make any difference where the electrical wiring is placed. I can think of reasons why the electrical wiring should not be in that position. An exposed wire can be hooked by the technician or anyone walking past the truck. And there is always the rain. Even the best insulated wiring can short out in the right storm.

Secondly, apparently the contractor rigged the wiring in a hurry, and just wanted to get it plugged in and go to work.

The way to solve both of these wiring issues is to roll a pipe that matches the diameter of the tank and attach it to the rear head. Only a half circle is needed. Then run the wiring through the pipe. When the unit is painted, there is nothing exposed and it looks like a professional rig. ■

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Piccadilly Concepts
Picote Oy Ltd
Pik Rite Inc.
Pipe Lining Supply, Inc.
PipeHunter
Pipeline Analytics
Pipeline Renewal Technologies
PipeLogic Inc.
PipeTech Software
Piranha Hose Products
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Plug-It Products
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Poly-Flow
PolyJohn Enterprises Corp.
Polylok/Zabel
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MONDAY FEBRUARY 24, 2014

NASSCO NATIONAL ASSOCIATION OF SEWER SERVICE COMPANIES

- 8 a.m. Lessons Learned During Sewer Rehab on Public and Private Property
- 9:30 a.m. Pipe Bursting a Mature and Diverse Trenchless Technology
- 11 a.m. Resurgence of Chemical Grout Industry: Niche Business Opportunities
- 1:30 p.m. Chemical & Biological Control of F.O.G. in a 2,500-Mile Collection System
- 3 p.m. Lateral Rehabilitation, What's Available
- 4:30 p.m. Fiber Optic Temperature Sensing Technology for CIPP Cure Quality Control

NEHA NATIONAL ENVIRONMENTAL HEALTH ASSOCIATION

- 8 a.m. DEER in the Headlights
- 9:30 a.m. Basic Chemistry of Onsite Wastewater Treatment Systems
- 11 a.m. Making the Most of Experience: Training and Credentials for Wastewater Pros
- 1:30 p.m. Winners Communicate
- 3 p.m. Best Available New Technology
- 4:30 p.m. Best Available New Technology: How to Get Your Regulators on Board

NPCA NATIONAL PRECAST CONCRETE ASSOCIATION

- 3 p.m. 7 Things About Design, Installation & Maintenance of Precast Concrete Tanks
- 4:30 p.m. Grease Interceptors: A Slick Solution to a Greasy Problem

WJTA-IMCA WATERJET TECHNOLOGY ASSOCIATION INDUSTRIAL & MUNICIPAL CLEANING ASSOC.

- 8 a.m. Preparing for your First High Pressure Waterjetting Job
- 9:30 a.m. Vacuum Truck Operation and Safety
- 11 a.m. Hydroexcavation: Getting the Best Bang for Your Buck

SAFETY SESSION JOHN CONLEY

- 8 a.m. Preventing Tank Truck Rollovers

PSAI PORTABLE SANITATION ASSOCIATION INTERNATIONAL

- 9:30 a.m. State of Global Sanitation
- 11 a.m. Industry Image
- 1:30 p.m. Visions of the PSAI and the Education Initiative
- 3 p.m. What's New with OSHA Safety Requirements
- 4:30 p.m. An Introduction to Entering the Federal Government Contracting Arena

SALES & CUSTOMER SERVICE FRANK TACIAK

- 8 a.m. Be Always Profitable: Setting up the Sale
- 9:30 a.m. Be Always Profitable: Your Best Sales Presentation
- 11 a.m. Be Always Profitable: Servicing Your Sale
- 1:30 p.m. Be Always Profitable: Our Attitude to Success

NAWT NATIONAL ASSOCIATION OF WASTEWATER TECHNICIANS

- 8 a.m. CSA 2010 Implementation/Impact on Carriers/Drivers
- 9:30 a.m. DataQ's: When and How to Challenge
- 11 a.m. US DOT Update/Recent, Upcoming and Proposed Regulations
- 1:30 p.m. What is a Good Septic System Inspection?
- 3 p.m. The History of the PSMA Hydraulic Load Process
- 4:30 p.m. Improving Arizona's Inspection Program to Meet Modern Challenge

NOWRA NATIONAL ONSITE WASTEWATER RECYCLING ASSOCIATION

» SITE EVALUATION AND DESIGN OF ONSITE WASTEWATER TREATMENT SYSTEMS

- 8 a.m. Why Do We Care About Soils?
- 9:30 a.m. Design for Dummies
- 11 a.m. How to Do a Good Site Evaluation
- 1:30 p.m. Designing for Tough Sites
- 3 p.m. Wastewater and Soils: Clean It Up AND Get It To Go Away
- 4:30 p.m. Good Installation for Long-Term User Satisfaction

» FROM INSTALLATION TO MARKETING YOUR BUSINESS AND EVERYTHING IN BETWEEN

- 8 a.m. Look Out for Gophers! Taking Care of Mound Systems
- 9:30 a.m. ATU's - How to Make them Work
- 11 a.m. Rest Stops: A Case Study of Challenging Wastewater
- 1:30 p.m. Troubleshooting Onsite Systems
- 3 p.m. Installation Mistakes: How to Avoid and Fix Them
- 4:30 p.m. Marketing & Customer Service for Small Business Owners

SSCSC SOUTHERN SECTION COLLECTION SYSTEMS COMMITTEE

- 8 a.m. Personal Safety
- 9:30 a.m. Understanding the Nuances of a Quality CCTV Inspection Program
- 11 a.m. In the Trenches with Trenchless Pipeline Repair and Renewal
- 1:30 p.m. Nozzle Application: What, Why, Where, When and How?
- 3 p.m. Stop It! A Closer Look at Plugging
- 4:30 p.m. Getting the Most out of Your Combination Unit

BUSINESS TRAINING & MARKETING SUZAN CHIN

- 1:30 p.m. Marketing on a Shoestring
- 3 p.m. Getting Some... Brand Recognition
- 4:30 p.m. The Online Marketing Toolbox

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TUESDAY SESSIONS

February 25, 2014

SSCSC TRACK

- 8 a.m. Don't Fear the Shapefile
- 9:30 a.m. What's Important for Your Company; Is it Size, or Profit or Both?
- 11 a.m. 1 + 1 = 14: Cleaning and Inspection Equipment Working as an Entity

NAWT LAND APPLICATION TRACK

- 8 a.m. Be Ready to Land Apply
- 9:30 a.m. Soils and Cropping Systems
- 11 a.m. Land Application Rates and Nutrient Management

SAFETY COMPLIANCE TRACK

- 8 a.m. OSHA Confined Space and Fall Protection Untangled
- 9:30 a.m. Air Monitoring Application for the Liquid Waste Industry
- 11 a.m. Waterjetting Hose and Nozzle Safety

MUNICIPAL TRACK

- 8 a.m. Sealing - Take Control of Inflow & Infiltration in Manhole Sealing Systems
- 9:30 a.m. DC Water is Utilizing CIPP to Rehabilitate the Nation's Capital
- 11 a.m. Nozzle Explanation and Selections

INSTALLER TRACK

- 8 a.m. Septic Tank Bells and Whistles
- 9:30 a.m. Aeration Units for On-Site Septic Systems
- 11 a.m. Understanding ATU's, their Service Requirement, and Maintenance

GENERAL TRACK

- 8 a.m. Portable - The Best of Both Worlds - Liquids vs. Portion Control Deodorizers
- 9:30 a.m. Vacuum Loaders - Taking the Mystery out of Vacuum Truck Operation
- 11 a.m. DOT Compliance - The Value of DOT Certification for Vacuum Trucks

CUSTOMER SERVICE & EMPLOYEE DEVELOPMENT

- 8 a.m. Gen Y + Gen X + Baby Boomers = #@\$%???
- 9:30 a.m. Get and Keep the Best Co-Workers
- 11 a.m. Win, Win, Win in Residential Service Contracting

WEDNESDAY SESSIONS

February 26, 2014

BUSINESS TRACK

- 8 a.m. Improving Profitability through Tracking
- 9:30 a.m. How Paperless Operations Save Time and Money
- 11 a.m. Book More Calls - Wow More Customers

PORTABLE TRACK

- 8 a.m. Deodorizers and Making the Right Choices
- 9:30 a.m. Oh Shift! 6 Future Trends You Must Gear Up For to Compete and Succeed
- 11 a.m. Portable Restroom Service Units

MUNICIPAL TRACK

- 8 a.m. Sewer Cleaning 101
- 9:30 a.m. Underground Coatings - Restore Deteriorated Infrastructure
- 11 a.m. How Small Contractors Can Make Big Money Doing Manhole Rehabilitation

LIQUID WASTE TRACK

- 8 a.m. Right Sizing Your Pump System
- 9:30 a.m. Make More Money by Using a Biological Product with Your Services
- 11 a.m. Septic Drainfield Restoration

ADVERTISING & MARKETING TRACK

- 8 a.m. Advertising and Marketing for Service Companies
- 9:30 a.m. Getting Sales Personnel to Properly Price and Present
- 11 a.m. 7 Incredibly Effective Ways to Improve Your Sales



ONSITE INSTALLER COURSE

- 8 a.m. - 5 p.m. All Day Installer Course
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Columbia Potties for the Rockies built a long and loyal relationship serving the growing needs of the Colorado Ethnic Festival

BY BETTY DAGEFORDE

Luck of the Irish

Owners Dennis and Sheila Nessler of Columbia Potties for the Rockies pose with their canine mascot, Shotgun, and their 2013 Ford F-550 built by Imperial Industries with a Masport pump. The Ford was used to service restrooms at the Irish Festival. (Photos by Larry Beneda)

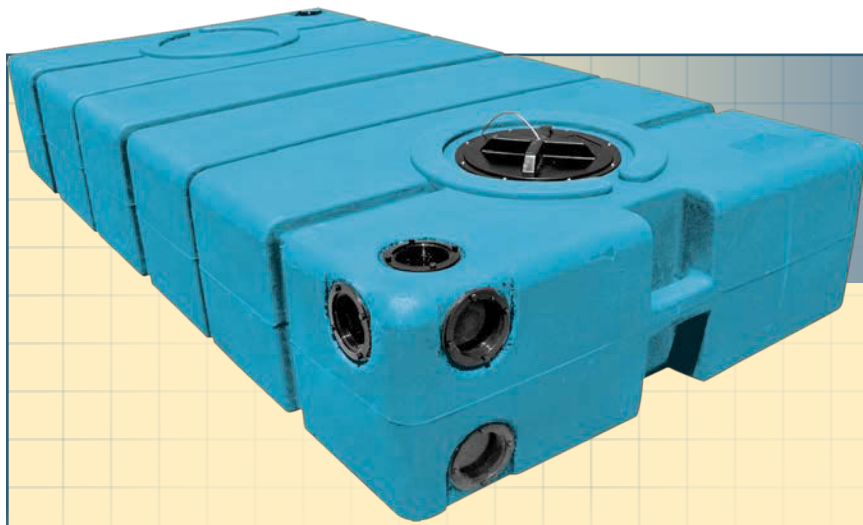
THE TEAM

Columbia Potties for the Rockies is one of three lines of business Sheila and Denny Nessler own in Golden, Colo., about 30 miles west of Denver. Although they operate as a team, Sheila focuses on the portable restrooms and Denny on their septic and septage land application work operating under the names Columbia Sanitary Services and Gator Gro. The combined staff includes two administrative workers, three septic drivers, three portable restroom drivers and two semi-truck drivers who haul waste. They work out of their own recently built 2,500-square-foot building and a nearby rented storage yard.

The Nesslers, Dianne Bennett in marketing and the three portable restroom drivers - Kent Simmons, Jason Kulp and Mike Crawford - worked on the Irish Festival. Standby septic drivers were also called into service to help with deliveries.

THE JOB: Colorado Irish Fest
LOCATION: Littleton, Colorado
THE PRO: Columbia Potties for the Rockies

(continued)



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COMPANY HISTORY

The origins of the company go back to 1959 when founder Harvey Seipp began pumping out septic systems. In 1998 the Nesslerers bought the business from the Seipp family. At the time, Denny was a diesel mechanic and Sheila was a licensed aircraft mechanic. He was eligible for retirement and she was tired of being laid off during every downturn. Having taken entrepreneurial courses during one of her layoffs Sheila thought they were ready to go out on their own. "I just felt like it was a better opportunity to own a business than to work for somebody else," she explains. So Denny retired and worked for the business full time and Sheila did the same in 2006.



Technician Jason Kulp uses a New Holland skid-steer to load a Satellite Industries Tufway restroom on a trailer for delivery while Mike Crawford and Kent Simmons help out.

Although they were just doing septic at the time, Sheila would often drop in on portable restroom Education Day seminars at the Pumper & Cleaner Environmental Expo International. In 2003 they bought 10 units from Satellite Industries and put out another shingle. "We saw a niche market in the mountains that was being underserved so we started doing single-family residential construction," she says. Today construction is 45 percent of their work and growing. In fact, they are currently participating in one of Denver's largest public construction projects, the redevelopment of downtown's Union Station and the light rail line to the airport. They've got 500 units in their inventory and work within a 45-mile radius.

"Customers get used to working with you and just would like to keep that relationship going. I don't give them any reason to break that relationship. I really will jump through hoops for them."

SHEILA NESSLER

MAKING CONNECTIONS

As a member of the Colorado Festival and Events Association, an event planner and vendor group, the Nesslerers learned of the event eight years ago, got acquainted with the coordinator and have been the successful bidder on it ever since.

THE MAIN EVENT

Skirt-wearing gents didn't garner a second glance over the July 12-14, 2013 weekend at Clement Park in Littleton, Colo. Kilts were just part of the fun at the 19th annual Colorado Irish Festival. The event featured Irish music, Gaelic sports, step dancing, lots of food and drink - and even a Sunday morning Catholic Hibernian Mass. About 20,000 enjoyed this

(continued)



The Columbia Potties for the Rockies team includes, from left, Jim Hoffman, Kami Harlan, Matt Kulp, Dirk Ballinger, Fred Rule III, Sheila Nessler, Denny Nessler, Mike Crawford, Dylan Thomas, Kent Simmons, Jason Kulp and Mike LaChappel.

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Right: Technician Jason Kulp services a PolyPortables Inc. restroom near the Irish Festival's stage area. He's using his service truck from Imperial Industries. The bank of restrooms was conveniently kept under a shelter.



Above: At the Irish Festival, Jason Kulp stocks paper products in a TSF Inc. TJ Junior hand-wash station.

Right: One of the Gaelic football participants emerges from a Satellite Tufway restroom in full regalia.



"A lot of times people want a one-stop shop – to book their toilets and their trash together. They also want to do recycling. That's a big thing now."

SHEILA NESSLER

type of partnering. "A lot of times people want a one-stop shop – to book their toilets and their trash together. They also want to do recycling. That's a big thing now." The company invested in recycling bins a few years ago sensing this was coming to the market.

BY THE NUMBERS

The company brought in 10 of their popular pink PolyPortables Inc. Integras for women only (no urinals), 27 blue Satellite Industries Tufways, six PolyPortables wheelchair-accessible units with baby-changing facilities, 14 TSF Company Inc.

year's three-stage lineup of traditional and rock bands. Many festival-goers brought along their own instruments for jam sessions.

The "green" theme had a double meaning as the festival pushed for minimal environmental impact, actively encouraging attendees to take mass transit and recycle.

THE JOB

Public restrooms were locked during the festival. Besides providing portable restrooms and hand-wash stations, the company took on responsibility for solid waste, providing recycling bins and trash receptacles and partnering with 5280 Waste Solutions, a local waste management company, for disposal. Nessler says they are doing more and more of this

hand-wash stations, three 55-gallon graywater barrels for food vendors, 20 65-gallon recycling bins and 80 plastic-lined recycled cardboard boxes from Centennial Container Inc. for trash.

Units were placed in nine locations – five banks dispersed throughout the grounds, one or two units in specialty areas (food vendors, bands, VIP) and one outside the fence along the pathway circling the adjacent lake for use by the nonattending public as there was no access to park restrooms.

LET'S ROLL

The company brought in everything on Wednesday but zip-tied units until Friday. Two Ford F-250s and two service vehicles pulled the 16-unit, 8-unit and 6-unit McKee Technologies - Explorer Trailers and the 24-foot

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flatbed trailer designed for Columbia by McKee for their wheelchair/family units. Removal was Monday.

KEEPIN' IT CLEAN

Units were cleaned early Saturday morning and again Sunday before the 8 a.m. church service. The company uses deodorizers from J & J Chemical Co. and Walex Products Co. and urinal cleaner and washdown from Satellite.

In all prior years the company did an additional cleaning Saturday afternoon, but unexpectedly, right before the event, the organizer decided for safety reasons to cancel that and compensate by adding a few more units. "I had to scramble," Nessler says. "I had help coming, I had my weekend planned." But based on the Sunday morning cleaning, she thinks the organizer made a good call. "It went okay. Some of the sinks were out of water, but other than that it wasn't too bad."

The team used a 2013 Ford F-550 with a Masport Inc. pump built out by Imperial Industries and a 2008 Sterling Bullet with a Conde pump outfitted by Satellite Industries, both with 650-gallon waste/300-gallon freshwater steel tanks. Waste was transferred to the company's semi trucks for later land application.

Paper products were left on site for event volunteers who kept units stocked. And the Nessler's were on call in the event of a serious problem. "If anything goes wrong, I'll get a call immediately," Nessler says. "But we usually don't have things go wrong. We try to anticipate what they need in advance."

TEAMWORK

The company really enjoys this festival and particularly likes working with Laura Nolton, the coordinator. "Laura is really good about ordering

enough equipment to where there isn't a problem," Nessler says. "She's really comprehensive, which makes my job easier."

Although they rebid every year, Nessler believes it helps that they provide good service. "Customers get used to working with you and just would like to keep that relationship going," she says. "I don't give them any reason to break that relationship. I really will jump through hoops for them." ■

MORE INFO

Imperial Industries, Inc.
800/558-2945
www.imperialind.com

J & J Chemical Co.
800/345-3303
www.jjchem.com
(See ad page 9)

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

McKee Technologies - Explorer Trailers
866/457-5425
www.explorertrailers.com
(See ad page 46)

PolyPortables, LLC
800/241-7954
www.polyportables.com
(See ad page 48)

Satellite Industries
800/328-3332
www.satelliteindustries.com
(See ad page 23)

T.S.F. Company, Inc.
800/843-9286
www.tuff-jon.com
(See ad page 2)

Walex Products Co., Inc.
800/338-3155
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EXPO NFL COMBINE



See the Stars in Indy

NFL Combine gives football fans extra incentive to attend the Pumper & Cleaner Expo **By Cory Dellenbach**

So, you're attending the 2014 Pumper & Cleaner Environmental Expo International in late February, you've arrived a few days early and are looking for something to do, right?

You don't have to go too far if you're an NFL fan. Just look to Lucas Oil Stadium where the 2014 NFL Combine will be taking place - the combine and the Pumper & Cleaner Expo overlap by two days.

It'll be the third straight year the NFL will be distributing tickets for the scouting combine that is held each February in Indianapolis and draws the best college athletes hoping to make it onto an NFL roster.

In 2012, the NFL opened the scouting combine to 250 and demand was so high that the NFL increased the number of tickets available to 600 and fans could be allowed in for two days instead of just one.

This year, NFL officials are saying more tickets could be available. Those tickets would either be sold via a ticket outlet such as Ticketmaster or, as done in the past, fans would need to write an essay saying why they deserved the ticket. Those plans weren't finalized by deadline, according to Corry Rush, AFC Football Communications Director.

"The NFL is looking for real, die-hard fans to be a part of this opportunity," says Rush.

Fans getting tickets will get a chance to see some of the top draft prospects - Louisville quarterback Teddy Bridgewater; South Carolina defensive end Jadeveon Clowney; Texas A & M tackle Jake Matthews; and UCLA linebacker Anthony Barr.

"It's the ultimate job interview," says Indianapolis Colts General Manager Ryan Grigson.

Fans could watch the 40-yard dash for quarterbacks, wide receivers, offensive linemen and tight ends, and position skill drills.

The NFL Scouting Combine has been growing in popularity over the last several years. In 2012, more than 6.5 million people watched on the NFL Network and ESPN. Last year, more than 7 million watched.

There aren't too many outdoor activities centered around the NFL Combine, but if you're attending the Pumper & Cleaner Expo and book your hotel room early, you have a chance to stay in the expo's host hotel the JW Marriott - which is also the host hotel for the NFL Scouting Combine.

"Fans will see coaches, general managers and college athletes walking around the hotel, through the convention center and around that area of Indianapolis," Rush says.

The NFL Combine will be held Feb. 18-25 this year, while the first day of the Pumper & Cleaner Expo is Monday, Feb. 24 with Education Day. The Expo is returning to the Indiana Convention Center - connected to the JW Marriott - Feb. 24-27, 2014, showing off the latest products and technologies in the environmental services industry.

Early registration costs just \$50 until Jan. 24. At-the-door registration is \$70 for the full program. To find out more, visit www.pumpershow.com or call 866/933-2653. ■

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COME SEE IT ALL

Portable sanitation professionals will have the opportunity to see the top tools and equipment the industry has to offer at the 2014 Pumper & Cleaner Expo

By Craig Mandli

The Pumper & Cleaner Environmental Expo International Feb. 24-27 will fill the Indiana Convention Center with an array of the newest and best products and services the portable sanitation industry has to offer.

To make sure you don't miss out on any of the breakthrough industry offerings in Indianapolis, be sure to check out the interactive floor plan on the Expo website (www.pumpershow.com). Whether you're a first-time visitor or long-time attendee, you're guaranteed to bring home new product knowledge that will help build your business in the coming year.

Here's a look at some of the products and services set to be highlighted this year.

2014 PRODUCT PREVIEW



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RESTROOM TRAILERS

1. ART Co. (A Restroom Trailer Company)

The EMBASSY 10-W restroom trailer from ART Co. (A Restroom Trailer Company) is designed for fast and easy setup with a sleek, streamlined appearance. The 10- by 6-foot two-station unit comes equipped with easy foldout steps and stabilizer scissor jacks. It is available in several exterior and interior color combinations to match existing fleet colors. Features include a 270-gallon waste tank, 74-gallon freshwater tank, a steel Unibody-built frame, integral trailer skirting, a 2 5/16-inch trailer hitch, maple cabinetry, and ducted heat and air conditioning. Upgrades are available. **269/435-4278; www.arestroomtrailer.com; Booths #4240, #4241, #4244.**

2. JAG Mobile Solutions

The Stop, Drop & Go interchangeable pod solution unit from JAG Mobile Solutions is available in sizes up to 24 feet, with the company's custom interiors or customer-picked designs. **800/815-2557; www.jagmobilesolutions.com; Booth #2324.**

3. Rich Specialty Trailers

The Max Model restroom trailer with Vegas décor from Rich Specialty Trailers has a floor plan designed for special events and weddings. This two-station trailer has both entrance doors on the curbside of the trailer to avoid public traffic in the street. The Vegas décor features curved soffits over double vanities. The exterior is available in an aesthetically pleasing champagne/tan color. A large white vanity includes a white porcelain sink with water-conserving faucets and a waterproof countertop of hand-molded solid-surface cobblestone. It is available with onboard freshwater and a winter package. **260/593-2279; www.richrestrooms.com; Booths #5300, #5301, #5305.**

4. Satellite Industries

Satellite Suites from Satellite Industries is a new line of high-quality restroom trailers being introduced at the 2014 Pumper & Cleaner Environmental Expo International. There will be two models on display with features that are new to the trailer market. **800/328-3332; www.satelliteindustries.com; Booth #4034.**



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PORTABLE RESTROOMS

5. Five Peaks

The Summit handicap-accessible portable restroom from Five Peaks comes standard with a 40-gallon tank, ground-level floor access, powder-coated wrap-around grab bars, large open interior floor space, vent screens and an automatic door closer all accessible through the heavy-duty rotational-molded door and jamb. The sidewalls are constructed of durable high-density polyethylene with steel reinforced corner extrusions for added strength and integrity. **866/293-1502; www.fivepeaks.net; Booth #3115.**

6. Kros International USA

The 4 in 1 Men's Portable Urinal from Kros International USA is ideal for crowded special events, as it allows four men to use it simultaneously, side by side, with ample separation and privacy. It's design features a large integrated tank made of long-lasting, durable polyethylene plastic. It is lightweight, efficient, easy to handle and clean (with only hot water and no chemicals), will shorten wait times at rest stations and keep portable restrooms cleaner. It features a 105-gallon tank. **855/576-7872; www.krosinternationalusa.com; Booth #2103.**

7. PolyJohn Enterprises

The Fleet flush restroom from PolyJohn Enterprises offers more space, which translates into more comfort for moms with young children or construction workers. Its corner tank makes good use of interior space. There's also sufficient room for a urinal or sink. Amenities like paper towel and hand sanitizer dispensers fit nicely and appeal to multiple markets. It offers a full flush range, including recirculating flush, freshwater flush and a variety of units that tie into city mains. **800/292-1305; www.polyjohn.com; Booth #2030.**

8. PolyPortables LLC

The Ambassador upgrade from PolyPortables LLC is designed to help replicate as closely as possible an in-home restroom experience. Customers will immediately note the convenience of the foot-pump or hand-pump flushing waste tank, 12- or 22-gallon in-unit hand-wash station, paper towel dispenser, mirror, vanity shelf, motion-activated light, toilet seat sanitizer and coat hook. All the company's standard-sized restrooms can be upgraded to include any or all of the package components. **800/241-7951; www.polyportables.com; Booth #2306.**

9. T.S.F. Company

The TJ Shorty portable restroom from T.S.F. Company is available in kid-friendly (77 by 50 by 44 inches) and construction models (80 by 50 by 46 inches). The construction model has a lift bracket for high-rise construction sites and is elevator accessible. The kid-friendly unit has no urinal, a stool in front of the tank for easy seat access and colorful hand and feet prints. **800/843-9286; www.tuff-jon.com; Booth #4100.**

TANKS/TRAILERS/ TRUCK ACCESSORIES

10. AlturnaMATS

Ground protection mats from AlturnaMATS protect turf/subsurface, while providing access for heavy equipment without a risk of getting stuck. They are sold throughout the world, to a wide variety of industries, and provide a fast, effective way to build a temporary road that is durable enough to withstand the weight of very heavy equipment. They offer a cost-effective way for construction and septic companies to quickly prepare a site, complete the work and move onto the next project. They have a load rating of 120 tons. **888/544-6287; www.alturnamats.com; Booth #6229.**

11. Amthor International

The new vacuum tank truck from Amthor International is a 2014 Ford F-550 with a 1,250-gallon, two-compartment aluminum portable restroom tank with a Masport HXL4 pump package. The body will include an aluminum fold-up gate, D/S workstation, two tank-mounted toolboxes and an epoxy-lined waste compartment. **800/328-6633; www.amthorinternational.com; Booths #4327, #4331, #4332, #4335.**

12. Atlanta Rubber & Hydraulics Inc.

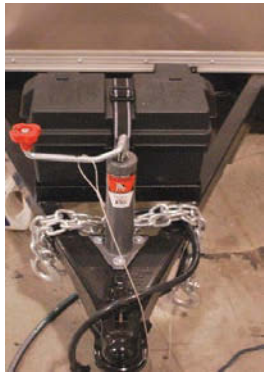
Green and Black hose assemblies from Atlanta Rubber & Hydraulics Inc. are constructed with Kanaflex 300 EPDM all-weather hose. They are ideal for anyone working in the septic pumping industry. Custom assemblies are available in any size or length, and with any fittings needed by customers. Each fitting is attached with two bands. High-quality Kuriyama and Dixon fittings ranging from aluminum and stainless steel to polypropylene and nylon are mainly used. Assemblies are typically made with quick couplings, but other fittings are available upon request. **800/282-6272; www.atlantarubber.com; Booth #2442.**

13. Banjo Corp.

The VSFMT220SS 2-inch NPT stubby valve from Banjo Corp. features a 2-inch full port male adapter, 100 percent polytetrafluoroethylene ball seats, a compact design, Teflon TFE seals with no elastomers and a maximum pressure of 1,000 psi. **765/362-7367; www.banjo.com; Booth #1325.**

14. Benlee Inc.

The Super Mini Trailer from Benlee Inc. is an ideal replacement for roll-off trucks, as it is similar in length, and carries the exact same 20-, 30-, 40- or tall 50-yard box. It is maneuverable and able to fit into tight spots; has a large payload that follows federal/state laws; allows for higher fleet uptime; and costs less than a tractor. **734/722-8100; www.benlee.com; Booths #2343, #2344.**



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15. Comforts of Home Services

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; Booths #5325, #5326, #5329.**

16. Crescent Tank Mfg.

The all-in-one rectangular vacuum tank from Crescent Tank Mfg. features a low-profile design with low center of gravity for hauling portable restrooms, additional water tanks and any other equipment needed for the job. Liquid waste is held inside the tank, along with a separate freshwater poly tank. The vacuum tank can be configured for volumes from 100 to 2,000 gallons. **585/657-4104; www.crescent-tank.com; Booths #1102, #1103.**

17. Ditch Witch

The FXT50 Truck Vac from Ditch Witch is mounted directly to a truck's frame rails, allowing the system to flex independently of the truck, promising stability and confidence. It can be mounted to the single-axle truck of the customer's choosing, and can be customized with toolboxes and other support equipment (e.g. 1,020 cfm blower, 3,000 psi water system flowing 5 gpm). It is quiet and offers quality filtration. **800/654-6481; www.ditchwitch.com; Booths #5214, #5216.**

18. Eldredge Equipment Services Inc.

The Depth Ray liquid level monitoring and control system from Eldredge Equipment Services Inc. can operate in vacuum or pressure, or in heavy material in mobile or stationary tanks. It contains no rods or floats, and is constructed of chemical-resistant components. It features a wireless remote, and optional controls for valves and alarms. Its operation is unaffected by most foam or density. It can be installed simply in any tank or container and exceeds DOT requirements. Several models and options are available. **800/220-2052; www.eldredgeequipment.com; Booth #2095.**

19. Green Leaf Inc.

GatorLock Couplings from Green Leaf Inc. allow for the quick connect and disconnect of tanks, pumps, transfer lines and more. The locking mechanism reduces the possibility of unintentionally opening the cam levers, which could result in personal injury and costly spills. Polypropylene couplings are highly resistant to chemical solvents and environmental stress. The line includes 1/2- through 3-inch locking cams, as well as 1/2- through 4-inch nonlocking in Series A-F. The maximum operating pressures are 90 to 125 psi at 70 degrees F. **800/654-9808; www.grnleafinc.com; Booth #1238.**

20. Hannay Reels

The 1000 Series from Hannay Reels is a compact manual-rewind reel. Applications include high-pressure washdown and sanitizing. It is designed to handle single 1/4-, 3/8- or 1/2-inch I.D. hose. It is lightweight, yet durable and has an e-coated frame for extra protection in demanding environments. A direct-crank rewind is permanently attached, and its exterior mounting holes enable easier installation. It features a redesigned pin lock and a standard adjustable cam-lock brake. It handles pressures to 3,000 psi and temperatures from 20 to more than 400 degrees F. **877/467-3357; www.hannay.com; Booth #5027.**

21. Imperial Industries

MRK6000 Series aluminum vacuum trailers from Imperial Industries come standard with a 6,000-gallon aluminum tank (6,300-gallon units are available). They feature full-length aluminum hose trays, external ribs, three topside 20-inch aluminum manways, a 12-inch primary with a 4-inch air line, a 4-inch intake and 6-inch discharge, LED running lights, a Henderson INTRAAX AAT 25K suspension, leveling height control, an air-ride suspension, Haldex slack adjusters and optional full-length catwalk with hand rails. **800/558-2945; www.imperialind.com; Booth #4020.**

22. Kuriyama of America Inc.

Amphibian AMPH Series hose from Kuriyama of America Inc. features a highly abrasion- and oil-resistant polyurethane inner liner that better resists internal wear than rubber hoses, especially in the bends where the material hits, leading to less costly downtime. It is effective vacuuming above ground in normal temperatures, or hard-to-reach areas in extreme subzero temperatures. Its highly flexible Cold Flex materials and corrugated outer cover allow for ease of use. **847/755-0360; www.kuriyama.com; Booth #3021.**

23. McKee Technologies – Explorer Trailers

The Transporter from McKee Technologies – Explorer Trailers features easy-to-adjust carrier slats that box in virtually any size toilet skid. Multiple sizes of toilet skids can be configured securely in the same load. Models range in size from 8 to 48 feet, accommodating up to 24 toilets. All models include fully independent suspension axles that virtually eliminate side-to-side shock transfer. They are available with a front wind deflector to protect toilets from road spray, stones and wind loading. They are available with hot-dip galvanizing for corrosion protection. **866/457-5425; www.explorertailers.com; Booth #5357.**



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24. Mid-State Tank Co. Inc.

A vacuum truck with a 2,500-gallon, two-compartment aluminum tank mounted on a 2013 International chassis is an offering from Mid-State Tank Co. Inc. The 33,000-pound GVWR unit has an NVE 607 water-cooled pump and heated valves. Other aluminum and stainless steel pressure/vacuum tanks and options are available. **800/722-8384; www.midstatetank.com; Booths #6312, #6313, #6317.**

25. Muncie Power Products Inc.

The CS24 from Muncie Power Products Inc. is a clutch shift PTO designed for Allison World and Caterpillar automatic transmissions. It is engaged by means of a solenoid-activated, wet clutch pack. The engagement solenoid is built into the PTO, and installation is simplified by the requirement of only one hose connection. It features four remote-mount output shaft options, rotatable direct mount flanges, is compatible with PTO shaft extensions and includes the Muncie output shaft brake. **800/367-7867; www.munciepower.com; Booth #2010.**

26. Omega Liquid Waste Solutions

The Remote Control Powered Hose Reel from Omega Liquid Waste Solutions offers the ability to slash the time required to lay out and stow either 3- or 4-inch vacuum hose, what can typically take 10 to 15 minutes is achieved in seconds. It is also hinged to swing away from the back of the tank in order to facilitate rear dumping and to deploy hose in the direction of the job site. With universal mounting to any truck frame, the install is simple and secure and only requires a 12-volt connection for operation. Operators have complete control of "reel in and reel out" and "swing open and swing close" functions via a small hand-held remote with a range of 200 feet. **450/651-0444; www.exprolink.com; Booth #6167.**

27. Pik Rite Inc.

The newest vacuum truck from Pik Rite Inc. features internal plumbing for a clean look, a 20-inch rear manway with discharge valve and camlock fittings, a vacuum pump and right angle gearbox attached to both frame rails, a 20-inch top manway, a 4-inch liquid-filled vacuum/pressure gauge, a frame-mounted secondary trap for easy access, dual vacuum and pressure reliefs, a 12-inch low-profile primary shut-off with stainless steel float ball and large easy-to-reach hose hooks. **800/326-9763; www.pikrite.com; Booths #4217, #4220.**

28. Piranha Hose Products

Brutus and Lil' Brute portable hydraulic hand swagers from Piranha Hose Products can be taken anywhere to install hose ends. Lil' Brute is designed for hose sizes 1/4, 3/8 and 1/2 inch. Brutus is designed for hose sizes 3/4, 1 and 1 1/4 inch. Both machines include a drawer that holds up to three sets of dies and pushers to provide the complete package. They are sold either as a kit with one unit, one die and one pusher, or as individual components. **800/250-5132; www.piranhahose.com; Booth #3017.**

29. Progress Tank

The DOT 407 code hoist and door lift unit from Progress Tank features a 4,200-gallon aluminum tank equipped with a front hoist and full rear-opening door. It features a Robuschi 65 blower package. High-mount taillights offer improved visibility while providing less obstruction with equipment storage. The rear door is equipped with dual hydraulic cylinders and a swing arm door prop has been added for safety. It is mounted on a Western Star 4700 tandem-axle chassis with 20,000-pound front axle and 46,000-pound rear end that offers a 450 hp Detroit Diesel engine combined with a Fuller eight-speed transmission. **800/558-9750; www.progresstank.com; Booth #6224.**

30. Roth Global Plastics

The MultiTank from Roth Global Plastics can be used for water cistern, pump, holding, rainwater or as a septic tank. This is possible due to its construction of an inner layer of FDA-approved virgin HDPE, two inside layers of PE for improved stability, plus one outer layer of black and UV-stabilized PE. Features include CSA, NSF and IAPMO certification; a COEX-4 multilayer co-extrusion process; a low-profile design that leads to less digging and makes it easier to avoid a high water table; lightweight construction; a multipoint inlet/outlet; two 24-inch manways; a cylindrical shape that requires no water for backfill; a threaded riser system; and watertight seamless construction. **866/943-7256; www.rothmultitank.com; Booth #4124.**

31. Scorpion Protective Coatings Inc.

The three-part polyurethane X02 batch mix system from Scorpion Protective Coatings Inc. is a professional-grade liner that protects truck beds from abuse. This liner is virtually impenetrable and resists both moisture and rust. It is UV stable and will not fade. **765/653-1736; www.scorpioncoatings.com; Booth #1420.**

32. Shark Pressure Washers & Jetters

The SJPE-1500 from Shark Pressure Washers & Jetters is portable, compact and features a detachable hose reel. Its retractable handle accommodates easy loading and unloading into vehicles, and allows for transport around work sites. Its Pulse Technology propels hose through the line and around tight curves to break through clogs. Rated at 1.7 gpm at 1,500 psi, it operates on 115-volt electricity and comes standard with a 35-foot power cord with GFCI. Designed for use in pipes less than 4 inches, it features a roll cage steel chassis, triplex pump and heavy-duty Baldor motor, and fits into tight work spaces with easy one-person operation. Its is ETL safety certified. **800/771-1881; www.sharkpw.com; Booth #6324.**



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33. STAC Inc.

Mobile hydraulic drive systems from STAC Inc. eliminate the need to use the drive shaft of the vac truck to power a blower or vacuum pump, which can sometimes be difficult due to tight space and angles. Benefits of a hydraulic system include safety, longevity, reduced downtime, added value and reduced maintenance. **800/334-7699; www.thermaflow.com; Booths #2457, #2458.**

34. SVE Portable Roadway Systems Inc.

TRAKMATs from SVE Portable Roadway Systems Inc. are lightweight full-size ground protection mats. Its "Power Cylinder" surface creates superior traction, while allowing the mats to slide apart smoothly for easy loading/unloading. Hand cutouts are standard for safe lifting. Mats are available in Utility Black or Cool Green to prevent burned grass. They come in several sizes to help work smarter and save money by reducing weather delays and protecting customer's property from damage. **800/762-8267; www.mudtraks.com; Booth #6316.**

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35. BulkTP

BulkTP offers 2,500-Sheet Small Core Toilet Paper. It is a high-capacity jumbo-roll tissue manufactured under the company's label, and has guaranteed uniform quality and consistency. The paper quality is ideal, and can lower both the cost per service and annual restroom tissue costs. It is available in 24-roll cases, is one ply, is made from 100 percent recycled material, and is septic tank safe. One pallet contains 55 cases. **888/645-4225; www.bulktoiletpaper.com; Booth #1452.**

36. Chempace Corporation

The foaming action of Sewer Foam from Chempace Corporation, when combined with the high-pressure water of a jet truck, breaks down grease and organics from all types of pipes. From large municipal sewer lines to residential pipes, its use in sewer line cleaning saves time and money. It is highly concentrated at 2 ounces per gallon, making it cost-effective and economical. It is noncaustic and is safe for all pipes and jet trucks, and can be used while jetting drainlines. **800/423-5350; www.chempace.com; Booth #1472.**

37. Del Vel Chem Co.

Simply Soft toilet tissue from Del Vel Chem Co. offers an economical alternative to standard tissue with the small-core roll lasting 2 1/2 to 5 times longer and the double roll lasting 1 1/2 to 3 times longer than standard rolls. Each roll of tissue is individually wrapped and packaged for protection. **800/699-9903; www.delvel.com; Booth #4302.**

38. J & J Chemical Co.

EverPro portion control non-formaldehyde deodorizing tablets from J & J Chemical Co. are fast dissolving, nonstaining instant deodorizing protection that break down solids and leave a pleasant fragrance in portable restrooms. They are available in a variety of sizes that are ideal for handling any situation from mild climate or events to extreme climate and weeklong services. They are available in a variety of exclusive fragrances. **800/345-3303; www.jjchem.com; Booth #2226.**

39. Johnny's Choice by Chemcorp Industries Inc.

Deodorizing Urinal Screens from Johnny's Choice by Chemcorp Industries Inc. not only provide effective screening for urinals, but also freshen and deodorize with a high amount of fragrance. Optimized bacteria reduce odors and surface buildup in urinals. In addition, the upper surface has protrusions to reduce splash back, which also reduces cleaning time and improves sanitation. Each screen also comes with a set of month and date tabs, which can be used as installation or replacement date reminders. They are available in mango and apple spice fragrances. **888/729-6478; www.johnnyschoice.com; Booth #4014.**

40. Lenzyme/Trap-Clear Inc.

Premium High Count from Lenzyme/Trap-Clear Inc. can be used for heavy grease breakdown, drainfield rejuvenation, municipal plants, sewer and lateral lines, sewage ponds, settling ponds, grease traps, pump stations, organic spills or wherever a problem area is detected. It is available in 5-gallon pails and 50-pound totes. Both products can be private labeled. **800/223-3083; www.lenzyme.com; Booth #3026.**

41. One Biotechnology

BioOne from One Biotechnology contains bacteria selected for their ability to consume animal and vegetable fats, oils and greases (FOG), with no unwanted byproducts. It does not contain any added enzymes, surfactants or fragrances, so FOG does not flow out of the system into municipal wastewater treatment systems. It has also been recognized by the EPA's Design for the Environment program. **800/951-4246; www.onebiotechnology.com; Booth #4245.**



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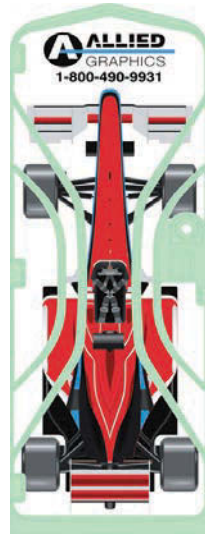
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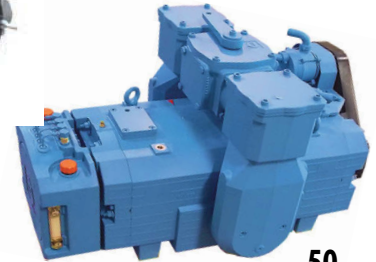
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42. Safe-T-Fresh

Bio QuickScents 60 portable restroom deodorizers from Safe-T-Fresh are powerful, all-natural powder that offer odor control and cleaning power. The ingredients break down waste to prevent piling and dissolve residual waste found on tank walls and tubing. The active ingredients are also beneficial to waste treatment plants, eliminating any worries about dumping. Other products include QuickScents 30 gram packets for special events and cooler weather and 3000 and 5000 liquids. **877/764-7297; www.safetfresh.com; Booth #4034.**

43. Surco Products

Xtreme Clean portable toilet deodorant from Surco Products comes in easy-to-handle water-soluble packets, meaning no more sticky packets, blue fingers or wasted product. It is made with a clean and easy-to-handle water-soluble membrane, and contains Metazene molecular odor counteractant and a powerful biocide. Portion control prevents overuse, waste and theft. **800/556-0111; www.surco.com; Booth #3104.**

44. Walex Products

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 fits in all styles of urinals. **800/338-3155; www.walex.com; Booth #3213.**

FINANCING/INSURANCE

45. Trans Lease Inc.

An independent lease and finance company, Trans Lease Inc. covers the United States and Canada, with a focus on the transportation industry. The company's Specialty Markets Division covers specific industries, such as industrial cleaning and excavation. **877/600-6423; www.transleaseinc.com; Booth #2345.**

GRAPHICS

46. Allied Graphics Inc.

Allied Graphics Inc. can provide small or large quantities of decals for the doors of portable restrooms. They can be used to supplement income through advertising, add value to a special event venue or advertise your company. **800/490-9931; www.allied-graphics.com; Booth #4144.**

47. Magnets by Stamp Works

Magnets by Stamp Works is now offering a magnetic tandem-axle pumper truck decal. The all-vinyl decals are weatherproof and suitable for outdoor display. They are approximately 0.35 mm thick, and are printed in full color. **800/758-2743; www.pumpertruckmagnets.com; Booth #6025.**

PUMPS

48. CEI – Chandler Equipment Inc.

The manifold of the Jurop RVC360 side-mount vacuum pump from CEI – Chandler Equipment Inc. can be disassembled, cleaned and reinstalled with minimal time and without a gasket and/or seal kit. Inflow of air into the final filter design was restructured to allow for effective capture of debris. The back-flow check valve was also redesigned to reduce if not eradicate replacement due to delaminating. It is ideal for applications requiring a vacuum pump, hi-vac tri-lobe blower or self-priming transfer pump. **800/342-0887; www.chandlerequipment.com; Booth #4234.**

49. Fruitland Manufacturing

Fruitland Manufacturing is offering a biodegradable oil for use with all rotary vane pumps. It is both environmentally and user operator safe. Biodegradable oils help reduce emissions and are nontoxic. They are also cost-efficient. **800/663-9003; www.fruitlandmanufacturing.com; Booth #6007.**

50. Moro USA

The PM3000 liquid-cooled vacuum pump from Moro USA is capable of pumping nonvolatile liquids and sludge from long distances, with a suggested tank capacity of 3,000 to 6,000 gallons. It includes an integrated check valve, changeover valve, automatic oiling system, industrial-duty bearings, Viton seals and high-flow-rate asbestos-free spark-proof vanes. Its onboard liquid cooling system incorporates a forced circulation external water pump. It is capable of 43.5 psia and a continuous vacuum of 24 inches Hg, along with a flow rate of 1,000 cfm and 1,200 rpm rotating speed. It also features 4-inch flange connection. **800/383-6304; www.morousa.com; Booth #3122.**



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51. VARCo

The Patriot 300 from VARCo is a ballast-port-cooled, continuous-duty pump with over 300 cfm of vacuum. It features auto-lubed front bearings, an auto oiler, diesel flush port and an external oil tank for easy viewing of oil levels. **866/872-1224; www.varcopumper.com; Booth #5150.**

52. Westmoor Ltd.

The Conde ProVac from Westmoor Ltd. is an industrial liquid waste pumping system that is ideal for grease trap pumping. It is quiet and pumps at 120 gpm. A flip of the switch starts it in the vacuum mode for pumping. Built-in exhaust deodorizer keeps odor at a minimum. Flip the switch to the pressure mode for off-loading. It is an intelligent pumping solution for locations not suitable for large vacuum truck hoses, and ideal for the indoor/remote tough-to-get-to jobs. It is easy to maneuver, use and maintain. **800/367-0972; www.westmoorltd.com; Booth #5124.**

OFFICE TECHNOLOGY

53. CallSource

DealSaver from CallSource is a lead-recovery tool designed for any appointment-driven company in the home services industry. Incoming lead calls are analyzed within minutes, and those not ending with an appointment are promptly sent back to a manager in order to recapture the lead, usually within the hour. The alert contains the lead's name and phone number, along with the company rep that handled the call, all giving the team a second chance at converting the lost prospect into a new customer. **818/596-6949; www.callsource.com; Booth #5455.**

54. Clear Computing

The TAC (Total Activity Control) Online management system from Clear Computing is a cloud-based system that allows access from a Mac or iPad, Android Tablet or any computer connected to the Internet. Benefits include the ability to run a business from home, office, vehicle or on vacation; seasonal variation options that allow users to pay for only what they need each month; the ability for route drivers and sales force to work from the field; and the cost savings of not having to upgrade or purchase new computers, or have frequent tech support visits. It is hosted in secure, backed-up 24/7 data centers. **888/332-5327; www.clearcomputing.com; Booth #2339.**

55. EZTrakR Systems Inc.

iButton technology from EZTrakR Systems Inc. verifies services on a driver's route are completed with electronic service validation. It tracks the date and time of each service, delivery or pickup per unit. Operators can quickly access customer history to verify services completed for resolving billing discrepancies. It offers reports such as inventory count, employee productivity and missed services. It combines this technology in one simple program for improved customer service and more accurate billing. **866/529-1938; www.eztrakr.com; Booth #3005.**

56. GPS North America

Smart Antenna vehicle tracking hardware from GPS North America is a tamper-proof and scalable device providing standard GPS tracking. It can also interface with third-party hardware for job dispatch, navigation and electronic driver logs. The company also specializes in the development and support of paperless forms for hand-held, mobile data collection, and enables companies to control fuel and labor costs by locating and monitoring fleets and assets through their SignalTrack Web portal. **888/760-4477; www.gpsnorthamerica.com; Booth #5415.**

57. InSight Mobile Data Inc.

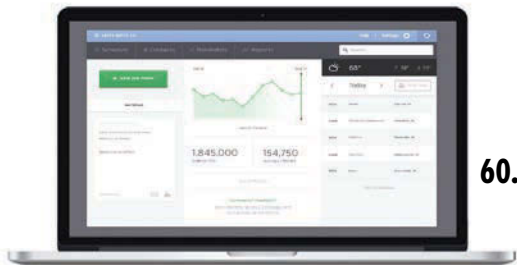
StreetEagle Mobile Barcoding from InSight Mobile Data Inc. equips field workers with not only asset locations on a map, but also barcode technology to enable them to scan any asset to communicate activity and inventory data. For operations that depend on utility vehicles, equipment and other mobile assets to get their work done, keeping tracking of their location, status and usage history is critical for maximizing efficiency. **301/866-1990; www.insightmobiledata.com; Booth #2341.**

58. Point-of-Rental Systems

Mobile WorkForce from Point-of-Rental Systems allows the mobile worker to eliminate the paper equation by performing tasks onsite, with any wireless device or laptop, without having to be granted full access to the company server. Service personnel performing maintenance can open the service contract from the job site and scan the barcode on the unit to mark the service completed. The task is then instantly reflected in the contract, automatically noting the latitudinal-longitudinal location as well as the date-time stamp. It includes a call log feature, signature capture feature, photo captures and arrival notifications. **972/602-9819; www.point-of-rental.com; Booth #4326.**

59. Ritam Technologies LLC

Summit software from Ritam Technologies LLC is simpler and faster than previous versions, getting you back to doing what makes you money. At \$17 per month, the Lite edition captures thousands in repeat business. For \$77 per month, the Pro edition provides a company management system from customer orders to dispatching, routing, mapping, email invoices and automatic credit cards. **800/662-8471; www.ritam.com; Booth #4300.**



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60. Tank Track LLC

Tank Track is a business management program specifically for the septic industry. The simple, user-friendly design allows users to manage customer information, track property details, upload plans, schedule appointments, assign trucks, map routes, manage reminders, and generate pumping and dumping data for reporting. Users can customize job form fields and print any page easily. The program is securely accessible from any computer with an Internet connection, and customer service is included. Optional integration with QuickBooks lets users enter customer information only once. Users can import contacts from other programs. No contract is required. A mobile app is coming soon. **888/732-4882; www.tank-track.com; Booth #6243.**

61. Trade-Serve

The Trade-Serve system allows technicians to make a professional and consistent presentation of options to customers in just under a minute. In addition to eliminating paper in the field, service managers have the ability to coach every call from the office, owners control margins with the click of a button, and warehouse managers monitor inventory quickly and efficiently. It takes ordinary and familiar business models and makes them easy to use and relevant to technological advances. **636/222-2222; www.trade-serve.com; Booth #5354.**

62. US Fleet Tracking

The AT-X5 live GPS tracking device from US Fleet Tracking is compact, discreet and easy to install. It assures turn-by-turn monitoring of mobile assets, and features 5- and 10-second tracking, historical playback and virtual fences. It comes standard with weather overlay and traffic features for safety and efficiency, plus the ability to create and edit up to 20 different logs while in the field. The Web-based system is compatible with every mobile platform. **405-726-9900; www.usfleettracking.com; Booth #5452.**

INDUSTRY NEWS

JAG named restroom provider for President's Cup

JAG Mobile Solutions was named the exclusive restroom trailer brand for the 2013 President's Cup PGA golf tournament at Muirfield Village Golf Club in Dublin, Ohio. JAG provided the October tournament with 27 Cottage Series trailers.

Five Peaks opens warehouse in Mexico

Five Peaks opened a new warehouse in Veracruz, Mexico. The facility is the first outside of the United States for the company. The building includes administrative offices as well as an outside assembly and storage area. The distribution center will carry a complete line of products, including portable restrooms, sinks and deodorants.

Chandler Equipment founder passes away

Bobby Joe Chandler, founder of Chandler Equipment, passed away Sept. 27, 2013, at age 76. Working out of a warehouse in Springdale, Ark., in 1978, Chandler and his wife, Juanita (Faye), and nine employees began producing agricultural equipment, then grew the company every year. In 1992, Chandler added products for the vacuum tank industry. Retiring in 2007, Chandler turned over leadership to his son Jeff Chandler and grandson Chris Chandler, who continue to run the business. ■



See Live Demo at Pumper & Cleaner Show in J&J Booth #2226

Waterblade

Perfect For Drying Portable Toilets

With the unit cleaned and rinsed, the interior can be **dried** with the Porta-Dry Blade in an average of **15 seconds** with almost no use of towels. A single operator can service more units every day using the Porta-Dry Blade saving time, labor and money.

Benefits:

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- Specially developed 70 durometer blade has optimum rigidity and flexibility
- Green product! Earth friendly by reducing laundering
- Save money by greatly reducing towel use
- Faster and easier, saves man hours and labor
- Silicone blade won't harbor bacteria. A safer, more sanitary work environment
- Fewer wet towels for workers to manage. More sanitary!
- Small size (11" blade) fits in apron or work pant pocket

You Tube See our YouTube video for demo
Not recommended for use on painted surfaces or automobiles.

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BUSINESSES

Cover Story Business for Sale: This is a great opportunity for the right individual. We are located in beautiful North Dakota. We are a portable restroom business along with septic service and we are also a full line of rental equipment. We have 4 trucks 3 for restroom and one septic truck, along with all our rental equipment. We have about 300 restroom, 8 sinks, 2 handy cap units. We are located in central ND and service the oil-rich western ND. Asking \$750,000. Willing to finance part of purchase with the right individual. Call Duane for all the details 701-320-3525. (T01)

Just an hour from St Louis, MO. 28-year-old portable restroom and septic pumping business with over 400 portable restrooms, 4 service trucks, 3 septic pumps, 26,000 sq. ft. shop, 8 offices and conference room on 4-acre fenced lot. Must see! Serious inquiries only. 573-760-5292 (T02)

For Sale: 20-year-old family owned NW-Kansas portable toilet, pumping & septic installation business. \$400,000 annual sales serving NW-Kansas & Eastern Colorado area. Equipment & 70' x 130' shop w/office space. Serious inquiries only. Call 785-899-2136 or email Brian @ bripped@st-tel.net (P01)

FOR SALE...Established porta potty company located in central New Jersey! This company comes with its own website, truck and all the equipment needed. All you have to do it turn the key and go. \$150,000. For questions please email Blackhat1966@aol.com (P01)

Portable Toilet Business for Sale. Established company for 23 years in Seattle, WA. Net profit: \$180,000 per year. Sale price \$720,000. Please email Dave at: spiffybiffyrentals@gmail.com (P01)

Wanted: Looking to purchase existing septic/portable toilet rental business in western North Carolina. Call 716-474-4997. (P02)

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (T01)

FENCING

Wholesale windscreen privacy fence mesh: High quality, low prices. Plenty in stock. Pre-cut — Fence panels 10' up to 150' long. Construction site approved. www.ifencedirect.com 626-689-2025 (T01)

PORTABLE RESTROOMS

300-400 PolyJohn & Hampel Shed construction-grade units. 90% ready for immediate use. \$50 each firm. You choose, you transport. John @ 804-752-2599. egx@comcast.net (T02)

PORTABLE RESTROOM TRAILERS



Several restroom trailers for sale. Manufactured by Rich Restrooms. Heat and air. Each has a 100-gallon freshwater tank, 300-gallon waste tank, and 2 stalls.\$12,000

Contact Steve:
607-857-1312 PA

T01

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

2005 Olympian Executive restroom trailers, heat, a/c, hot water, interior and exterior lighting. Several sizes, call 845-883-9538. (P01)

PORTABLE RESTROOM TRUCKS

2005 GMC 5500: 237,000 miles. Auto, diesel, new tires. Conde SDS12 pump, 1,500-gallon aluminum Amthor tank. Asking \$19,500. Call 419-625-8764, Ohio. (P02)

2004 Ford F550: 6.0 diesel. 6-speed manual. Zero miles on new rebuilt engine. 4x4. 600 waste/300 water. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. \$21,000 (PBM)

2005 Ford F350, diesel, Satellite unit, 400 waste, 200 water, M2 Masport. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. \$14,000 (PBM)

2008 Dodge 5500: Auto, diesel. Purchased new from Satellite, January 2010. 650 waste, 300 fresh, 2-unit carrier. \$34,000. 845-883-5563 (P01)

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Toilet Transporters Comfort Stations Handwash Trailers

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.

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BEST Water Soluble Packets

SURCO® BRAND

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1-800-556-0111

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

2000 Int 4700 - \$17,500; 2002 Int 4300 - \$23,500; 2006 Int 4300 - \$39,500; Roll-off - \$23,500. Restrooms - \$150. 256-757-9900 or www.pbsos.com. (PBM)

2012 International TerraStar: 66,000 miles, Crescent tank 750/350; **2007 Chevy 6500:** 105,000 miles, Crescent tank 950/350; **2007 GMC TopKick:** 135,000 miles, Flat tank 1,000/350; **2001 Ford 350 SuperDuty:** 235,000 miles 300/150. All trucks ready for work. Call for pricing. Jeff 585-303-6155. CASH ONLY. (P01)

2006 Ford LCF: Truck runs rough, but tank and pump are in great shape. About 90,000 miles on truck. \$15,000. 563-343-7719 Brian (P02)

2007 International 4300 with Lane tank (new) set up for service. Asking \$49,500. Turning radius like an Isuzu on shortened frame. See pics at www.pottyman.net. Call 229-224-0404 (P02)

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Sure, they're a chance to see what's new and what works.

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with some of those people. They're like family. And every year we make a few new friends, too.

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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.

