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Canada's Affordable Portables swapped dump trucks for restroom rigs to retool a successful business

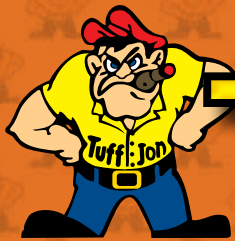
TRADING PLACES

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ON LOCATION:

Raise a Glass

With clean, fresh service on tap, Florida's Allied Portables joins the Oktoberfest celebration **Page 18**



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ON THE COVER: Tom and Janet Brownlee have spent more than 20 years building their successful portable sanitation business in St. Williams, Ontario, Can. They are shown with a few of their service vehicles from Vacutrux Limited and restrooms from PolyJohn Canada. (Photo by Rodney Thwaites)

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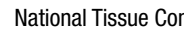



















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Act Like the Big Boys

WHETHER YOUR PORTABLE SANITATION COMPANY IS LARGE OR SMALL, MAKE IT A POINT TO BUILD YOUR BUSINESS LIKE AN INDUSTRY LEADER

By Jim Kneiszel

Did you just return home from the Pumper & Cleaner Environmental Expo International in Indianapolis? If you did, you just saw the portable sanitation industry put its best foot forward for all the world to see.

What do I mean? Product manufacturers displayed their latest and greatest offerings, from feature-filled and chromed-out vacuum trucks to sleek and stylish upscale restroom trailers; from the latest high-tech office products to new designs for basic restrooms. The tools of the trade get better every year ... better looking, more efficient, more reliable.

Portable sanitation service providers who make the annual trek to the Indiana Convention Center are equally impressive. They often bring the whole crew, decked out in matching uniforms every day of the Expo, spending valuable hours researching products, taking advantage of Education Day seminars and generally soaking in as much information as they can.

FOLLOW THE LEADERS

The Expo is where many of the industry's finest go to stoke the entrepreneurial fire. One PRO on hand might have 50 employees and 5,000 restrooms out in the yard, and he's standing next to a one-man-band operator with 100 units in the field behind his house. But they have something in common: They both want to be the best. Whether you're the guy who's conquering the major market or the upstart with a passion for the business, the goal should be to look like an industry leader at all times.

With that thought in mind – and fresh from my own Expo experience – I present a list of several tips to build on your company's professionalism. Follow these bits of advice and even the smallest restroom company can act like the big boys.

CLEAN IS KING

It's the second word in portable sanitation, but keeping things sanitary is your first priority. And there's no room for error if you want to be considered a professional operator. Effective and consistent technician training is critical, and arming them with the best tools for clean service is paramount. Expo attendees learned the training part through seminars, and saw the best cleaning products on the exhibit floor. One tip for consistency in your restroom service regimen: Write a handbook outlining your expected cleaning processes and make sure employees review it regularly. Then spot-check technician performance by periodically following drivers on a route.

THE TRUCK IS YOUR BUSINESS NERVE CENTER

First, make sure your service trucks are ready for a white glove test

At regular intervals, take a critical look at your service trucks and restroom inventory and replace aging or inefficient equipment. Err on the side of taking trucks or units out of service sooner rather than later.

every day. Put together a maintenance and inspection checklist and have drivers follow the guidelines every morning before pulling out of the driveway and every night before parking the truck. Don't fool yourself into thinking customers won't notice a dirty rig. Then to improve efficiency and on-time service, you need to route right. Using office technology tools, prepare smart routes daily that will save gas and spend your labor costs wisely. Make sure drivers have a smartphone and a tablet or laptop computer for better communication and instant job site accountability and customer billing.

DON'T LET A UNIT LEAVE THE YARD UNTIL IT'S PERFECT

Employ careful inventory control to ensure your customers never have to see a substandard restroom. Have a plan in place to handle, store and scramble units effectively when the driver brings them home. Clean units with a pressure washer when they return after a job and check them again before they leave for the next placement. Inspect for loose panels, popped rivets, tired springs, vandalism and faded or torn labels. Repair everything immediately.

ALL SIGNS POINT TO SUCCESS

Exceptional graphics and logos are no longer optional, but should be standard tools for a professional service provider. Do what you do well – as in pumping and cleaning units for your customers – and leave graphic design to the professionals. Just like you wouldn't trust an artist to operate your vacuum truck, you shouldn't attempt to draw your own company logo. Graphic art is as necessary as sound service practices to build the image you want. These services should be looked at as essential rather than something you'll pay for when you think you can afford it. That goes for your advertising, your truck signage and your website. Make it carry a consistent, professional appearance.

DO ONE THING TODAY TO BRING "WOW" TO YOUR CUSTOMER SERVICE

Be memorable to customers by creating a signature service touch. Some companies offer uniformed attendants, bouquets of flowers in a restroom

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trailer or personal thank-you gifts going out to new customers. I recall one PRO I talked to who delivered fresh cookies to her customers as a holiday gift. Think about a grand gesture you can make to set your business apart from the competition. Then follow through.

OUT WITH THE OLD, IN WITH THE NEW

At regular intervals, take a critical look at your service trucks and restroom inventory and replace aging or inefficient equipment. Err on the side of taking equipment out of service sooner rather than later. Ask someone from outside your company to conduct an inspection with you. They may notice something you don't see because you deal with the inventory every day. Recognize product advances in the tools you use, from computers to restroom trailers, and regularly invest in upgrades.

MARKET LIKE YOU MEAN IT

Your image may start and end with a mission statement, and anymore you don't want that mission to read: "No. 1 in the No. 2 business." Go from embarrassing to emboldening by replacing tired, demeaning catchphrases with green and clean mission statements that will reel in big customers who demand to work with top-notch professionals. The kind of customers you want to work with appreciate a positive message, a streamlined and usable website and straightforward communication. ■

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Safety Measures

Caution: Railroad Crossing Ahead

In rural areas, railroad crossings are often rather
basic, without the prominent crossing bars and
flashing lights of busier intersections. As rail traffic
increases, could those passive warning signs create
a recipe for disaster? Learn what Editor Jim Kneisler

has to say about a fatal railroad
crossing accident and find out
what type of measures drivers
can take to prevent such tragedies.

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most important
things I’ve learned
have come
through roundtable
discussions. I can
call people that
I’ve met from all
over the world to
bounce ideas
around.”

— 7 Reasons to Attend Trade Shows
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Writer Judy Kneiszel has operated her own small business for 15 years and is familiar with the many rewards and challenges of business ownership. Write to her with questions, comments or topic suggestions at thewordhouse@ameritech.net.



Join the Club?

WAREHOUSE SHOPPING CLUBS PROMISE GOOD DEALS AND BUSINESS BENEFITS, BUT DOES A MEMBERSHIP MAKE SENSE FOR YOUR PORTABLE SANITATION COMPANY?

By Judy Kneiszel

Picture this: It's 7 a.m. You swing your truck into an almost empty parking lot grabbing a spot near the entry. You flash a card at an attendant as you enter a cavernous space where goods from soup to nuts to air conditioners are stacked almost floor to ceiling. You grab an oversized cart and pile it high with cases of toilet tissue, soft drinks to stock the office fridge, a year's worth of copier paper, a huge package of muffins to treat everyone back at the office to breakfast ... for a couple of days, plus a two-pack of toner cartridges for your printer and a 50-piece tool set that just happened to catch your eye. You check out without having to wait in line and you're heading to the office by 7:25.

In this scenario, you utilized a business membership at a warehouse club. Did you save money on every single item? Maybe. Maybe not. Did you save time using one-stop shopping and special business member hours? Probably. Is belonging to Sam's Club, Costco or BJ's worth the price of membership for a small business? That depends on several factors.

WHY PAY TO SHOP?

The warehouse club concept is simple. Consumers or businesses pay an annual membership fee. Nonmembers either can't shop at the club or pay a 5 to 15 percent markup on everything they buy. The club is a no-frills retail experience where products are not arranged in lovely displays, but sold directly off pallets. Items are sold in bulk.

You'll find everything from big-screen TVs to specialty beer at these stores. But will you find enough staples of your small business to make a membership worthwhile?

An obvious example for PROs is found in the ample bulk-packaged paper products aisle. You use a lot of toilet tissue and hand towels. Could the warehouse club be your go-to supplier of these products, or at least save you money if you're running short of product during a major special event?

Or look at the maintenance needs of your vehicle fleet and restroom inventory. Do you replace a dozen tires a year on your pickups and service vans? How about batteries for your trucks, radios or hand-held devices? Do you go through power washers or other tools with regularity and can pick up replacements at the club?

SELLING SERVICES, TOO

Warehouse clubs offer a variety of services to businesses, which may or may not be cheaper than purchasing those services elsewhere.

While they vary, one warehouse club offers 401(k) retirement plans, business phone packages, payment processing and payroll services, water delivery and check printing. Another warehouse club offers deep discounts on prescription medications in its pharmacy for business members as well as online ordering for next-day pickup, early shopping hours and credit card



processing services.

One club offers inexpensive health screenings, another offers home and auto insurance in selected states. One has even gotten into the small business lending game. Some clubs have adjacent member-only gas stations, which may or may not sell gas cheaper than other local stations depending on location and circumstances.

WHICH CLUB IS FOR YOU?

Membership costs \$40 to \$110 annually, depending on the club and type of membership. They all offer at least one level of membership plan that rewards customers with 2 percent payback on purchases up to a certain point. For big-volume shoppers, this means the membership can pay for itself, and then some. For example, purchasing six 80-roll cases of Georgia-Pacific Envision 2-ply bath tissue for \$45.89 each every two weeks for a year would pay for a \$110 Costco Executive Business membership, plus \$22. (Yes, that's 11,520 rolls, but you get the point.)

If you are in an area with a choice of warehouse clubs, check them all out. Traditionally, Sam's Club has targeted small businesses, offering special shopping hours for business members and other perks. However, if the nearest Sam's Club is further away or doesn't offer the products, brands or services your business is most likely to purchase, it's not the best choice for you. Conversely, Costco may have what you need at great prices, but if you are going to waste 30 minutes circling the parking lot and standing in the checkout line every time you go there, maybe Sam's is the best choice even if it's further away.

*A warehouse store offers an ample supply of bulk paper products in case you need to pick up a few hundred rolls of toilet tissue on the way to a special event service.
(Photo by Jim Kneiszel)*

Purchasing warehouse club memberships for your employees can be an appreciated yet somewhat inexpensive perk. Some companies give them as rewards for outstanding service or as Christmas gifts to employees.

In addition to the merchandise you see on the store floor, research the services each club offers. One may offer car rentals while the other offers boat loans. Will you use either of these? One of the chains does not have pharmacies. Is that a deal breaker for you?

MEMBERSHIP AS AN EMPLOYEE BENEFIT

Purchasing warehouse club memberships for your employees can be an appreciated yet somewhat inexpensive perk. Some companies give them as rewards for outstanding service or as Christmas gifts to employees. Some levels of membership allow 6 to 8 “add-on” memberships, which may be enough to supply a small company’s entire office staff with a card. They can do their personal shopping at the club and it’s convenient that anyone on the staff can run out for office supplies.

In addition to providing employees the chance to save a little money on groceries and household supplies, they may take advantage of discounted services offered by the warehouse club that you can’t afford to provide as benefits. For example, many health insurance plans don’t pay for routine vision exams. An eye exam at a clinic can run \$200 out of pocket. An eye exam at a warehouse club is between \$60 and \$100. So while not fully covered, members see significant savings. Similarly, I found a club membership paid for itself at a time when my health insurance did not provide a prescription benefit. Medications were significantly less expensive at Sam’s Club for those with a certain level of business membership.

SAMPLE THE CLUBS FOR YOURSELF

The only way to decide if a warehouse club membership is worth the expense for your business is to take the time to compare prices of the goods and services each club offers that your business will utilize to what you are paying for those things now. And don’t forget to factor in your time and how much you value convenience.

One final piece of advice: do your in-store research on a Saturday. That’s when clubs are most crowded, so you’ll get a feel for the parking lot situation and wait times at the registers. And that’s when they give away the most food samples. So even if you decide not to join, you’ll get a free lunch out of it so it won’t be a complete waste of time. ■

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TRADING PLACES

The owners of a Canadian construction-related company transitioned to providing portable restrooms and now enjoy a thriving business serving their former industry

BY PETER KENTER

A switch from the construction trade to the portable sanitation business has paid off in the long run for Affordable Portables of St. Williams, Ontario, Can.

Owned and operated by Janet and Tom Brownlee since 1992, the business fields about 1,000 restrooms. It's located on the north shore of Lake Erie, about a two-hour drive southwest of Toronto. Offering a significant tourist clientele in warm summers, the winters often bring significant lake-effect snow and hazardous driving conditions.

"Before my husband Tom and I went into the portable restroom business, we had a construction company hauling sand and gravel that also featured some big septic pumping trucks," recalls Janet. "However, one after the other we lost a lot of our good operators. Having done some work for portable restroom businesses, my husband thought it would be a better idea to sell the big trucks and try portable restrooms full time."

(continued)

Affordable Portables St. Williams, Ontario, Can.

Owners: Tom and Janet Brownlee

Years in business: 22

Employees: 10

Territory: 70-mile radius around the north shore area of Lake Erie

Services: Portable sanitation for construction and special events

Website: <http://affordable-portables.ca>



Tom and Janet Brownlee are shown in front of their portable sanitation business with restrooms from PolyJohn Canada in the background. (Photos by Rodney Thwaites)

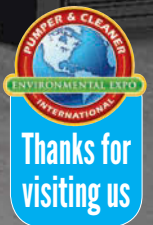
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Above: John Sherman positions a restroom at a drop site, with his service truck from Vacutrix Limited in the background.

Right: Service technician John Sherman wipes down a PolyJohn restroom during a service call to one of many marina customers served by Affordable Portables.

“We have wheelchair units, pink ones for parties and breast cancer runs, women’s events and birthday parties, white VIP units and trailers for weddings and construction. If there’s something new, we want to be the first in the area to get it.”

JANET BROWNLEE



The family started the business with 15 units from PolyJohn Canada and a solitary Dodge 4 X 4 with a 350-gallon tank, while Tom took on a position with the local municipality. Their son Ben was away at school, completing a program in mechanical engineering, but would return on weekends to help out.

“They would all pitch in and we would keep busy between portable restrooms and snow plowing contracts in the winter,” she says.

THE FAMILY COMES HOME

In 2000, Tom left his municipal job to join the business full time. With the business expanding, the company left the family home and moved to its own office and 1,000-square-foot shop built on the same 7-acre property.

Daughter Sandra left her position as a high school chemistry teacher to join the company in 2003. Her specialties: computerizing the office – and

(continued)

The Affordable Portables team includes, left to right, Jake Baese, Dave Woodward, Dan Wingrove, Jack Jennings, Matt Baese, Sandra Dekeyse, Janet Brownlee, Tom Brownlee, Ben Brownlee, John Sherman, Mark Hall, Brian Barber and Al Sherman.



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chemistry, of course. She automated the company's books using Sage 50 software and plots route logistics. Ben joined the company in 2008.

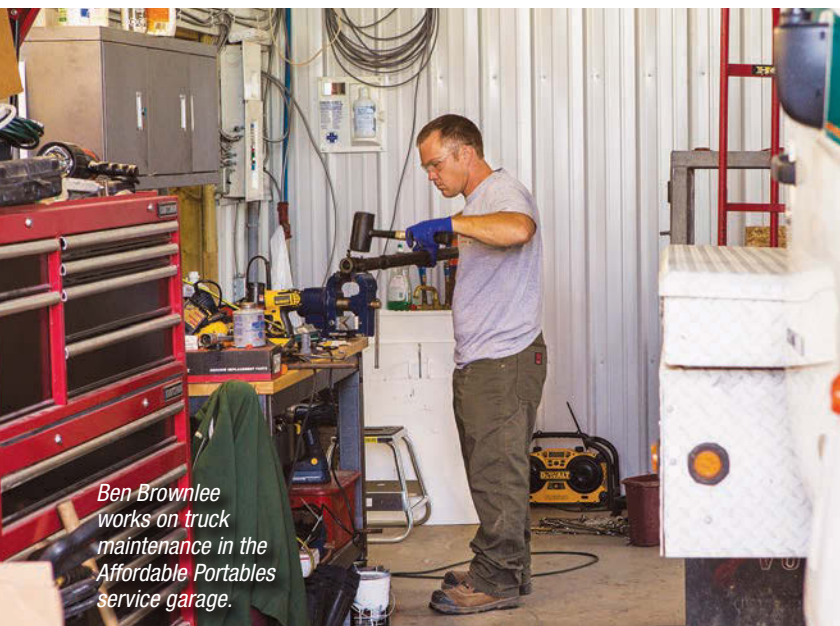
Today, the company offers 1,000 units supplied by PolyJohn Canada, in addition to several specialty trailers.

"We have wheelchair units, pink ones for parties and breast cancer runs, women's events and birthday parties, white VIP units and trailers for weddings and construction. If there's something new, we want to be the first in the area to get it," Janet says.

The company provides four single heated units, two of which were built in-house and two supplied by McKee Technologies. Six double heated units are also supplied by McKee. The lone wedding trailer is from Wells Cargo, with the company planning to shop for a second wedding trailer in 2014.

The business covers a radius of about 70 miles, in a semicircle nestled up to the Lake Erie shoreline. Routes are carefully planned both for delivery and service and for dumping at treatment plants. Provincial laws encourage operators to unload waste in the same region where it is collected.

About 40 percent of the company's business comes from the construction industry, benefiting in part from Tom's construction contacts. Construction continues year-round.



Ben Brownlee works on truck maintenance in the Affordable Portables service garage.

An engineer in the family

Ben Brownlee, supervisor and engineer with Affordable Portables in St. Williams, Ontario, Can., recalls the first shipment of disassembled portable restrooms to his parents' business when he was a teenager.

"I was already mechanically inclined and I got right in there and started assembling them," he says.

Ben pursued a career in mechanical engineering before returning to his parents' business several years ago. He both supervises operations and works to design, assemble, repair and modify the equipment used by the business daily.

"We build heated portable restroom units, design and weld up equipment and build truck beds and bodies," he says. "By bringing this work in-house we both cut costs and save time."

He designs truck trailers and modifies existing trailers, strengthening the structures at points that are subject to breakage. Part of his job is to listen to drivers about the types of modifications that will make their jobs easier and make the business run more efficiently.

JOB SITE CHALLENGES

Winter and construction job site accessibility provide constant challenges for the Affordable Portables team. Providing consistent, clean service is a job they take seriously.

"We winterize all of the construction portables," Janet says. "When we place them, we pack snow around the base of the units to keep wind from coming up through the floor. It's the hardest time to keep the units clean

because of the mud that gets tracked into them from the construction sites. For some of the more remote construction sites, we can't even get the truck near to the restrooms. We have to go in with buckets of water to clean them to our satisfaction."

In some cases, the construction company will deliver the units to the front gates for servicing, then move them back into place, according to Janet.

Affordable Portables also provides high-rise construction units by PolyJohn, equipped with a crane harness to allow them to be placed on any floor of a building under construction.

"We do everything from oil and tire changes to painting the tanks to major repairs – everything but the government safety check. We save a lot of money keeping the work on site."

TOM BROWNLEE

"You have to keep updated on the latest changes to the law for construction sites," says Janet. "Labor inspectors are active in that market."

Some larger specialty clients include the nearby Esso Refinery and Hydro One, the province's electrical utility. "For those runs we need to get through security checkpoints," she says. "For the refinery, we're required to bring a full fire suit as part of the safety requirements of the site."

Local events served by Affordable Portables include concerts and bike rallies that require as many as 450 units at a time. Sleigh rides and other winter attractions help to keep the company busier in winter months.

Seasonal farming also requires portable restrooms to serve migrant workers. The area's agricultural output includes produce, ginseng, apples and tobacco. Greenhouse farming for crops such as tomatoes requires units all through the winter.

Other seasonal work includes trailer parks, roadside rest stops, and marinas located along nearby Lake Erie.

"We handle eight to 10 marinas along the lake," says Janet. "We might have as many as 150 portable restrooms devoted to marinas, of which some are serviced about three times a week. Occasionally, as the marinas are being shut down, we get a call from one of the bigger boats, usually a 30-foot pleasure craft, to pump directly from the boat before it's harbored for the winter."

During peak season, the business expands to about a dozen workers, including family members. The slower season begins in December, with business picking up again in April.

AN EXPANDING FLEET

The company currently operates nine vacuum pumper trucks, all outfitted with Wallenstein vacuum pumps, and steel galvanized tanks by Vacutrix Limited. The oldest is a 2005 Ford F-450 with a 420-gallon waste/240-gallon freshwater tank. Next up is a pair of Hino 185s, a 2006 model with a 600-gallon waste/240-gallon freshwater tank, and a 2007 with a 480-gallon waste/360-gallon freshwater tank. The fleet also features four Dodge Rams (a 2007 3500 model and 2008, 2009 and 2011 5500 models), each outfitted with 420-gallon waste/240-gallon freshwater tanks. A lone



2008 Sterling Bullet features the same tank configuration as the Dodges.

The company has two new additions to its mobile family. The first is a 2013 Dodge Ram 1500 4 X 4, dedicated to picking up parts and delivering restrooms. It can tow any of three haulers, carrying six units, 10 units and 12 units. Most of the trailers are built in-house, with an occasional trailer supplied by McKee.

The second new vehicle is a 2014 Freightliner M2 with Wallenstein pump and 1,200-gallon waste/600-gallon freshwater steel tank. A coil branching off the truck's radiator heats the freshwater.

Long routes prompted the Brownlees to buy the truck with the larger capacity.

"We ordered this one because the routes are getting longer and this truck is as big as three of our regular tanks," says Janet. "This will really cut down on hauling."

Most maintenance is done at the company shop.

"We do everything from oil and tire changes to painting the tanks to major repairs - everything but the government safety check," he says. "We save a lot of money keeping the work on site. The construction work is hardest on the vehicles because of the mud and the potholes. That results in a lot of replaced ball joints and suspensions."

Rust undercoating and oil sprays play a big part in winter maintenance to protect the vehicles from road salt. "We use galvanized metal and brass fittings wherever we can, to keep ahead of the salt," Tom says.

The shop also features its own truck-wash station, which cleans both grime and road salt off the vehicles daily.

FULL CIRCLE CHECK

Each morning, drivers perform a full circle check of their vehicles before going out on the road. Ministry of Transportation officials are strict with the rules and treat the work trucks like over-the-road haulers, pulling the plates at roadside for vehicles that don't pass spot inspections.

Hiring qualified workers and professional development are important to the business.

"We're very quick to send potential hires out on the road for the day so they can see what the job is like," says Janet. "Once we hire them, safety and driver training are critical to us."

Family members attend the Pumper & Cleaner Environmental Expo International each year, often bringing one or two drivers with them to check out the latest in equipment, and attend Education Day seminars.

Janet Brownlee checks over the daily workload from her office at Affordable Portables.

Word-of-mouth remains the company's best advertising, though the Affordable Portables website is getting more hits daily. The company also attends wedding shows and other trade events to promote its products and services. Daughter Sandra has also been active in developing pamphlets and brochures to leave as calling cards for the business.

Sandra and Ben will one day take over the business entirely, if all goes according to plan.

"We can pretty much handle it ourselves now, and we do for two or three days at a time," she says. "For now, as long as our parents are interested in being part of the business, we can use all the help we can get." ■

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Raise a Glass

With clean, fresh service on tap, Florida's Allied Portables gives Oktoberfest visitors a reason to celebrate **BY BETTY DAGEFORDE**

THE JOB: Oktoberfest

LOCATION: Cape Coral, Florida

THE PRO: Allied Portables, LLC

(continued)

Robin Youmans, owner of Allied Portables LLC, provided a wide variety of portable sanitation equipment to one of the biggest Oktoberfest celebrations in the U.S. (Photos by Armando Solares)

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THE TEAM

Robin Youmans operates her business, Allied Portables LLC, out of a 4-acre facility in Fort Myers, Fla. She has a partner, Connie Adamson, for this woman owned and operated portable restroom business, although Adamson is not involved in day-to-day operations.

The company has 16 employees – two in the office, one operations manager, two yard people and 11 drivers. The primary participants in the Oktoberfest event were head driver Perry Brister, driver Jon Vass and attendant and yard person Mindy Jones.

COMPANY HISTORY

Youmans began her career in the portable sanitation industry working as a sales manager for a restroom company – “But I wanted to go out on my own and have my own business,” she says. In 2009 she and Adamson did just that, buying 100 PolyJohn Enterprises PJN3s, 100 PolyPortables Inc. Integras and two vacuum trucks (2009 Ford F-550s outfitted by Progress Vactruck with 950-gallon waste/450-gallon freshwater aluminum tanks and Masport Inc. pumps). Within eight months they expanded operations by purchasing a portable restroom company in the area and have since acquired four others. As a result, their current inventory stands at 2,200 units in a variety of brands. “I have everything from PolyJohn to PolyPortables and Satellite. And we’ve got every color including pink,” Youmans says. They’ve also got three Wells Cargo restroom trailers – a two-stall, a three-stall and a 10-stall.

Today the company has 11 service vehicles (from Lely Manufacturing Inc., Progress Vactruck and Abernethy Welding & Repair Inc.) and four pickup/delivery trucks. They serve nine counties in a 170-mile strip along the Florida’ Gulf Coast and go 85 miles inland. About 7 percent of their work is for special events, 63 percent construction and 30 percent agriculture. “We do a lot of farms which is what makes the route so large,” Youmans says. “So we use that to also solidify the construction in those areas.”

Employees at Allied Portables load restrooms to be delivered to Oktoberfest. Restrooms for the event were from PolyPortables Inc. and PolyJohn, and the company used two vacuum trucks built out by Lely Manufacturing to serve Oktoberfest.

“I don’t do large events without an attendant. My name’s on the door and I’m very particular that restrooms are clean and adequately supplied. It’s the best money you can spend.”

ROBIN YOUMANS



MAKING CONNECTIONS

Youmans aggressively solicited the Oktoberfest event in 2010. “I met with them, they liked me, liked my attitude and my equipment,” she says. She won the bid but says the final decision wasn’t based on price, it was based on service. “I explain how we’re better and how we’re different and that’s what gets me the jobs,” she says. This is the company’s fourth year servicing this event.

The Allied Portables team includes (from left) Mindy Jones, Bill Oswald, Robin Youmans, Lori Langlois and Perry Brister.

THE MAIN EVENT

Schnitzel, sauerbraten and bratwurst were among the popular accompaniments to the free-flowing imported German and domestic beers – 700 kegs – at the 28th annual Oktoberfest sponsored by the German American Social Club of Cape Coral, Fla. The event took place in the Club’s Bavarian Garden on their 25-acre facility the weekend of Oct. 18-20, 2013 and again the following weekend. Over 34,000 visitors enjoyed food, dancing and nonstop music on three stages, including a band from Germany, Zimmerer Kapelle. There was also a carnival, arts and crafts booths, a 5k run and Tot Trot and a raffle for four round-trip tickets to Germany. Contests ranged from the serious (polka) to the fun (chicken dance) to the comical (beer mug holding).

(continued)





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Above: Mindy Jones cleans a PolyPortables Senator ADA-compliant restroom at the Allied Portables yard. The company provided a variety of restrooms for the Oktoberfest event in Cape Coral, Fla.



Right: Robin Youmans makes arrangements for servicing the Oktoberfest weekend from her office in Fort Myers, Fla.

“I have complete client satisfaction in mind at all times, whether it’s billing, service, or anything. I am on top of it constantly.”

ROBIN YOUMANS



BY THE NUMBERS

The company supplied 50 PolyPortables Integras. The brand new units were in a grass green color. “I went with that color for two reasons,” Youmans notes. “One, it blends in with most special events with the grassy area and, two, no one in southwest Florida has that color.” They also provided five PolyPortables ADA-compliant Senators and six Super Twin and Tag Along hand-wash stations. Units were placed in three locations around the event grounds.

For the men they also brought in two PolyJohn Men’s Rooms, and for the women a two-stall Wells Cargo restroom trailer placed near the main tent. “The Club requested the trailer,” Youmans explains. “It gives women an option to have something a little nicer to use.” Six 300-gallon holding tanks from PolyJohn Enterprises and Kentucky Tank were used for trailer overflow and for the Men’s Rooms.

LET’S ROLL

Using three homemade 14-unit hauling trailers, the company delivered equipment to the site on the Wednesday before the Friday night opening. Everything remained in place after the first weekend for use the following weekend, and then was removed the Monday after.

KEEPIN’ IT CLEAN

Team member Jones, wearing company shirt and hat, was on site during the entire event ensuring that units were stocked, clean, looking good and working right. “I don’t do large events without an attendant,” Youmans says. “My name’s on the door and I’m very particular that restrooms are clean and adequately supplied. It’s the best money you can spend.” She also thinks when a restroom is clean people have a tendency to keep it that way.

Using bleach and J & J Chemical Co. products, the company cleaned and pumped units each day around midnight after the crowds left. The final cleaning for the first weekend was on Monday, then units were prepped again on Thursday for the following weekend – “Just to make sure, just in case any of the people used them,” Youmans says.

Two vacuum trucks were used, both 2006 GMC C7500s built out by Lely Manufacturing Inc. with 1,400-gallon waste/600-gallon freshwater aluminum tanks and Masport Inc. pumps.

Some of the more than 30,000 visitors to Oktoberfest raise a glass to toast their German heritage. (Photo courtesy of the German American Social Club of Cape Coral, Fla.)

ANOTHER SUCCESS

The event went smoothly for the team and Youmans wasted no time meeting with organizers afterwards. “I spoke to them Sunday evening when it was over,” she says. The client was quite satisfied and looking forward to Allied returning next year. “They know we take care of things.”

Creating happy customers is always a major focus for the company. “I have complete client satisfaction in mind at all times, whether it’s billing, service or anything,” Youmans insists. “I am on top of it constantly.” ■

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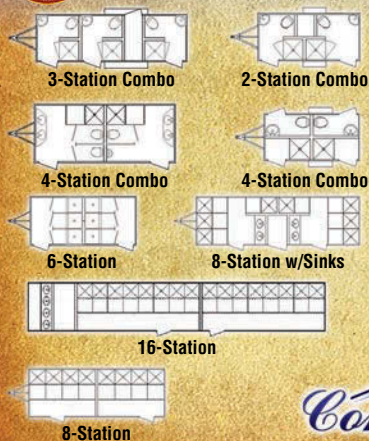
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Safety FIRST

March 2014

4 Tips For Safe Hauling

LIQUID LOADS PRESENT MAJOR CHALLENGES FOR ROUTE-RUNNING PORTABLE SANITATION DRIVERS

By Jim Kneiszel

Carrying liquid loads – like a half-tank of portable restroom wastewater – is a huge safety responsibility. Not only do the contents contain chemicals and bacteria that could be harmful if spilled, but the constant sloshing as you drive down the highway can make your service rig difficult to control in traffic.

The importance of taking precautions behind the wheel of a pumping truck has been reinforced several times over the past year, with reports of rollover crashes involving wastewater haulers. A goal for the industry should be eliminating these often-deadly crashes.

Whether you are an owner-operator or hire drivers, it's important to brush up on professional driving techniques that will keep you and motorists around you safe as you run restroom routes. That's the aim of a safety video, "Cargo Tank Driver Rollover Prevention," produced jointly by the National Tank Truck Carriers and the American Trucking Association in cooperation with the Federal Motor Carrier Safety Administration.

You can see the video at www.fmcsa.dot.gov/about/outreach/cargo-tank-video.aspx. It's also free to download and show to drivers as part of a safety-training program.

Using video graphics, the video shows the impact of sudden movements and tripping the wheels over the shoulder when carrying an unstable load. It explains how dangerous liquid slosh and surge can result from driving too fast for conditions, by squaring off the turning radius and by sudden braking or other maneuvers.

It goes on to explain that drivers are ultimately responsible for many of these factors. It stresses that drivers need to do extensive route planning if they're carrying a load more prone to rollover risk. And the video shares a variety of tips that would be helpful to any hauler:

KNOW YOUR LIMITATIONS

Be aware of how loads with a high center of gravity will react when you turn, hit a ramp or execute a braking maneuver. And understand that a full load is actually safer to transport than a partial load. The vast majority of rollover crashes (94 percent) occur in rigs carrying partial liquid loads – as they are more susceptible to extreme sloshing and surging.

MANAGE YOUR SPEED

Remember that speed limits and guidelines at curves are meant for general motorists in good weather conditions, not for drivers pulling unstable loads. Fleet experts say truck drivers should maintain a speed at least 10 mph below the posted speed on curves. The faster you go, the more risk you have that a sudden adjustment will cause a rollover.

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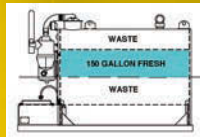
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"When you get so comfortable and think that you've been driving so long and you have so much experience ... that it all comes natural to you, you're gonna mess up."

G. WAYNE MATHESON

identify the higher risk sections of your route. Pinpoint stretches with soft shoulders, downhill grades, limited visibility and twisty turns. Know these risks well ahead of time so you can slow your reactions and maintain control.

WATCH FOR DRIVER FATIGUE

It's always a bad idea to drive when you're tired, but it's doubly dangerous when pulling top-heavy or liquid load. Stay sharp by eating right, stopping frequently to stretch and getting plenty of sleep. Be mindful of clues that you need to take a break, including daydreaming, frequent yawning, heavy eyelids and head bobbing or drifting from your lane.

LISTEN TO THE PRO

In the video, 33-year veteran driver G. Wayne Matheson sounds the safety watchword for fellow cargo tank haulers - and truckers in general.

"Anytime you speed up, you're subject to mess up," Matheson warns. "When you get so comfortable and think that you've been driving so long and you have so much experience ... that it all comes natural to you, you're gonna mess up. Because something's going to get you when you're not expecting it." ■

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PRO Forum CHATTER

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A Fresher Truck

KEEPING A PORTABLE SANITATION TRUCK ODOR-FREE MAY BE IMPOSSIBLE, BUT WHAT'S THE BEST WAY TO MINIMIZE OBJECTIONABLE SCENTS?

QUESTION

Do you have recommendations on a good deodorizer for our pumper truck? Whenever the pump is turned on, we are giving off quite a smell. The tank is emptied every couple of days but still has that odor.

ANSWERS

Masport Inc. has a bolt-on exhaust deodorizer. I used it on my old truck for a while and it severely cut down on the odors. You have to refill the canister every so often, depending on how much you are using the truck. So you have to consider two things: 1) Do you have enough space after your exhaust to bolt it on? 2) When you do bolt it on, make sure you have enough top clearance to refill the canister.

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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.



Tiny Bubbles in the Hose

TRACE THE SOURCE OF YOUR AIR-LOCK PROBLEM AND WASTE WILL FLOW MORE FREELY AT THE DUMP STATION

By Bob Carlson

QUESTION: I'm having an air-lock problem. Our treatment plant has a discharge station where we hook up to a 4-inch female camlock and unload. They meter our loads by the gallon while unloading. Out of all the haulers in the area, my truck is the only one having an air-lock issue when discharging. This morning my truck only got about 15 gallons off and then locked, but when the staff crack a ball valve the air lock lets go and I'm fine. If they don't do that I'm stuck! So if I come in after hours I'm really stuck.

If I came in tomorrow there might not be any issues at all. It seems to be a hit and miss.

My truck has a 2-inch ball valve on top of the tank to release the air, but I seem to have a lot of air in the discharge hose when I open the valve (after hooking to the discharge station). If I flick one of the cam ears off at the building, air will escape and get the flow going the odd time, but most of the time it doesn't work. Any tips or ideas?

ANSWER: An air lock is a gas trapped in the high point of a liquid-filled pipe system such as the one you describe. Inside the system, the gas – being lighter than the liquid – rises to the highest point and restricts the flow of liquid.

I'm not sure what gas you have forming, but it can be as simple as oxygen. It rises to its highest point and stops your flow. If you have ever suctioned water from a swimming pool, and your suction starts the water flowing but it soon stops, it is because an air bubble has been created inside the system and it's strong enough to block the liquid from flowing. Even though your point of suction is lower than the pool, the water will not flow. The key is to prevent creation of the air bubble. If the bubble forms, you need a place for it to vent itself. Basically, it's time to "burp" the line.

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Basically, it's time to "burp" the line.

The solution is to install an air-release valve somewhere in the line. Since you most likely are dealing with flexible hose for discharging, installing a release valve on the fitting closest to the discharge hose is the answer.

The other thing you might watch for are the materials in the tank. Since you are the only one with this air-lock problem, perhaps you are building up a different kind of gas than your fellow pumpers who have no problem. You also might check to see how their discharge hoses are set up. It seems if everybody is pumping in the same way, others should have a similar problem. See how they are discharging and you might find a simple answer.

My suggestion is adding an air-relief valve on the fitting of the discharge hose.

Be careful not to pop the clutch when starting the pump

QUESTION: I have a driver who is continually shearing the key in the key-way on the power take-off (PTO). He says he does nothing wrong and claims it's just bad luck. What can I tell him that might be more factual than mere bad luck?

ANSWER: Tell him to go easy on the clutch when he starts the pump. If he is popping the clutch rather than easing off it, you will get a sheared key on the PTO and it will not work. It is a time consuming and somewhat costly fix.

More and more pumpers are transitioning to automatic transmissions because fewer and fewer people are learning how to drive with a standard transmission. This eliminates the problems caused by lack of finesse on the clutch while starting the PTO.

A final word on transmissions this month: Make sure the truck you buy has a PTO provision. This allows the manufacturer to hook up the PTO with little problem. If the truck does not have the PTO provision, there is no way to rebuild that transmission to hook up the PTO. You will require a separate engine-driven pump. ■

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Trucks and Tanks

By Craig Mandli

Having the proper hardware installed on a service truck can make a portable restroom operator's job easier and more efficient. Here are some rigs and components to consider.

TANKS

RECTANGULAR VACUUM TANK

The all-in-one rectangular vacuum waste tank from **Crescent Tank Mfg.**, in sizes from 100 to 2,000 gallons, 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. A separate freshwater poly tank is included. **585/657-4104; www.crescent-tank.com.**



PORTABLE RESTROOM SERVICE UNIT

The **PMT980** portable restroom service unit from **Imperial Industries** is a steel two-compartment tank, with a 680-gallon waste and 300-gallon freshwater capacity. It is available in two models: a stan-

dard truck-mounted unit with a Masport HXLV4 vacuum pump or a modular unit with a Masport HXL3V vacuum pump and 9 hp Honda gas engine. The modular unit is a self-contained unit that can be mounted on a standard chassis frame or a flatbed. The modular unit comes complete with the electrical package and is prewired and plugs into a standard chassis trailer outlet adapter. **800/558-2945; www.imperialind.com.**

PORTABLE RESTROOM TANK

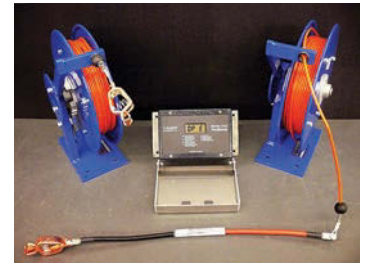
A portable sanitation unit from **Mid-State Tank** includes a 1,500-gallon stainless steel tank with 1,100-gallon waste and 400-gallon freshwater compartments installed on a 2011 Ford F-750 chassis. This unit has a 20-inch top manway with primary, hose supports, storage cabinets, workstation on both sides, restroom carrier, work lights, sight glasses for the waste compartment and sight gauge for the water compartment. Aluminum and stainless steel tanks are available. **800/722-8384; www.midstatetank.com.**



COMPONENTS

GROUND SENSE SYSTEM

The **672C Garnet Posiground** from **Armstrong Equipment** is a ground sense system that verifies trucks are properly grounded during fluid transfer while at a work site. Grounding is achieved by securing two clamps to grounded metal objects at least 20 feet apart. In the event a ground is lost, it has the ability to activate a horn, and after a set amount of time it can shut down the transfer of fluid until a ground is relocated. It also assists in troubleshooting in the event of a system malfunction. The spring-loaded grounding reel assists the operator to disburse and retract the ground cable and clamps to the required length. **800/699-7557; www.vacpump.com.**



VACUUM PUMP PACKAGE

The **Ready2Rig 250 Eliminator Series** rotary vane vacuum pump system from **Fruitland Manufacturing** was designed with the portable sanitation service truck in mind, with low operating costs and easy installation. Every pump is factory tested, and benefits include low oil consumption, low maintenance, no temperature gauges to monitor and fan-cooled pumps. **800/663-9003; www.fruitlandmanufacturing.com.**

HEATED VALVE COLLAR

Heated collars from **L. T. & E.** are designed to keep valves from freezing. Made of type 304 stainless steel, collars are available in 3-, 4- and 6-inch sizes. Connected to the cooling system, the collars circulate antifreeze and are bolted between two flanges (ANSI or TTMA bolt pattern). They include extra pipe couplings for installing the optional 110-volt heater and thermostat for freeze control when the truck is parked overnight. **800/296-8035; www.ltetanks.net.**



(continued)

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- Two work lights (at rear)



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FAN-COOLED VACUUM/PRESSURE PUMP

The **VK650** fan-cooled vacuum/pressure pump from **Masport** features an integrated inlet filter that includes a washable stainless steel filter for long filter life. It features a Posi-Lock handle for secure positioning. The pump provides 23 inches Hg continuous and 27 inches Hg intermittent vacuum and features heavy-duty bearings, Viton oil seals, a fan-cooled system for higher continuous operation, a flushing port, automatic oil pump and a vane inspection port. Its cushioned spring washer design prevents rotor-to-end cover contact created by direct PTO drive or misaligned belt-drive systems. **800/228-4510; www.masportpump.com.**



LIQUID-COOLED VACUUM PUMP

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.**



VACUUM TRUCKS

FLAT-TANK RESTROOM HAULER

The **Flat Vac** from **Amthor International** is a versatile multipurpose portable restroom tank truck. The design allows the operator to carry up to 12 restrooms on top of the tank, as well as to pull a restroom delivery trailer. The body features a rounded bottom with a full-length formed sump design for ideal drainage and full baffles for tank strength. The flat tank has separate wastewater and freshwater compartments, as well as an option for a chemical or brine compartment. It is available in steel, stainless steel or aluminum. Each unit comes with a workstation and a vertical cabinet and an aluminum extruded door with numerous shelves. A liftgate is installed behind the tank to load and unload restrooms. All units are custom-built to specification. **800/328-6633; www.amthorinternational.com.**



4,000-GALLON VACUUM TRUCK

Vacuum trucks from **Best Enterprises** are built on a 2014 Kenworth chassis and use a 4,000-gallon stainless steel tank. Features include a 6-inch dump valve with heated collar; two stainless steel toolboxes; a 20-inch stainless steel manway; a 36-inch rear stainless steel manway; strobe lights; a heated coil in the water compartment; a Moro PM110 600 cfm liquid-cooled vacuum pump; a DC10 MTH water pump with low-pressure hose reel; backup camera with 5-inch LCD display; stainless steel ladder; vane flush kit; LED DOT lights; PTO with angle-drive system; outside switch box for lights, vacuum pump and water pump; LED stop/turn taillights and sealed-bulb backup lights; heavy-duty bumper with receiver-style trailer hitch with a seven-way plug; three 5-inch sight glasses; two 3-inch suction inlets; and a 2-inch bucket dump. **800/288-2378; www.bestenterprises.net.**



LOW-PROFILE SERVICE TRUCK

The **Model 258** from **Hino Motor Sales U.S.A.** is well suited for portable restroom service. Its smaller tire size gives it a low-profile platform for easy cargo load/unload. It can be equipped with either hydraulic disc brakes (258LP) or air brakes (258ALP). It is powered



by a Hino 8L J08 engine rated at 220 hp and 520 ft-lbs of torque. It comes standard with an Allison 2200 RDS transmission, with the 2500 RDS transmission optional for the 258ALP. Other options include a 12-volt, 180-amp brush Delco alternator and INSIGHT, Hino's advanced telematics solution. **248/699-9300; www.hino.com.**

EASY-TO-OPERATE SERVICE TRUCK

The **Princess II** from **Keith Huber Corporation** is an easy-to-operate unit equipped with a high cfm vacuum pump, rear restroom carrier and

four water-resistant cabinets with more than 30 cubic feet of storage space. It features a 1,500-gallon tank with 1,100-gallon waste/400-gallon freshwater capacity; a pressurized water system with a 12-volt motor-driven pump that delivers 45 psi at 7 gpm; 50 feet of 1/2-inch water hose and a spring-loaded retractable hose reel; a 160 cfm vacuum pump driven by a transmission-mounted PTO that engages with a push button; a 3-inch intake, with valve; 50-foot quick disconnect hose; dual-suctions with dual water and hose reels; a four-way valve that provides control of vacuum loading and pressure discharge; and a 2-inch water tank drain with remote-mounted driver's side valve for quick bucket fill. **800/334-8237; www.keithhuber.com.**



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VACUUM TRUCKS

PORTABLE RESTROOM SERVICE TRUCK

The **LC 1500** from **Ledwell** is available in 900-, 1,500-, 1,750- or 2,000-gallon models, in carbon or stainless steel construction. It features an interior-coated freshwater tank, a 20-inch manway freshwater compartment, self-supporting dual restroom carrier, 160 cfm direct-drive vacuum pump, a PTO-driven system, Burke DC-10 washdown system, a Hannay spring-loaded rewind hose reel, large weather-resistant locking storage cabinets, a 3-inch discharge, 50 feet of 2-inch suction hose with ball valve, press off-load capability and a 2-inch driver's side bucket fill. **888/533-9355; www.ledwell.com.**



CUSTOMIZABLE SERVICE TRUCK

HANCO portable restroom service trucks from **Southwest Products** can be customized in a variety of sizes and configurations, and include dual-side service, custom lighting, restroom carriers and dual-compartment freshwater/waste tanks. They are offered in traditional configurations as well as a "hot dog" design with a carbon steel waste tank that has a stainless steel internal tank, a 500-gallon freshwater tank, a Burks DC 10 water pump and retractable 50-foot hose reels. They also include a Masport water-cooled pump, bucket holders, primary and secondary shut-offs, an HID light package and 2-inch bucket fill. Waste tanks can range from 250 to 5,000 gallons. Both trailer-mounted and slide-in vacuum tanks are available. **602/269-3581; www.southwestproducts.com.**



INTERNALLY PLUMBED VACUUM TRUCK

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

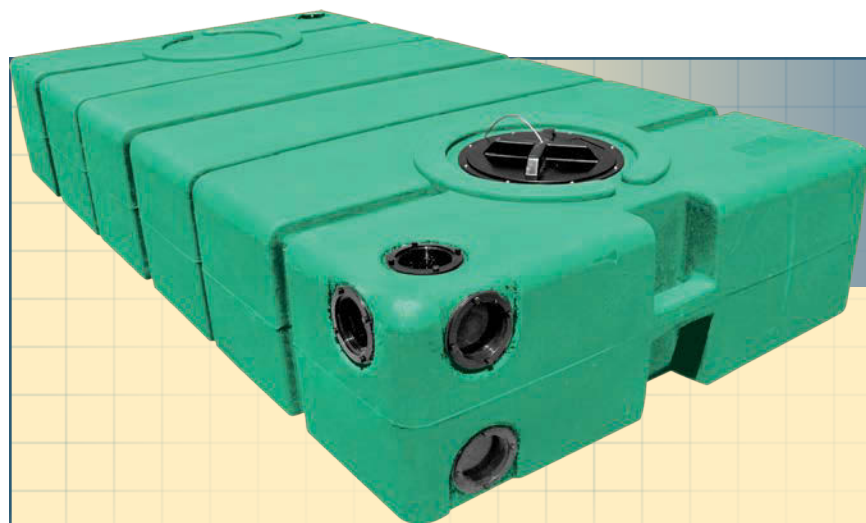
angle gearbox attached to both frame rails, a 20-inch top manway, a 4-inch liquid-filled vacuum/pressure gauge, a frame-mounted secondary trap for easy access, dual vacuum and pressure reliefs, a 12-inch low-profile primary shut-off with stainless steel float ball, and large easy-to-reach hose hooks. **800/326-9763; www.pikrite.com.**



PUMPING SERVICE UNIT

Among **Vacuum Sales** products are portable restroom service trucks. They feature rotary vane pump options that include models from Presvac, Fruitand, CVS and Jurop. They are rated at 28 Hg full vacuum, with 200 to 800 cfm, and

include heavy-duty tank construction, with relief at 14.5 psi. Tanks are dual compartment with baffles that electively dampen load motion and ensure driving safety on- and off-road. They are available in carbon steel, aluminum, 304 or 316 stainless steel or 316 high-polish stainless. They come in 850- to 2,000-gallon capacities. Options include transfer pumps, heated valves, custom hose trays and toolboxes. **800/547-7790; www.vacuumsalesinc.com.**



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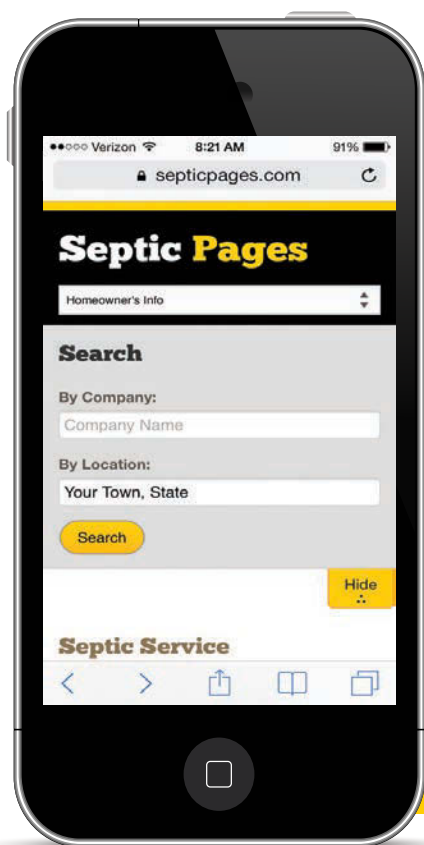
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RGV industrial generators (RGV12100 and RGV13100T) from Subaru Industrial Power Products feature Subaru V-Twin engines. The RGV12100 is powered by a 22 hp EH65 engine and delivers a maximum output of 12,000 watts (9,500-watt standard output rating). It has an 11.4-gallon fuel tank for 8.2 hours of continuous operation at the rated load. An automatic idle control lowers engine speed when no electrical power is needed. The RGV1300T is powered by a 20.5 hp engine and delivers a maximum output of 13,000 watts (10,000 watt standard output rating). It offers 8.9 hours of continuous run time at the rated load and has a current transformer for three- and single-phase operation. **800/277-6246; www.robinamerica.com.**



Stanley Vidmar 5S cabinets

5S cabinets from Stanley Vidmar are designed to fulfill lean and Kaizen storage requirements. Features include Plexiglas or solid hinged doors with metal pegboard inserts, heavy-duty lock and difficult to duplicate key system. **800/523-9462; www.stanleyvidmar.com.**



Tow-Let portable restroom trailer

The permanently mounted portable restroom trailer from Tow-Let Manufacturing includes a self-contained polyethylene portable restroom with 50-gallon waste tank and 30-gallon freshwater tank for washdown that can be towed by a vehicle with a 2-inch ball hitch. A 12-volt solar unit powers the washdown pump that charges the hose on a self-retracting reel. The unit also includes a PolyJohn Enterprises single-user hand-wash sink, LED interior lighting with control panel and storage for supplies. Larger tanks, including 300-gallon waste for long-term placement, are available. Units can be customized to match company colors. Larger 5- by 5-foot, single-step entry and twin units are available. **712/623-4007; www.tow-let.com.**



Stellar Industries sliding-job hooklift

The Slider20-S hooklift from Stellar Industries has a maximum dump angle of 60 degrees and can handle container variations of 10 to 14 feet and up to 16-foot flatbeds. Height options include a fixed 36-inch, fixed 54-inch or hydraulically adjustable 36- to 54-inch hook height. The 20,000-pound capacity sliding-job hooklift has a hexagonal boom design for added strength, zinc-plated pins to prevent corrosion and secure hose track. **641/923-4248; www.stellar-industries.com.**



Fibergate trailer platforms

Fiberglass reinforced plastic, corrosion-resistant grating, stair treads and railing from Fibergate Composite Structures provide safe access to trailers. The slip-resistant surfaces provide added safety. **800/527-4043; www.fibergate.com.**

Biffs Pathfinders restroom disinfection system

The portable restroom disinfecting system from Biffs Pathfinders and distributed by Satellite Industries cleans and disinfects portable restrooms without the use of brushes, buckets and wipe-down towels. The enclosed aluminum unit has a 1,250 psi power-wash pump with auto-shutoff, 4-gallon disinfectant reservoir with adjustable flow rate and dual spray guns. One gun operates at 5 gpm for charging the tank, while the other functions as a high-pressure sprayer for cleaning or low-pressure sprayer for applying disinfectant. A twist of the wand handle switches the unit from power-wash to disinfection mode. Once the restroom is disinfected, the technician can change the nozzle and refill the waste tank. **612/221-1100; www.biffspathfinders.com.** ■



Wastequip names division presidents, vice president

Wastequip promoted John Defenbaugh to mobile division president, responsible for sales and operation of the Galbreath, Pioneer, Mountain Tarp and Parts Place brands. Shawn King was named president of Wastequip's technical division and will focus on growing market share for compactors and balers. Tim Phanco was named vice president of sales for Toter.

Kohler creates story-sharing blog

Kohler created a story-sharing blog, Believing In Better (www.believe.kohler.com), to highlight the successes in sustainability achieved by its associates, channel partners and consumers. ■



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

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

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)

2002 Chevy C6500, Abernethy 1,500-gallon tank - 1250/250 split, Masport 230cfm pump, toilet rack with hitch. 210hp CAT 610TQ, air brakes, auto. 25,950 GVW, 147K. \$27,500 OBO. 740-357-1208 (P04)

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THANKS FOR VISITING US

Now Available!
Hot Dip Galvanized Frame and Wheels

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

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

INDUSTRY'S BEST

odors

THANK YOU

KNOCK OUT ODORS

From PUMPER TRUCK EXHAUST

Effectively controls offensive pump exhaust odors PLUS!

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

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

2008 Dodge 5500: Auto, diesel. Purchased new from Satellite, January 2010. 650 waste, 300 fresh, 2-unit carrier. \$34,000. 845-883-5563 (P03)

PORTABLE SINKS

Handwashing Stations: Only 36 left. PolyJohn "Handstand 2" units. Excellent condition, used less than 2 years. Brought them in for a customer that no longer requires them. \$250 each OBO. Call Mike 217-344-5004 (P03)

POSITIONS AVAILABLE

USG is a growing Pennsylvania-based company seeking CCTV, grouting, jet/vac, CIPP, HDD, lateral rehab and manhole rehabilitation technicians and foremen. Applicants should have a minimum of 1 year experience in the industry. We are an EOE offering great pay, relocation subsidy and steady work. Send resumes to HR@usginc.net, Fax: 717-737-6093 or USG HR Department; 1304 Slate Hill Road, Camp Hill, PA 17011 (P04)

SURVIVOR. "DON'T LET ANYONE EVER
TELL YOU A POLYJOHN RESTROOM
CAN'T TAKE A BEATING.
**MIKE AT POLYJOHN →
SOLD ME ONE OF MY FIRST UNITS
BACK IN THE EARLY 90s.**

I DELIVERED IT TO A
GASOLINE DOCK **NEXT** TO
THE REFINERY HERE IN
BIG SPRING, TX.



IT'S STILL STANDING.

THAT THING HAS SURVIVED **EXTREME HEAT & EXTREME COLD,**
NOT TO MENTION ALL THOSE TRUCKERS.

THEY CAN REALLY DO A NUMBER ON A PORTA POTTY. **IT'S BEEN SPRAY PAINTED, CARVED ON, WRITTEN ON.**

← **GARY** (I'LL JUST SAY **IT'S A GOOD THING WE HAVE GRAFFITI REMOVER.**)

ELTON →

BUT THAT'S JUST PART OF THE BUSINESS. NOW I HAVE A WHOLE FLEET OF POLYJOHN RESTROOMS.

**MIKE, ELTON & THE CREW ALWAYS
GET ME WHAT I NEED, EVEN THOUGH
I LIVE 150 MILES AWAY.**

**YEAH,
SO WE FINALLY MOVED
THAT OLD UNIT.**

**WE PUT IT OUT TO PASTURE
- LITERALLY. IT'S LOCATED
IN A FIELD NEXT TO THE
REFINERY,
WHERE IT GETS A LOT LESS
TRAFFIC.**

**BUT IT'S
STILL WORKING.**

PRETTY TOUGH FOR AN OLD GUY."

**SOME THINGS CAN'T BE MANUFACTURED.
POLYJOHN.COM 800-292-1305**

PJ USA | PJ CANADA | PJ MEXICO
PJ INTERNATIONAL | PJ SOUTH AMERICA



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ADD-ONS AND DEODORIZERS
ALLOW YOU TO PROVIDE
AN OASIS FOR YOUR
CUSTOMERS.



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