

P R O

May 2014
www.promonthly.com

PORTABLE RESTROOM OPERATOR

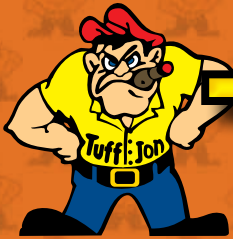
THE LONG RUN

Loyal business relationships
build staying power for Florida's
Boyett's Effortless Sanitation

Page 12

Old World, New Challenges

Portable sanitation plays a key role
in an emerging Indian economy Page 22



In Business Since 1959

TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories

NEW 100 Gallon Fresh Water Supply Tank

- » 3/4" Automatic shut off for fill water
- » 8" Man way for service & clean-out
- » 3/4" Uniseal & plug for drain
- » 2-3/4" Spin welds or coupling
- » 3/4" Pick-up tube
- » 3/4" Fitting for hose hook-up for filling
- » Tank has low water shut-off



- » Great for a job site or event where non filtered, non potable fresh water is needed
- » Perfect size to place in a Field Office or Service Trailer
- » Light weight, polyethylene tank holds 100 gal of fresh water stand 69" high and 24" diameter, can see water level through semi-transparent tank.
- » Comes with 2-3/4" spin welds to have the capability to connect tanks together for more capacity



The TSF Company Inc.

2930 S St. Phillips Rd. | Evansville, IN 47712

Toll Free: **1-800-843-9286** | **812-985-2630** | Fax: **812-985-3671**

E-mail: tsstuffjon@sbcglobal.net | Website: www.tuff-jon.com

Jurop RVC210



As an industry leader of vacuum pumps and blowers, Jurop continues to be innovative with their newest member to the RVC series. The RVC210 is a rotary vacuum pump that is fan cooled with high resistance tangential vanes. Internal inlet and outlet ports are specifically designed to reduce the noise level, power absorption, and the exhaust working temperature. Coming in at 190 pounds, the RVC210 should not be underestimated. Just like its predecessor, the RVC360, this smaller version is designed for smaller spaces all while still exceeding expectations.



800.342.0887

WWW.CHANDLEREQUIPMENT.COM
TANK COMPONENTS • VALVES • VACUUM PUMPS • BLOWERS

www.promonthly.com



Published monthly by



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

© Copyright 2014 COLE Publishing Inc.
No part may be reproduced without permission of the publisher.
In U.S. or Canada call toll-free 800-257-7222
Elsewhere call 715-546-3346 • Fax: 715-546-3786
Website: www.promonthly.com • Email: pro@promonthly.com
Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

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

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole at nicolel@colepublishing.com.

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



Jim Flory

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

CIRCULATION: 2013 circulation averaged 9,781 copies per month. This figure includes both U.S. and International distribution.

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



2015 WATER & WASTEWATER EQUIPMENT, TREATMENT AND TRANSPORT SHOW

Education Day: February 23, 2015
Exhibits Open: February 24-26, 2015
Indiana Convention Center, Indianapolis, IN
www.pumpershow.com

6 From the Editor: Share Your Story
Things are looking up for your portable sanitation business. Your experiences and insights can advance the industry. - **Jim Kneiszel**

8 @PROmonthly.com
Check out exclusive online content

10 Back at the Office: Escape the Daily Grind
Yes, small business owners can – and should – take vacations, but it takes a lot of planning. - **Judy Kneiszel**

COVER STORY



Profile: The Long Run

Loyal business relationships build staying power as Florida's Boyett's Effortless Sanitation prepares to celebrate 60 years on the job. - **Betty Dageforde**

ON THE COVER: Hurricanes and economic downturns have posed challenges along the way for Florida's Boyett's Effortless Sanitation, but the company has risen to meet those challenges for nearly 60 years. Owner Lynn Boyett is shown in the yard with part of his inventory of restrooms from Satellite Industries. (Photo by Jeff Haller)

18 Deodorizer 2014 Company Directory

20 Expo Spotlight
Walex Products uses Expo stage to introduce extra-strength odor treatment packs - **Craig Mandli**

22 Take 5: Old World, New Challenges
Rajeev Kher raises awareness about the important role of portable sanitation in an emerging Indian economy. - **David Steinkraus**

25 Product News

26 Safety First: Don't Forget the Gloves
Take precautions to avoid contact with waste while pumping and cleaning portable sanitation equipment. - **Doug Day**

28 Truck Corner: Know Your Load Level
What's the best way for me to measure the waste in my tank as I proceed along a daily restroom service route? - **Bob Carlson**

30 Product Focus: Deodorants and Chemicals
- **Craig Mandli**

34 Industry News

COMING NEXT MONTH — June 2014

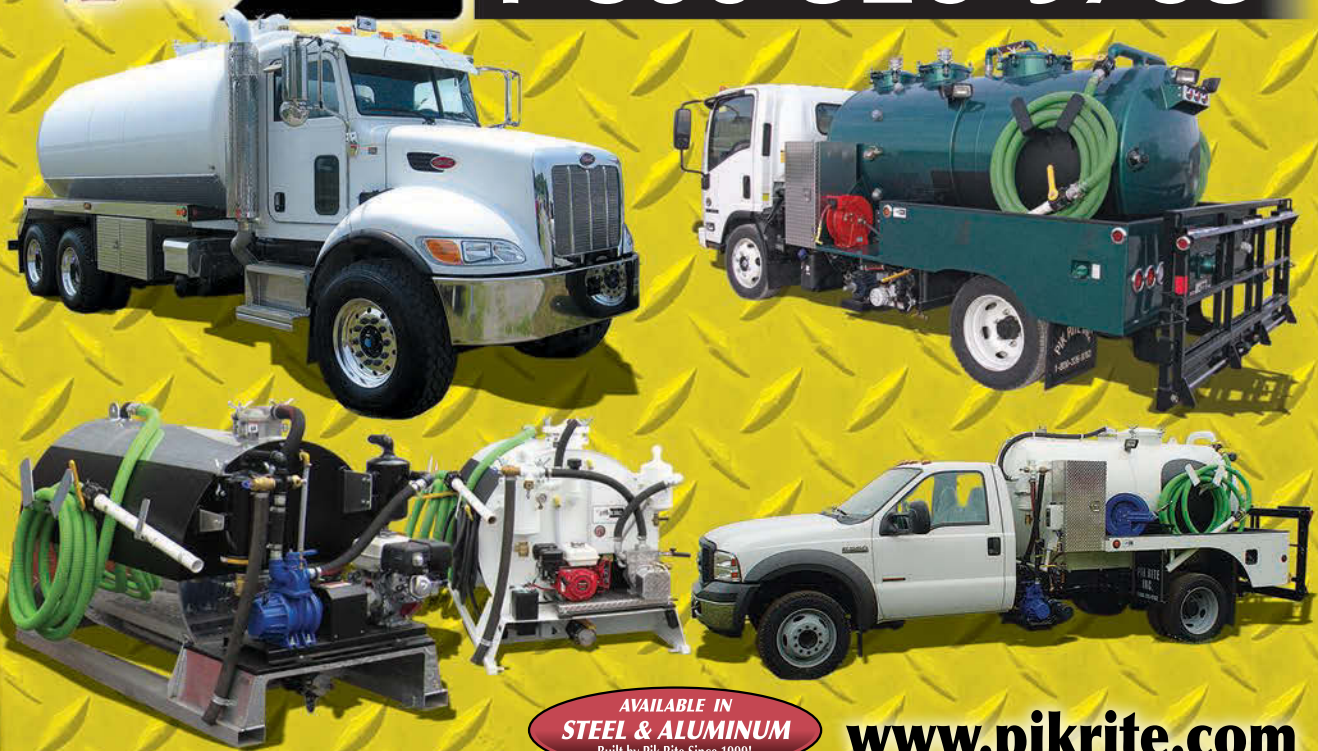
- **Take 5:** Adding portables in South Dakota
- **Truck Corner:** 5 handy add-ons for your service truck

PORTABLE TOILET
SERVICE UNITS
SLIDE IN UNITS
HOISTED UNITS
ROLL OFF UNITS
CUSTOM UNITS

pikrite

Manufacturing & Sales - 60 Pik Rite Lane - Lewisburg, PA 17837

1-800-326-9763



AVAILABLE IN
STEEL & ALUMINUM
Built by Pik Rite Since 1999!

www.pikrite.com



SCAN FOR
**FREE
TANK
MAINTENANCE
GUIDE!**

Call toll free at
1-800-326-9763
or visit
pikrite.com/guide
to get your
free guide today!

ADVERTISERS

in this issue

May 2014

COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE	COMPANY	PAGE
A									
Allied Graphics, Inc.	7								
Amthor International	17								
Armstrong Equipment, Inc.....	29								
ART Co. LLC	26								
B									
Bionetix International	31								
C									
CEI - Chandler Equipment, Inc.	3								
Century Paper & Chemicals ..	25								
G									
Chempace Corporation	29								
Classifieds	33								
Comforts of Home Services, Inc.	29								
D									
Deal Assoc.	26								
F									
Five Peaks	11								
Fruitland Manufacturing	8								
J									
J & J Chemical Co.	15								
J. C. Gury Company, Inc.	34								
K									
KeeVac Industries, Inc.	19								
Kentucky Tank, Inc.	23								
L									
Liberty Financial Group, Inc. .	33								
Liquid Waste Industries, Inc..	23								
M									
Marketplace	33								
McKee Technologies Inc./ Explorer Trailers									
Surco Products									
Mid-State Tank Co., Inc.	16								
N									
National Tissue Company	29								
NuConcepts	20								
P									
Pik Rite, Inc.	5								
PolyJohn Enterprises	35								
PolyPortables, Inc.	36								
R									
Roeda Signs & ScreenTech Imaging	32								
Ronco Plastics	28								
S									
Safe-T-Fresh	9								
Satellite Industries	21								
Slide-In Warehouse	7								
T									
T.S.F. Company, Inc.	2								
Tru Blu Chemicals	23								
W									
Walex Products	27								

Contact us: PRO strives to serve the portable restroom industry with interesting and helpful stories. We welcome your comments, questions and column suggestions and promise a prompt reply to all reader contacts. Call 800/257-7222; fax 715/546-3786; email PRO editor Jim Kneiszel at editor@promonthly.com.



Share Your Story

THINGS ARE LOOKING UP FOR YOUR PORTABLE SANITATION BUSINESS. YOUR EXPERIENCES AND INSIGHTS CAN ADVANCE THE INDUSTRY.

By Jim Kneiszel

My guess is that your portable sanitation business is on stronger financial footing than it was last year at this time. And that 2013 was better than 2012. I've seen more portable restroom operators investing in trucks, restroom trailers, construction units and marketing plans in the past few years, and I know they've, by and large, been landing more work.

A number of factors contribute to the improving fortunes of the industry. A recovering economy is clearly the biggest reason why PROs are getting busy. Construction starts are up, both residential and commercial, after a long slumber that began in the late 2000s. And while it seems less obvious, hopefully special events are seeing greater numbers of participants, requiring more and more comprehensive sanitation service.

And you can't discount a greater awareness of the critical need for portable sanitation as a business driver. More restrooms are going out in more situations, both based on stronger sanitation regulations across the country and the world, and the public's growing demand for basic restroom and hand-wash facilities at work sites and events. I know I see more restrooms dotting city parks in the summer, and it's rare to pass a homebuilding site - at any stage in the construction process - that doesn't have a restroom placed at the end of the driveway.

WORKIN' IT

Restroom contractors have their boots on the ground in hometowns across the country, promoting the benefits of portable sanitation for parties and public locations where they add a new measure of convenience for users. You're showing your wares at wedding shows, business expos and anywhere you can reach an expanded market for your units. At the same time, the Portable Sanitation Association International trade group campaigns to raise awareness of cleanliness issues and environmental protection addressed by its members.

Bottom line: There are a lot of good things happening in the portable sanitation industry. And our job is to bring those good-news stories to light in the pages of *PRO*. But we count on you to help spread the word about the professionalism of this industry and the small-business owners who are making a difference for their communities and the environment. How can you help?

Call me or drop me an email to share your success stories. I'm always on the lookout for topnotch PROs who we can feature in the magazine. Our readers are leading the industry with innovative business-building and sanitation service ideas that can benefit contractors everywhere. You are marketing for new business in creative ways. You are putting new service

You can impart the wisdom you've learned on the job to contractors across North America. I'm sure you've learned many things from the contractors we've featured in the past. Now it's your turn.

trucks with stunning good looks on the road. You're landing profitable and high-profile special-event contracts, then providing service anyone would be proud of.

WE NEED YOU

We need your examples to keep this industry raising the bar when it comes to professionalism and growing the expectations of users of your products. The tips you can share with the PRO community on a wide range of issues - from spec'ing that latest truck to tweaking service protocols - can help the entire industry move forward.

It really doesn't take a lot of time to get involved with one of our editorial features, and your contributions can make a big difference to others. Here are just a few of the features where we can highlight your successes:

PROFILES

Every issue of *PRO* includes an in-depth story about a successful contractor. Many of these featured operators land on the front page and are proud to show off their crew and equipment with a national audience. Think about the insights your story can share with fellow PROs. This feature is not just a way to show your customers that you're an industry leader or mark a 10th, 20th or 50th year in business. It's a way to give back to an industry that's given so much to you. You can impart the wisdom you've learned on the job to contractors across North America. I'm sure you've learned many things from the contractors we've featured in the past. Now it's your turn.

ON LOCATION

Do you have a great, longstanding business relationship with a high-profile special event in your community? Or maybe you just landed the biggest outdoor concert event in your county for the first time. Either way, it's time to celebrate an accomplishment in special-event service. Bring readers along as you service a notable event. Let us showcase your hardworking crew that gives up so many summer weekends to bring great sanitation service to the masses. Bring added publicity for your event customer by telling them

THE SLIDE IN WAREHOUSE



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

450 Gallon Aluminum Slide-In 300 Gallon Waste/ 150 Gallon Fresh

Electric Start 5.5 HP Honda
Condé Super 6 vacuum pump w/4-way
valve 30"x2" Tiger Tail inlet hose w/
stinger, washdown system w/50' hose,
3" discharge, 12V battery & work light

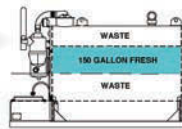


435 Gallon Rear Engine



Side Engine Style

Not all models available at all locations.



'TANK IN A TANK'
Offers improved
weight distribution!



Available from 300 to 1500 Gallon Capacities, Single & Multi-Compartment
Call for Our Price & Availability!

www.slideinwarehouse.com

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

SIW0414

that a national industry trade magazine wants to feature their festival in a several-page spread with professional photography.

PRO RIDES

Have you recently made an upgrade in your service vehicles? You're excited about the good looks and functionality of that vacuum rig and want to show it to the PRO community? We're ready with that opportunity. We want to talk to you about the features you chose for the new vehicle, what went into selection of the paint scheme and graphics, how the truck was built out for more efficient service routes. Share your tips and tricks with others in the industry and give props to your truckbuilder for a job well done at the same time.

LET'S GET STARTED

When I talk to PROs about participating in an editorial feature, they sometimes ask if it will cost them anything. The answer is no. We pride ourselves on providing quality editorial content in every issue of the magazine, and there's never a cost to the companies we feature. We hire professional business writers and photographers, and do our best to highlight the best the industry has to offer.

After an issue publishes, it's common for a featured contractor to call me up and let me know they appreciated the way we handled their story. I'm proud of that.

So what are you waiting for? Let me know what you're up to and we can tell your story. ■



DECALS THAT STICK!



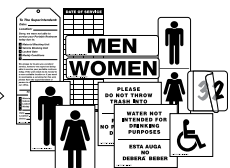
CUSTOM NAMEPLATES



SERVICE RECORD
DECALS



LACK OF
SERVICE TAGS



IN STOCK
GENERIC LABELING

CUSTOM ADHESIVE FOR STRONGEST ADHESION TO PORTABLE UNITS!

2 YEAR 100% SATISFACTION GUARANTEE!

CUSTOM SHAPES TO FIT ANY PORTABLE UNIT!

1-800-490-9931



16290 54th STREET N.E. • ST. MICHAEL, MN 55376

Phone: (763) 428-8365 • Fax: (763) 428-8366 sales@allied-graphics.com • www.allied-graphics.com

FRUITLAND®

True Colors



The Color of RESPONSIBILITY



FRUITLAND'S NEW 100% BIODEGRADABLE OIL

is designed specifically for use with Fruitland® vacuum pumps. The viscosity of our new environmentally safe oil is highly stable within extreme temperature ranges compared to that of conventional pump oils. It also helps reduce emissions and is non-toxic, protecting both the operator and the environment. Fruitland has developed this oil to respect and protect our shared environment while keeping productivity and reliability at the forefront of our customers objectives.

The Color of PERFORMANCE Fruitland® "blue" is recognized around the world as the color of premier commercial heavy-duty pumps and has become synonymous with reliability, efficiency and performance.



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

www.fruitlandmanufacturing.com/pro

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

@PROmonthly.com

Visit the site daily for new, exclusive content. Read our blogs, find resources and get the most out of PRO magazine.

Organize, Don't Agonize

Top Tech Picks

You're in business to make money. You earn a profit on each portable restroom placed at a special event and on each tank you service regularly. Bottom line? Easy access to invoices and customer data — along with fleet and routing information — increases productivity and makes your business more successful. We cherry-picked these technology and software packages to help you save time and money.



www.promonthly.com/featured



“Tires really perform

more work than most people can imagine; they're what really delivers driving performance.”

— Top Safety Tips for Tires
www.promonthly.com/featured

Balancing Act

Let's Get Busy

Vacation time? Not so fast. You're heading right into your busy season with fairs, festivals, concerts and sporting events being added to your workload. A challenge for PROs operating in tourist country is how to staff for the increased work while keeping up with regular bread-and-butter accounts. It's a balancing act. Here's some advice to help you keep up with your regulars while also meeting the demands of your seasonal special events.



www.promonthly.com/featured

Canada or Bust!

Turn Up the Heat

Ontario regulations for construction site restroom facilities are tough. And now they're even tougher. A pilot inspection program completed earlier this year was designed to improve compliance with provincial regulations covering portable restrooms and cleanup facilities at the sites. The goal? Eliminate the gray areas. Current regulations require warm water for any site served by electricity, and also sinks, paper towels and recirculating flush tanks. Regulations now have more meat on their bones. Find out how tightened rules close the gap for inspectors to decide whether water in a restroom facility is heated adequately.

www.promonthly.com/featured

emails and alerts



Visit PROmonthly.com and sign up for newsletters and alerts. You'll get exclusive content delivered right to your inbox, and you'll stay in the loop on topics important to you!

connect with us!



Find us on Facebook at www.facebook.com/PROmonthly or Twitter at twitter.com/PROmonthly

SPRING VALLEY

WIG VALLEY SUNBURST

SUNBURST SPRING



Bring The Outdoors...Indoors

What could be nicer than having the fresh, clean fragrance of the great outdoors indoors? Our two new fragrances, Spring Valley and Sunburst, will remind you of the pleasant smell of fresh clothes

right-off-the-line and refreshing citrus! Ask for one of these two delightful fragrances when you order Fresh Form or STF liquid deodorizers, cabana spray and popular scent disks.



877.764.7297

| safetfresh.com

| facebook.com/safetfresh



Escape the Daily Grind

YES, SMALL BUSINESS OWNERS CAN – AND SHOULD – TAKE VACATIONS, BUT IT TAKES A LOT OF PLANNING

By Judy Kneiszel

I grew up on a small Wisconsin dairy farm and I don't recall my parents ever taking a vacation. My dad would sometimes say, "We'll take a day off when we're caught up." But running a farm, like running any small business, means never really being "caught up."

My family, it turns out, was not that unusual. A lot of small-business owners, including portable restroom operators, never seem to get caught up enough to take a vacation. But for the sake of their families and their businesses, maybe they should.

Of course, for busy PROs, a summer vacation may be out of the question, but planning a fall or winter getaway could help you make it through the busy season in a more positive state of mind.

YOU'RE NOT ALONE

A study by the business management software provider Sage North America found small-business owners are vacationing less than ever. More than 43 percent reported that they took significantly or somewhat less downtime in 2013 than they did in any of the previous three years. In a survey on vacation time commissioned by Sam's Club, almost half of small-business owners said they take only major holidays off, or no days at all.

Some business owners fear they will lose business to their competition if they take a vacation. Others claim there's no one qualified to fill in for them and fear the financial setback of closing for a week. Most small-business owners simply say they are too busy to take time off.

A study by the software maker Intuit claims men who take vacations are 32 percent less likely to die of a heart attack. At the same time, women who don't take vacations are up to eight times more likely to suffer from heart disease than those who take two vacations a year. Why? Because never having downtime increases stress, which can increase the risk of heart attack, cause depression and generally compromise the immune system.

In addition to better health, small-business owners told Intuit they experienced a significant increase in productivity after a trip. Getting away from the day-to-day pressure of dealing with every little crisis means a business owner can see the big picture and think creatively. Side effects can include game-changing business-improving ideas. Think of a vacation as something you are doing to improve your business, not as a luxury you can't afford.

If that's not enough, consider how time away could improve your family relationships. Do you really want your children's only memories of you to be work related?

HOW TO TAKE A VACATION

There are three ways for a boss to take a vacation. You can close the shop, take the business with you, or find someone to run it in your absence.

If you choose the first option, you'll want to book your vacation for the slowest time of the year and give your customers, staff and suppliers plenty

of warning that there will be a complete shutdown.

The second option is not quite as restful. You travel, but work remotely via technology. If you truly believe taking calls and answering emails from the beach is the only way you can get away, make sure your destination has adequate technological resources such as reliable electricity, good coverage by your cellular provider, affordable Wi-Fi and whatever else you think you'll need. Many hotels have business centers for guests to use, but determine what that includes before you book a stay.

This option may make your vacation worry-free because you can keep tabs on things and deal with problems as they occur, but it doesn't have the health benefits of getting away from work completely. And your family may resent your taking work calls while spinning in a teacup or gazing into the Grand Canyon.

THE BEST WAY TO GET AWAY

Having someone you trust manage in your absence is the best option. The company continues to operate and make money while you get a true break. But it takes advance planning. That's why it's good to think about vacation during your busy season, so you are ready to go when things slow down.

If you have employees, choose the most capable and reliable and designate him or her your second-in-command. In the months leading up to your vacation train this person to take over.

If you don't have employees, there may be other workable solutions. You could arrange a trade with another (trusted) portable restroom company in the area. You offer to run their service routes while the owner is on vacation for a week and they return the favor while you are gone for a week. You could also ask someone who is retired from the business but still capable to fill in for you.

Make a list of important procedures and information your replacement needs to know to keep the business humming along while you're gone. In the case of a trade-off with another PRO, you might want to keep answering the phone yourself or have someone else monitor the phones for you in case new customers call.

Don't dump this responsibility of running the company on your replacement at the last minute. Meet regularly for months before your planned vacation to ease them into it. And have a few trial runs. Practice by letting your replacement run things for a day or two. This will give you both the chance to see how things go and work out the details of the vacation plan.

FREE TO ROAM

One of the reasons you chose to run your own business rather than work for someone else was for the freedom. But is it freedom if you can never take a vacation? How free are you if you have to be there to deal with every crisis and deal with every customer? Maybe it's time to declare your independence and plan a vacation. ■

Built Rock Solid.

Introducing... The Summit and Select Series Mobile Restroom Trailers



Summit
Portable Restroom



Manufactured by
Black Tie Products
for Five Peaks

The Summit

Wheelchair Accessible & Family Portable Restroom

The NEW Summit is the perfect alternative to the larger ADA compliant restroom. It is smaller and easy to maneuver with one person. The Summit is wheelchair accessible or can be used as an oversized restroom when extra space is needed. Available in 40 and 74 gallon configurations.



40 Gallon Tank



74 Gallon Tank



MOBILE RESTROOM TRAILERS

Enjoy comfort and convenience in our NEW Select Series mobile restroom trailers featuring simple styling, quality interior finishings and advanced exterior construction. Available in 8', 10' and 13' configurations.



Shown: Select 13

Portable Restrooms | Hand Wash Stations | Restroom Trailers | Deodorizer Products | Service Trucks | Support Products | Accessories

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

Five Peaks ☎ 231.830.8099 📞 866.293.1502 📠 231.739.2131

🌐 fivepeaks.net | info@fivepeaks.net | [f](https://www.facebook.com/fivepeaks) Follow us on facebook





THE LONG RUN

Loyal business relationships build staying power as Florida's Boyett's Effortless Sanitation prepares to celebrate 60 years on the job **BY BETTY DAGEFORDE**

When Lynn Boyett needs something in a hurry – emergency vehicle repairs, paper products in the middle of the night, a specialty soap for an oil spill – he doesn't have to worry whether he can get it. The owner of Boyett's Effortless Sanitation in Pensacola, Fla., is fiercely loyal to his suppliers – he's been with many for decades – and they to him. So he knows they'll do whatever it takes to get him what he needs.

Boyett's Effortless Sanitation Pensacola, Fla.

Owner: Lynn Boyett

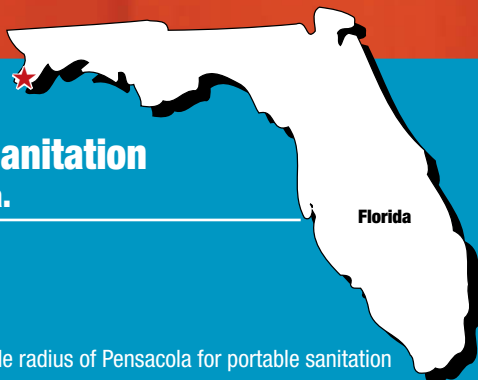
Founded: 1955

Employees: 13

Service Area: 90-mile radius of Pensacola for portable sanitation

Services: Portable sanitation, septic, grease trap, commercial vacuum work

Website: www.boyetts.com



Florida



Hurricanes and economic downturns have posed challenges along the way for Florida's Boyett's Effortless Sanitation, but the company has risen to meet those challenges for nearly 60 years. Owner Lynn Boyett is shown in the yard with part of his inventory of restrooms from Satellite Industries. (Photos by Jeff Haller)

“We don’t jump around,” he says. “I know that’s probably not the American way but I don’t believe in it. If they take care of me I’m staying right there.” He also tends to stick with products that have worked for him whether it’s portable restrooms, cleaning supplies or trucks.

The strategy seems to be working, as Boyett has been around for nearly 35 years (the company for almost 60). Portable sanitation makes up the bulk of Boyett’s work, but he also offers septic, grease trap and commercial vacuum services, operating out of a seven-acre facility. His service territory extends about 90 miles, although vacuum trucks often go 150 miles.

The staff of 13 includes his wife, Debbie, who oversees financial aspects of the business, and his son, Logan, 23. Boyett works mainly in the office where he has his hands on every part of the business from day-to-day operations to long-term strategizing – “I pretty much just run everything,” he says.

ON THE GROW

The business was started in 1955 by Boyett’s father, Leonard, who began doing septic work to supplement his income as a navy helicopter mechanic. Two years later he was able to go full time with it and two years after that began bringing portable restrooms to the Pensacola area.

Lynn Boyett grew up in the business. He and his brother, Tony, bought his parents out when they retired in 1981, with Tony taking over the portable restroom business and Lynn the septic. Tony eventually got out of the business and in 1993 Lynn added restrooms back to his lineup.

He started out with Satellite Industries units, was happy with them and never saw a reason to change. The new line of business was an instant success – mainly because of the company’s reputation in the community,

Technician Hubert Grandberry secures a Satellite Industries Tufway restroom to the carrier on his vacuum truck from Best Enterprises for an early-morning service route.



“Service is the only thing and everything. I can’t give service on my end if I can’t get service on that end.”

LYNN BOYETT

he says. “We put out 395 units in 31 days. We were putting them together as fast as we could get them.” Portable restrooms now account for 65 percent of the company’s work. They’ve got 4,000 units – orange and blue Tufways for construction work and teal Maxim 3000s for special events.

Although he sticks with Satellite for his portable restrooms, for his hand-wash stations Boyett uses PolyJohn Enterprises Bravo units. Boyett has three restroom trailers – 23- and 35-foot models from Wells Cargo COG and a 28-foot model from JAG Mobile Solutions.

FLEET REFRESH

Boyett has six vacuum trucks – all International 4300 and 4400s built out by Best Enterprises Inc. with 1,500-gallon waste/500-gallon stainless steel tanks and Conde pumps (Westmoor Ltd.). All are close to six years old. Every five to seven years he sells the whole fleet and buys brand new vehicles – always Best Enterprises tanks on International trucks.

Boyett says he’s money ahead by replacing the vehicles rather than trying to keep up with repairs. “If you start getting into where you’re rebuilding motors and transmissions, you’re just kidding yourself,” he says. “And I’ve done it every which of way all the years I’ve been in business.” Boyett has a full-time mechanic but never wants to see his vehicles out of commission.



Eddie Shoupe returns to the Boyett’s yard with a load of Satellite Industries restrooms that will be cleaned and go back in service in and around Pensacola, Fla.

"It's near impossible to put a price on downtime. It could kill you," he says.

Boyett has purchased all his trucks from the same International salesman for 35 years. "I don't even price my trucks," he says. "I just call my salesman and tell him what I want." As a result, when one of his trucks is down, International gets him right in regardless of how busy they are, even working late into the night if need be.

"People say, 'Our truck's been there two days and a Boyett truck pulls in and it's fixed in hours.' But we've earned that right," he says. "We buy all our parts there, all our oil and all our trucks." And if a part has to be ordered from Best Enterprises it's on the road within 12 hours, he says.

SERVING THE COMMUNITY

The company splits its portable sanitation work evenly between construction, industrial and special event customers. A number of large manufacturing plants in the area – tile, paper, textiles – hire Boyett's to place units during planned maintenance shutdowns or expansions, often lasting months. The company also provides units for barges, servicing them when in port, as well as ships in harbor when they're being worked on.

While it's difficult to convince organizers to pay his rates, Boyett's serves special events such as the 11-day Interstate Fair, one of the largest events on the Gulf Coast; the Greek Festival, one of the oldest events on the Coast; and the Gulfcoast Arts Festival, one of the most popular arts festivals in the country. "They don't even take bids from anybody else," he says of the regular events on his schedule.

It's not unusual for the restroom trailers to go out months or even a



Standing in front of the company's office are office manager Lisa Williams and owner Lynn Boyett.

Dream team

Lynn Boyett, owner of Boyett's Effortless Sanitation in Pensacola, Fla., is not one to take all the credit for his company's success. His employees play a key role. It's not always easy finding and then keeping good people, and he's had his share of false starts and bad decisions, but over half his staff of 13 is what he calls longtimers – with 10, 12, even 18 years on the job.

He pays above-average salaries for the area, provides health insurance, and as long as people are honest and hardworking, he treats them well. "They say I can be pretty tough," he says. "But the difference with me is if they do their job there's not a problem." Mistakes are forgivable. "We're going to do the best we can every day, and when stuff happens, it happens. You figure out what to do so maybe it won't happen again. You keep on going but you're learning from it."

Everyone is cross-trained for all lines of work. "You can't make top pay here without being able to do it all," he says. "We get a ton of work done for the amount of employees we have but it's because everybody can do so many things."

year or two at a time – when a Ford dealership burned down, for example, or when the Jimmy Buffett Margaritaville hotel complex built a beach bar before getting the sewer system approvals.

The Boyett's inventory includes two restroom trailers from Wells Cargo COG that are deployed at many Florida special events.

The entire fleet of vacuum trucks at Boyett's are built out by Best Enterprises with Conde pumps. Lynn Boyett is partial to International chassis, and replaces the entire fleet every five to seven years.

The company also gets called when a natural or man-made disaster occurs in the area – hurricanes, tropical storms, fires or, as in 2010, the Deepwater Horizon oil spill in the Gulf Coast.

ONE-TWO PUNCH

With Hurricane Ivan in 2004, followed a few years later by the recession, Boyett's was hit hard, as was the whole area, and the area hasn't fully recovered yet. Pensacola took a direct hit from Ivan, a cyclone the size of Texas and the 10th most intense ever recorded in the Atlantic. "It's the one that killed Pensacola," Boyett says. "It took me a day and a half to get cut out of my house to get to the office. We had 300 calls by that time."

The company put units out as fast as they could for power companies, emergency crews and tent cities. They also housed a team from a national sanitation firm that brought in an additional 800 units. "They slept in our office because it would have taken over three hours to get to the closest motel because the bridges were out. We had generators and gas hot water so they had showers."

(continued)

EVERPRO

Portable Toilet Deodorizing Tablet



**The World's
Leading
Portion Control
Tablet just
got Better!**

Drop one individually wrapped EverPro tablet into 5 gallons of fresh water and experience instant effervescent deodorizing protection that is non-staining, fast-dissolving and biodegradable.



Portable Sanitation Products



1-800-345-3303 • www.jjchem.com • order@jjchem.com
www.facebook.com/JJChemicalCo • www.youtube.com/JJChemCo



"We're going to do the best we can every day, and when stuff happens, it happens. You figure out what to do so maybe it won't happen again. You keep on going but you're learning from it."

LYNN BOYETT

Every day the company had to figure out where to get fuel, where they could dump waste and how to get around. Boyett lost 500 units in the storm and didn't have as much insurance coverage as he thought he did. "The wind just got them and twisted them like a pretzel," he says. Of course he picked up a lot of work during the cleanup and rebuilding phase but also suffered personal and business losses.

No sooner did the area start to get back on its feet than an economic downturn started in 2007, worsening over the following years. Construction fell off; then manufacturing plants started doing fewer planned

maintenance shutdowns. Restaurant work declined such that some requested service every three to six months instead of monthly. Special-event work suffered and organizers could no longer pay for the service. The inevitable resulting price-cutting by competitors - coupled with increases in the cost of supplies and insurance - caused a further spiral downward.

SURVIVAL OF THE FITTEST

Boyett pulled through the worst two episodes in the company's history. But he had to make some tough decisions along the way - reducing the staff, downsizing the fleet and even lowering his rates to some extent, although he says he's still high compared to other providers in the market.

"You squeeze a dollar and get two out of it if there's any way possible," he says.

He also credits his vendors for helping him through, especially when the hurricane hit. "Satellite was a life saver for us," Boyett recalls. "They just shipped us whatever we needed and didn't worry about money. Because of my reputation with them they knew we were going to pay them." Walex Products Co., who he's been with since 1995, sent him whatever he needed as fast as they could. "They brought something down themselves, if they had to," he says. As did Supreme Paper Supplies, a 50-year-old family-owned business in Pensacola, themselves suffering from the hurricane.

Boyett says he always gets great service from his vendors but they all went above and beyond in this situation, and his business wouldn't be where it is today without them. "Service is the only thing and everything," he says. "I can't give service on my end if I can't get service on that end." ■

MORE INFO

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

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

PolyJohn Enterprises
800/292-1305
www.polyjohn.com
(See ad page 35)

Satellite Industries
800/328-3332
www.satelliteindustries.com
(See ad page 21)

Walex Products Co., Inc.
800/338-3155
www.walex.com
(See ad page 27)

Wells Cargo, Ultra Lav
877/301-3837
www.ultralav.com

Westmoor Ltd.
800/367-0972
www.westmoorltd.com

**MID-STATE TANK
ARTHUR CUSTOM TANK**

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

Tanks for your Business



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

Manufactures of dependable stainless steel and aluminum pressure / vacuum tanks and trailers for the septic, industrial and portable trucks.

www.midstatetank.com

Contact:
Gene for a quote or check on stock tanks

Arthur Custom Tank is a subsidiary of Mid-State Tank

Each and every day you have a job to do.
Amthor helps you get it done.

UNITS IN STOCK, READY
FOR IMMEDIATE DELIVERY.



Above:
2000 Gallon Matador Runabout
on a Kenworth T-300



Tank Truck Manufacturer & Design Leader

434.656.6233 • AmthorInternational.com

Contact Hank Vanderveen: (845) 494-0104

UNITS AVAILABLE NOW:

1,250 Gallon on a International Terrastar

1,250 Gallon on a Ford F-550 - 2 Available!

2,000 Gallon on Freightliner M2 - 2 Available!

Standard Features Include: Polished Aluminum Tanks,
D/S Workstation, Epoxy Lined Waste Compartment,
Heavy Duty Aluminum Potty Holder, (2) 24" Tank Mounted
Toolboxes w/Extruded Doors, Masport Pumping Systems,
12V Water Pumps, Hose Reels - Plus Much More

CALL US TODAY!

Family Owned. Internationally Known. American Made.

**Featured
In An
Article?**

*We provide
reprint options*



POSTERS
Starting At
\$35

**ELECTRONIC
REPRINTS**
Starting At
\$25

**LASER
REPRINTS**
Starting At
\$10







Sizes: 24" x 30" & 36" x 45"

Order Reprints

Order through
our website **www.promonthly.com**

Deodorizer / 2014 Company Directory

PRO

		Manufacturer	Distributor	Liquid	Pellets	Packets	Pucks	Other	Scents	Graffiti Remover
	Century Chemical Corp. 28790 CR 20 W, Elkhart, IN 46517 800-348-3505 • 574-293-9521 • (f) 574-522-5723 sales@centurychemical.com www.centurychemical.com	✓		✓		✓			Cherry, Bubble Gum, Lavender, Fresh Linen, Mulberry, Baby Powder, Peppermint, Lemon, Orange Citrus, Apple Cinnamon, Grape Burst	
See ad page 29	Chempace Corporation 339 Arco Dr., Toledo, OH 43607 800-423-5350 • 419-535-0101 • (f) 419-535-0531 chempace@chempace.com www.chempace.com	✓	✓	✓		✓			Cherry, Bubble Gum, Mulberry, Tropical, Fresh n Clean, Cinnamon,	✓
See ad page 11	Five Peaks 1790 Sun Dolphin Dr., Muskegon, MI 49444 866-293-1502 • 231-830-8099 • (f) 231-739-2131 info@fivepeaks.net www.fivepeaks.net		✓	✓		✓		Scented Discs	Fresh & Clean, Cherry	
	Imperial Industries, Inc. 505 Industrial Park Ave., Rothschild, WI 54474 800-558-2945 • 715-359-0200 • (f) 715-355-5349 kristi@imperialind.com www.imperialind.com	✓	✓	✓		✓		Fragrance Boosters	Cherry, Spice, Mulberry, Sweet Fresh, Mountain Breeze, Spring Valley, Sunshine, Sunburst, Fresh Floral, Bubble Gum, Lemon	✓
	J & J Chemical Co. 1450 Athens Rd., Crawford, GA 30630 800-345-3303 • 706-546-7069 • (f) 706-546-7178 sales@jjchem.com www.jjchem.com	✓	✓	✓	✓	✓	✓	Fragrance Enhancers, Cleaners, Degreasers	Berry Blast, Bubble Gum, Cherry, Citronella Plus, Flower Power, Fresh & Clean, Lemon Citrus, Linen Fresh, Mango, Mulberry, Mulberry Blast, Pine, Spicy Cinnamon, Spicy Cherry, Tahiti Breeze, Tangerine, Spice	✓
	Johnny's Choice by Chemcorp Industries 5730 Coopers Ave. #18-20, Mississauga, ON L4Z 2E9 888-729-6479 • 905-712-8335 • (f) 905-712-8909 sales@johnnyschoice.com www.johnnyschoice.com	✓		✓		✓		Fragrance Spray, Fragrance Disk, Urinal Deodorizer Screen	Cherry, Bubble Gum, Mulberry, Hawaiian Breeze, Tropical Delight, Sea Breeze, Carnival, Fresh Air, Pina-Colada, Mango-Melon, Spice, Spring Time, Summer Breeze, Winter Green, Autumn Leaves	✓
	Liquid Waste Industries, Inc. 2962 Mt. Tabor Church Rd., Dallas, GA 30157 877-445-5511 • 770-424-5575 • (f) 770-424-5536 bill@lwiinc.com www.lwiinc.com	✓		✓				Discs, Tabs, Urinal Blocks	Fresh & Clean, Mulberry, Cherry	✓
See ad page 23										
See ad page 35	PolyJohn Enterprises 2500 Gaspar Ave., Whiting, IN 46394 800-290-1305 • 219-659-1152 • (f) 817-453-7401 info@polyjohn.com www.polyjohn.com		✓	✓		✓	✓		Cherry, Mulberry	✓
	PolyPortables, Inc. 99 Crafton Dr., Dahlonega, GA 30533 800-241-7951 • 706-864-3776 • (f) 706-482-2373 dwallace@polyportables.com www.polyportables.com	✓		✓		✓		Tubes	Cherry, Bubble Gum, Mulberrier, Fresher & Cleaner, Cinnamon Spice, Pine Fresh, Lemon Twist	✓
See ad page 36										

Deodorizer / 2014 Company Directory

PRO

Manufacturer	Distributor	Liquid	Pellets	Packets	Pucks	Other	Scents	Graffiti Remover
--------------	-------------	--------	---------	---------	-------	-------	--------	------------------

See ad page 21	Satellite Industries 2530 Xenium Lane N., Plymouth, MN 55441 877-764-7297 • 763-553-1900 steveb@satelliteco.com www.safetfresh.com	✓	✓	✓	✓		Cherry, Bubble Gum, Lemon, Mountain Breeze, Mulberry Twist, Spice, Tropical Fruit, Sunshine, Sunburst, Spring Valley	✓
See ads page 33	Surco Portable Sanitation Products 292 Alpha Dr., Pittsburgh, PA 15238 800-556-0111 • 412-252-7000 • (f) 412-252-1005 tonya.ray@surcopt.com www.surcopt.com	✓		✓	✓	Disposable Paper	Bubble Gum, Cherry, Xtreme Clean, Mulberry, Custom	
See ad page 23	Tru Blu Chem 5445 Southwyck Blvd., Toledo, OH 43614 800-519-6557 • 419-708-8877 timk@trubluchem.com www.trubluchem.com	✓	✓	✓	✓		Fresh Scent, Cherry, Bubble Gum, Mango	✓
See ad page 27	 Walex Products Co., Inc. PO Box 3785, Wilmington, NC 28406 800-338-3155 • 910-371-2242 • (f) 910-371-2094 info@walex.com www.walex.com	✓	✓	✓	✓	✓	Tangerine, Cinnamon Spice, Mint, Cherry, Sunglow, Citronex, Very Berry, Fantasy, Mango, Wintergreen, Citfresh, Mulberry, Lemon, Tropical Breeze, Wildflower, Bubble Gum, Beechwood, Lemon-Lime, Fresh & Clean	✓

KeeVac Industries, Inc.

It has a Cummins!



Like us on Facebook



\$149,900

2013 FREIGHTLINER M2 112

- 450 Horsepower DD13
- 10 Speed transmission
- Jacobs engine brake
- Aluminum wheels • Power mirrors
- 3600 gal. steel hoist & door tank
- NVE primary moisture trap
- NVE 20" top man way
- Aluminum Hose trays
- 4" waste discharge line with valve, adapter, and cap
- Anti-surge baffles
- (2) NVE sight eyes



\$112,835

2013 PTERBILT 337

- C300 Horsepower PX 9
- Air brakes
- 33,000 GVW
- 6 Speed transmission
- Rear Locker
- Air Ride Suspension
- T 5454 Marine Grade Aluminum
- 2,500 gal. Robinson aluminum tank
- Single compartment t, 2500 waste
- NVE primary moisture trap
- NVE 20" top man way
- Full length hose trays both sides
- 4" Inlet, rear • 4" Discharge
- Anti-surge baffles



\$99,500

2014 INTERNATIONAL 4300

- Cummins 240 HP engine
- Allison 2500 6-speed RDS automatic
- Air brakes • 25,999 GVWR
- 2,000 gal. aluminum tank
- Two compartment tank, 500 fresh water/1,500 waste
- NVE primary moisture trap
- NVE 20" top man way
- Full length hose trays both sides and across rear
- 4" waste discharge line with valve, adapter, and cap
- Anti-surge baffles
- Heavy duty toilet carrier with trailer hitch

ON THE LOT SELECTION! (see list below)

Take Delivery Now ...

RESTROOM TRUCKS

- | | |
|------------------------------|-----------------------------------|
| 2013 Ford F550, 1200 900/300 | 2014 International, 2000 1500/500 |
| 2014 Ford F550, 1200 900/300 | 2014 Dodge, 950 Steel |

SEPTIC PUMPERS

- | | |
|-------------------------------|-------------------------------|
| 2013 Peterbilt 2500 Alum | 2013 Peterbilt 3600 Alum |
| 2012 Ford 2500 Steel | 2012 International 3600 Steel |
| 2013 International 2500 Steel | 2013 Freightliner 3600 Steel |
| 2013 Hino 2500 Alum | Front Hoist rear open Door |
| 2014 International 2500 Steel | 2013 International 4800 Alum |



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

866.789.9440

www.keevac.com P0514

MIX & MATCH ... Great Selection of Tanks and Chassis IN STOCK for Custom Builds



Walex Products uses Expo stage to introduce extra-strength odor treatment packs

By Craig Mandli

Porta-PAK MAX odor treatment packs – designed to keep portable restrooms fresher in extreme summer heat – were introduced by Walex Products at the 2014 Pumper and Cleaner Environmental Expo International.

“This product meets the demand from our customers for a stronger odor-control packet for use in summer months and extreme conditions,” says Corey Morton, sales manager for Walex Products. “What we were able to do was basically develop a stronger, more effective product in the original footprint of our Porta-PAKs.”

The Porta-PAK MAX has 50 percent more color and odor control, and double the fragrance of the company’s standard Porta-PAK.

“This is really our response to a change in the industry,” says Morton. “We feel that the economy has turned for the better. People are looking for performance first, and that’s what this product provides.”



Ellis Hartley, left, a regional account manager for Walex Products, points out the features of his company’s new Porta-PAK MAX odor treatment packs to attendees of the 2014 Pumper & Cleaner Environmental Expo International. (Photo by Craig Mandli)

The Porta-PAK MAX dissolves quickly, is safe and easy to use, requires no skin contact with chemicals, and has a long shelf life. A portable sanitation technician drops one pack in the holding tank and adds water. The pack quickly dissolves, leaving specially formulated chemicals powered by Walex’s Wave-2 technology to dissolve inside the restroom tank.

The packs are formaldehyde-free, biodegradable and are available in Tangerine, Sun Glow and Mango fragrances. They are packaged in resealable bags for easy transport and distribution at special events and along portable restroom service routes.

“This is our popular Porta-PAK, only longer lasting and more concentrated,” says Morton. “It’s an answer for those looking for a stronger product, and an opportunity for our company to provide better service to our customers.”

Morton says the reaction to the new product at the Expo was sometimes overwhelming, as both longtime Walex customers and newcomers to the product line were eager to learn more about the new deodorizer.

“This show has been great for us,” says Morton. “We had terrific traffic at our booth, and the attendees were enthusiastic and wanted to learn more. There were a lot of buyers on the floor this year, which is something we obviously love to see.”

Morton says Walex tries to roll out at least one new product at every Expo, and that will be no different in 2015 at the rebadged WWETT (Water & Wastewater Equipment, Treatment & Transport) Show. At the 2015 show, Walex will be offering new products for grease trap odor control and treatment.

“We’re excited to look at what we believe is a growing part of the industry,” says Morton. “A lot of our customers on the portable restroom side also service grease traps, and they’ve been requesting we look at that. We’re looking forward to it.” **800/338-3155; www.walex.com. ■**



MANUFACTURER OF QUALITY PORTABLE RESTROOMS AND SINKS



Dual VIP Restroom Trailer

Ideal for:

- Weddings / Parties
- Sporting Events
- Food Festivals
- Community Events
- Restroom Remodeling
- Movie Production

Features:

- Solar Powered
- Self-contained
- Flushing, china toilet
- Enclosed sink
- Power Converter (option)
- Air-conditioning (option)
- Interior Heater (option)
- Sink Water Heater (option)



1737 S. VINEYARD AVENUE • ONTARIO, CA 91761
 PHONE 909-930-6244 TOLL FREE 800-334-1065 FAX 909-930-6237
 WWW.NUCONCEPTS.COM

TUFWAY



Height: 88" (2235mm)
Width: 44" (1118mm)
Depth: 48" (1219mm)
Weight: 164 lbs. (75kg.)
Standard Tank Volume: 70 gal. (265L)
Floor Space: 41" x 21" (1041mm x 533mm)
Seat Height: 18" (457mm)
Door Opening: 73" x 24" (1854mm x 610mm)



"Portable restrooms save the construction industry over 10 Billion dollars per year in lost productivity"

It's Hard To Beat A Tufway

Compare the cost of repairs, years of service and warranty and the numbers will prove that Tufways are the most profitable restrooms to operate and maintain.

\$2.84

Average Per Year In Repair Costs

25

Years Average Life

10

Year Written Warranty

For more information about the full advantages of a Tufway, contact your Area Manager or visit us online.

800-328-3332



www.satelliteindustries.com

“Take 5” is a feature in which one PRO or industry leader shares unique business challenges with the entire portable sanitation community. It’s a chance for service providers to meet over the back fence – and across the country – to learn more about each other and promote industry excellence. If you know a PRO who would be an interesting subject for “Take 5,” send their contact information to editor@promontly.com.

Rajeev Kher raises awareness about the important role of portable sanitation in an emerging Indian economy *By David Steinkraus*



Left to right are Rajeev Kher, Saraplast founder, with Ranjit Kher and Ulka Sadalkar, executive directors. (Photos courtesy of Rajeev Kher)

Old World, New Challenges

Rajeev Kher is a champion of sanitation in a place where modern sanitation is not widely embraced. “I come from a country which is very rich in culture and tradition. Unfortunately we are not looked upon as the cleanest place in the world,” he says.

Kher runs the portable restroom division of Saraplast PLC based in Pune, India, which is in central India and near its western coast. With close to 4,000 units and 300 hundred employees in India’s largest cities – his home of Pune plus Bombay, Bangalore, Hyderabad, Chennai and the smaller capital city of New Delhi – he is trying to tackle India’s problem of open sewers and defecation in public places.

Kher learned about portable sanitation while he was an intern in North America. When he wanted to set up his own business he chose portable sanitation because he knew the field would have an impact on his country.

EXPLORE FIVE CHALLENGES THAT AFFECT RAJEEV KHER’S PORTABLE SANITATION BUSINESS:

- **Building a reliable workforce**

Saraplast units are serviced by a truck and three workers: two technicians and a driver whose only job is driving and looking after the truck. The size of Kher’s staff is influenced by India’s particular workforce. There is a lot of absenteeism, so the company must have enough employees to allow for that and serving customers, Kher says. The nation’s caste system is the primary cause for this. In traditional India, people born into a certain level of society were allowed to work only in certain trades and could not marry outside their caste. Although these views are changing, the change is slow. The result for Saraplast is that many Indians see themselves as above the job of cleaning portable restrooms, Kher says.

“Getting people becomes a very difficult problem. We have to be getting the right kind of guys. Among most groups there is a lot of alcohol abuse. Many of them come from rural and near-urban areas where people are not well trained and not so serious about their jobs,” he says.

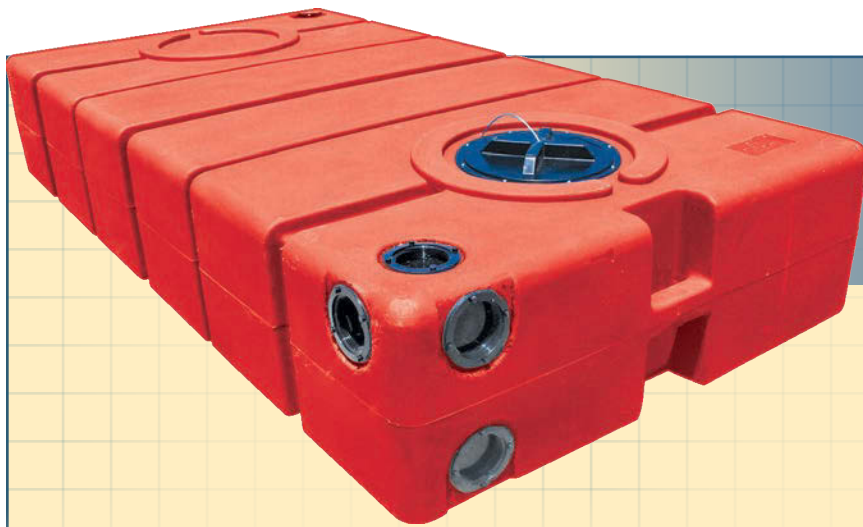
(continued)



A Saraplast technician cleans a bank of PolyJohn Enterprises PJN3 restrooms. The company’s fleet of trucks is built in India.



Technician Deepak Devkule sanitizes a unit after servicing.



Pro Pumper 250 Waste Holding Tank

**16
Colors**



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



The Best Place for Tanks

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

Portable Restroom Delivery TRAILERS

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

- no sides -		- with sides -
	6 Hauler	\$2600.00 (12ft)
	8 Hauler	\$3300.00 (16ft)
	10 Hauler	\$3850.00 (20ft)
	12 Hauler	\$4300.00 (24ft)
	14 Hauler	\$4600.00 (28ft)
	16 Hauler	\$5400.00 (32ft)
	18 Hauler	\$6200.00 (36ft)
	20 Hauler	\$6800.00 (40ft)

Custom Lengths Also Available!

877-445-5511

www.RestroomDeliveryTrailers.com

Quality & Affordability in Portable Sanitation Solutions

Buy Direct - Call **(800) 519-6557** Today!

www.TruBluChem.com

sales@TruBluChem.com



COULDN'T MAKE NASHVILLE?

SPECIAL SHOW PRICES UNTIL MAY 30TH!

Tired of High Priced Chemicals?

**PROOF IS IN THE PRODUCTS!
CALL US FOR FREE SAMPLES!**

**NEW! Paper Portion Control Packets...
NO MORE MESS!**

**XTREME ODOR NEUTRALIZER
DROP-INS!**



Lowest Prices In High Quality Concentrates!



We are a proud Member of the Portable Sanitation Association International





Saraplast founder Rajeev Kher leads a training session for company workers.

“We’re trying to raise the bar. We make this look like a business that anybody and everybody can do. We’re trying to bring people out of this whole thing of caste, giving them dignity, giving them importance, giving them all the technology – machines, equipment – that they need for mechanized cleaning.”

– Rajeev Kher

“But we’re trying to raise the bar,” he says. “We make this look like a business that anybody and everybody can do. We’re trying to bring people out of this whole thing of caste, giving them dignity, giving them importance, giving them all the technology – machines, equipment – that they need for mechanized cleaning.”

• **Finding a suitable disposal solution**

Cleaning to a high standard of hygiene makes his company unique among competitors, he says.

“There are some people who don’t even have trucks. They just have toilets with valves, and they’ll make a pit behind the toilet and have the waste go into the pit. Or they’ll just fill up the toilet, shut it off, pick it up and take it to the yard and then empty it,” Kher says.

Saraplast employees were hauling wastewater to municipal treatment plants that sometimes turned loads away because the plants were at capacity. Kher’s solution was to set up its own treatment plant so the company is self-sufficient. The small-scale plant was manufactured in India and it reduces BOD and other parameters to modern standards. After testing, the plant was ready to be commissioned in 2013. Water coming out of the plant offers its own opportunity.

“We recycle the water. Most of the city fringe areas are all drought-prone, so this water is for irrigation. It could be for public plantations. It could be for parks. It could be for golf courses, things like that,” Kher says. Better still, he says, his company did not have to set up a supply chain to distribute recycled water. Existing tank truck operators come to Saraplast and ask to buy its water.

• **Tweaking equipment to meet the Indian culture**

Portable restrooms require supplies, and for Kher that means another challenge because of the cost of importing what he needs. “The problem is we have to pay a very high duty. In India its almost 35 percent,” he says. Chemical supplies are sourced partly within India, Kher says. Deodorants come from the United States because they are of the quality he wants.

His restrooms come from Satellite Industries and he also has units from

PolyJohn Enterprises. Kher buys only unassembled restroom shells because of cultural preference. Indians do not sit on toilets, but rather squat. Saraplast has its own molds used to manufacture squatting units to fit the Satellite shells. The interiors also include a washing system for the lower body because Indians do not use toilet paper.

All of Kher’s vacuum trucks are manufactured in India.

• **Effective partnership with the government**

People everywhere complain about their own government, but many people who are not in India criticize the Indian government – for its bureaucracy and general ability to stand in the way of progress. Kher doesn’t see it that way.

“You know, very honestly, the government has just so many things which are a priority for our country, which is a developing country. And it’s very easy always to blame the government, but we need to do something on our own also.”

He looks at government as a partner in what he does. He gets support from government, not only in terms of work when there is a large event that needs portable restrooms, but officials also call him to ask his opinion on sanitation issues.



Saraplast employees staff pay-and-use portable restrooms at an event.



In India, a squat-style restroom is preferred. This photo shows the interior of a squat unit as it's being assembled.

PRODUCT NEWS

Amthor hydraulic rear door

The CLAW from Amthor International is a series of hydraulic arms designed to open and close the rear door on vacuum trucks, eliminating the need for wing nuts on the top and sides. The latching system can be used on any code or non-code vacuum truck. **800/328-6633; www.amthorinternational.com.** ■



The Saraplast managers in India gather for a team photo.



• Bringing effective sanitation to the slums

Kher is moving portable restrooms into the slums of big cities as a way to help slum dwellers improve their own lives. With help from foundations, Saraplast arranges for slum dwellers to either lease units or buy them outright and pay back a low-interest loan. Saraplast workers do the cleaning, and the restrooms become a small business for the operator. These operators can offer showers and hygiene products to make more money. Other small businesses advertise their services on the sides of the units. And, of course, restrooms help encourage Indians to embrace modern sanitation.

Sanitation is Kher's service to society in the largest sense. There is a well-documented connection between sanitation and school dropout rates among girls, he says. School bathrooms are dirty or nonexistent, and the girls eventually drop out, reinforcing that education carries little value for the poorest people.

"If I can provide good sanitation to girls in schools I will be able to improve the education-dropout rate ratio, and that will impact the country in a very, very large, positive way," Kher says. ■

Saraplast employee Anil Nagar, right, receives a Best Service Technician award at a company function. Rajeev Kher is shown on the left.

MORE INFO

PolyJohn Enterprises
800/292-1305
www.polyjohn.com
(See ad page 35)

Satellite Industries
800/328-3332
www.satelliteindustries.com
(See ad page 21)

Socially Accepted



facebook.com/PROmonthly

twitter.com/PROmonthly

plus.google.com

youtube.com/PROmonthly

linkedin.com/company/portable-restroom-operator-magazine

Looking for Affordable Paper?

Producing quality paper since 1986.

Specializing in the Portable Toilet Industry.

- Small Core • 96 Roll
- 1500 Sheet • Hand Towels
- ▶ 100% Recycled Paper
- ▶ Competitive Pricing
- ▶ Septic Safe
- ▶ Quantity Discounts
- ▶ Can ship 1 Case or Truck Load

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



Made In The USA

Fax: 570-836-5897

Email: rick@centurypaper.com

Web Site: centurypaper.com

Century
Paper & Chemicals

1-866-767-2737



EASILY MOVE RESTROOMS

Super Mongo Mover®

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



Patented

Hitch Hauler™

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

DA
Deal Assoc. Inc.

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

Safety FIRST

May 2014

Don't Forget the Gloves

TAKE PRECAUTIONS TO AVOID CONTACT WITH WASTE WHILE PUMPING AND CLEANING PORTABLE SANITATION EQUIPMENT

By Doug Day

A couple of interesting articles in the newsletter of the Washington On-Site Sewage Association do a good job explaining the risks lurking in the material you work with every day. Executive Director John Thomas also points out that it's possible that you could be bringing those pathogens home with you – all the more reason to wear standard personal protection equipment including gloves and goggles when you run restroom service routes.

“Research has shown that workers with routine sewage exposures exhibit respiratory dysfunction, fatigue and headache, infection and increased incidences of cancer,” Thomas writes in the Pipeline newsletter. He stresses to look for pathogens in various working environments. “Consider some of the other critters that are in your daily work schedule, riding around with you in the cab, on your clothes, your shoes or boots, your hand.”

Dangerous pathogens can live for a long time in sewage – so take care to avoid contact with waste while servicing sanitation equipment:

- Salmonella - up to two months
- Shigella (dysentery) – one month to two years
- Entamoeba histolytica – one month
- Cholera – five to 16 days
- Hepatitis A - more than a year
- Cryptosporidium – 18 months

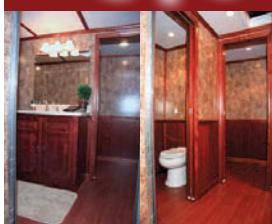
Using a \$138,000 grant from the Washington Department of Labor & Industries, WOSSA has been conducting research on hazard assessment, mitigation and training for workers exposed to residential sewage. “Presently, a disparity exists between definitive standards of exposure and workplace orientation and education with adequate tools to accurately identify these exposures and educational resources to prevent occupational illness in the workplace,” Thomas writes.

The study has been looking into identifying not only the actual exposure of workers handling raw sewage, but also subsequent exposure to others through contaminated materials and clothing, and tracking pathogens into offices, shops and vehicles.

The study will eventually result in a new WOSSA training program on pathogen protection. Once developed, the curriculum will be available to those in other states to help raise awareness and understanding of pathogen exposure so that those in the field can have better safety awareness and modify both their attitudes and workplace practices.

Thomas also reprints an email from the federal Occupational Safety and Health Administration responding to questions about its regulations dealing with raw sewage.

It's probably a good idea to keep Thomas's comments in mind the next time you sit in your truck and reach into your lunch bag to grab a sandwich – or before you walk into the house after a long day in the field and hand out hugs to the family. ■



Custom Manufacturers of

- > Restroom Trailers
- > Shower Trailers
- > G.A.P. &
- > Transport Trailers



269-435-4ART (4278)

www.aRestroomTrailer.com

info@arestroomtrailer.com
Constantine, MI



WALEX

MORE POWERFUL THAN A SPEEDING LOCOMOTIVE!

Walex raises the bar for portable sanitation deodorizers once again.

PORTA-PAK[®] **MAX**

When service requires maximum performance, go for the super-concentrated formula of new **PORTA-PAK MAX** holding tank deodorizer.

> 50% more color > 50% more odor control > Double the fragrance

Fast dissolving | Safe & easy to use | No skin contact | Formaldehyde-free
Long shelf life | World-class customer service

Just Drop It In... TO THE MAX!

800.338.3155 www.walex.com

NEW!



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.



Know Your Load Level

WHAT'S THE BEST WAY FOR ME TO MEASURE THE WASTE IN MY TANK AS I PROCEED ALONG A DAILY RESTROOM SERVICE ROUTE?

By Bob Carlson

QUESTION: I've had nothing but problems with my mechanical liquid gauge located on the rear head of my vacuum tank. It works well when there is a lot of liquid involved in the tank, but seems to get stuck when it really counts. When I think we're half full and we're really 80 percent full, I have to run to the dump and then come back and finish the job. Profit flies out the window. Is there a better way?

Hank Albertson, Pierre, S.D.

ANSWER: The mechanical gauge you are referring to is basically a float valve on a steel rod. As the liquid inside a tank rises, the float valve rises with it. The mechanical gauge on the outside of the tank reads E to F (empty to full). When the float gets stuck, it ends up buried in the muck. You have to monitor the readout and have a good feel for how much liquid is inside your tank. There is no alarm system to warn you that the float is stuck. On the bright side, it is reasonably inexpensive, which also leads to getting what you pay for.

Some operators prefer a simple, clear suction hose mounted vertically on the front or rear head. This serves as a sight tube. The tube indicates the same liquid level as the inside of the tank. On the downside, these tubes can get muddy easily and require replacement. A simple, clear hose will not work because the vacuum causes it to collapse. Another downside of this sight tube is that it might get snagged and get pulled off the tank, resulting in a messy spill.

You can also use sight bubbles to make a visual check of liquid level in your tank. Sight bubbles are clear bowls, 5 inches in diameter, mounted on the rear head. Generally there is a low level bubble, a mid-bubble and an up-

per bubble located about a foot from the top. Some technicians prefer more bubbles, but three is usually the number. The bubbles are secured with large thumbscrews for easy removal and replacement. Like the clear suction hose, sight bubbles have the downside of getting dirty. Sight bubbles are the most popular method of checking liquid levels.

If budget is not a concern, you can choose an electronic gauge. This is a pole mounted inside the tank with a float that rides up and down the length. The gauge, mounted inside the cab, provides a digital readout of the liquid volume. It is an accurate solution, but more costly than other solutions.

Protect your drivers with the right truck safety gear

QUESTION: I've been running barebones for quite a while and people have told me I'm going to get in trouble for safety violations or with OSHA [the U.S. Occupational Safety and Health Administration]. What kind of fundamental and basic safety steps should I take?

Aaron Nesmith, Orlando, Fla.

ANSWER: Be aware of what's required by your state and OSHA. Each state sets its own standards for safety. OSHA sometimes goes further than these state safety requirements.

In your case, I'll suggest some basic equipment or steps you can take to improve safety in your operation. More and more states require flashing beacon lights on trucks working in the field. This warns the public that something is going on. More pumpers are also placing bright orange construction cones around their truck and work area.

Additions like beacons and construction cones can be the saving grace when there's a question of liability after a mishap.

Make sure your truck is clearly marked with the required safety tape; either red, yellow or black and white. Make sure your tape is up to par with safety standards and is clearly visible from all angles.

Have sufficient work lights on your truck - usually mounted on the tank - so you can clearly see what you're doing on the job. It's easy to trip and fall in the early-morning darkness, or the evening shadows.

These are just a few safety measures you can take to avoid accidents and injury. Check with local officials or OSHA to find out what is required in your area. You want to ensure a safe working environment for you and your team. ■

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



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

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

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

Contact us today at 800-962-9588



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

National Tissue Company
MERFIN

www.nationaltissue.com

PUMPS



Sutorbilt Model 4MP Condé 12 Masport Model HXL4V

Burks DC10 Shurflo 2088 Pumtec 356

An honest price, excellent service and premium tools are signs of a professional. On these things, successful businesses tolerate **"NO COMPROMISE"**.

Only the business owner can control the price and quality of his service, but, when it comes to the tools, Armstrong Equipment, Inc. can help. We are proud to offer the best quality pumps and components available.

Like us on Facebook 

ARMSTRONG EQUIPMENT INC.

800-699-7557
11200 Greenstone Ave. • Santa Fe Springs, CA 90670
562-944-0404 • Fax: 562-944-3636
www.vacpump.com

SHOWER TRAILERS




Standard Options

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

Comforts of Home Services, Inc.

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

chempace corporation

800-423-5350 • www.Chempace.com

POWRPOUCH!
Portable Storage & Stays Fresher

POWRPAK™ 100% BIODEGRADABLE ENVIRONMENTALLY-FRIENDLY

PORTION CONTROL DEODORIZER • HOLDING TANK & WASTE TREATMENT PACKS
MANUFACTURED IN U.S.A.

- Less than 20¢ Per Charge
- Extra Strength Odor Control
- Dissolves Rapidly - Self Dispensing
- High-Performance Fragrance
- Deep Blue, Non-Staining Dye
- Formaldehyde-Free
- Available in 3 Sizes

NEW!
Reformulated for Portable Toilets Buses - Boats & More!



Coming Soon! BIOWRPAK - Bacteria Formula!

Deodorants and Chemicals

Effective and environmentally friendly deodorizers and cleaning products are essential tools for portable restroom operators. Manufacturers are consistently providing new formulations designed to keep portable restrooms clean and fresh, especially for long periods in extreme conditions. Here are some of the latest offerings to consider. **By Craig Mandli**

DEODORIZING CHEMICAL

ScentWave liquid non-formaldehyde deodorizing chemical from **Armal** accelerates the disintegration of waste and paper and controls odors in portable restrooms. It is available as a concentrate to minimize the quantity and product needed for cleaning. It is available in 5-gallon containers, in strawberry field, apple blossom, pinewood trail, rose sensation and vanilla balm fragrances. **866/873-7796; www.armal.biz.**



HOLDING TANK ODOR PACKS

The **POWRPAK** series for portable restroom holding tanks from **Chempace Corporation** have been reformulated to offer continuous odor control and fragrance for seven days in the extreme heat of the summer months. Additional effervescence assures the packets dissolve quickly and disperse more evenly in the holding tank. They are available in three sizes to fit specific applications and climates, are biodegradable, and contain non-staining rich blue dye. **800/423-5350; www.chempace.com.**



WASTE TANK TREATMENT PACKS

Porta-Treat water-soluble packs from **Bionetix** contain natural and safe aerobic bacteria that digest odor-causing compounds and waste in restroom holding tanks. The bacillus spores used have been shown to reduce large waste particles that settle to the bottom. The cellulose present in toilet paper is reduced to odorless carbon dioxide and water. The bacteria release extracellular enzymes to help minimize waste so the bacteria have better access. By reducing waste and odor-causing compounds, the holding tank is left fresh and clean, reducing downtime and maintenance costs. **514/457-2914; www.bionetix-international.com.**



ODOR ELIMINATOR

Eliminator deodorizers from **Del Vel Chem Co.** neutralize waste and other foul odors. Available in concentrate and ready-to-use formula, the neutralizer contains no formaldehyde, phosphates, oxidizing agents or phenols. Featuring non-staining dye, the biodegradable and nontoxic formula is made to work in any temperature. Fragrances include bubble gum, cherry, spice, mulberry and mint. **800/699-9903; www.delvel.com.**



RESTROOM DEODORIZER PACKS

Glacier Bay Dry Toss Paks from **Five Peaks** provide the same odor control, fragrance and deep blue color mask as the company's liquid deodorant, in premeasured, ready-to-use pouches. They eliminate the guesswork of liquids, and allow for a better inventory control system. Powder is packed in a water-soluble pouch, preventing waste and contact with product. Drop a single pack into the holding tank and add water. They are packaged in a stand-up, resealable gusset bag, reducing the risk of exposing the packs to moisture. They are available in two strengths, are formaldehyde-free, biodegradable, and environmentally safe. **866/293-1502; www.fivepeaks.net.**



DEODORANT PACKET

Water-soluble toss-in restroom deodorant packets from **Century Chemical Corp.** feature Fresh and Clean odor-control technology. The non-formaldehyde product is safe for users and the environment and improves portion control for technicians in the field, saving time and product. The film dissolves in one minute, dispersing the fragrance, dye and chemical to fight odors for seven days. **800/348-3505; www.centurychemical.com.**



FRAGRANCE OIL

Oil Works ready-to-use fragrance oil from **Green Way Products by Poly-Portables** combats odors from pump exhaust and portable restrooms. Add a small amount to a scent box or restroom holding tank, use as an additive with pump oil, or use to recondition fragrance disks. It is available in multiple fruity or floral fragrances. **800/241-7951; www.polyportables.com.**



LIQUID RESTROOM DEODORIZER

Majestik Re-Charge 6000 portable restroom deodorizer from **Imperial Industries** chemically destroys waste odors and leaves a pleasant fragrance. It is super-concentrated and eco-friendly, containing no formaldehyde or heavy metals. It is available in 1-gallon containers and 55-gallon drums. Scents include cherry and spice. **800/558-2945; www.imperialind.com.**

PORTABLE RESTROOM DEODORIZERS

True-X Series deodorizers from **J & J Chemical** are made with time-released ingredients that eliminate odors, mounding and scale, and help clean the tank as the waste load increases. Available in powerful super concentrate all the way to ready-to-use formulas, it is suitable for year-round use. The biodegradable, non-formaldehyde product can be used in extreme conditions, and is non-staining. It is available in all of the company's fragrances. **800/345-3303; www.jjchem.com.**



DEODORIZING URINAL SCREENS

Deodorizing Urinal Screens from **Johnny's Choice by Chemcorp Industries Inc.** provide effective screening for urinals, and also freshen and deodorize. 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 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.**



WATER-BASED GRAFFITI REMOVER

Certified Graffiti Remover ready-to-use water-based paint and ink remover from **Nilodor Deep Blue** safely breaks down the bond between paint and the surface. With a few steps, unwanted graffiti is easily removed from both hard and carpeted surfaces without harsh chemicals and toxins. It is nonflammable, biodegradable, and can be used on brick and tile, concrete, stucco, aluminum, fiberglass, plastic, formica, plexiglass, stainless steel, metal, stone and rock. This formula will remove acrylic, primer, oil and water-based enamel, permanent markers, lacquers, aerosol spray paint and sealants. **800/443-4321; www.nilodor.com.**



MANGO-SCENTED URINAL SCREENS



Cooper's Own Mango deodorizing urinal screens from **PolyJohn Enterprises** won't interfere with urinal drains, and provide odor control and bacteria action that helps deodorize both urinal and drain. The screen releases a strong fragrance that lasts up to 30 days. The shape fits all urinal styles, and the ribbed surface helps reduce splashing.

Each screen is VOC-compliant and meets LEED-sustainable criteria. One case includes 72 6-by-12-inch screens. **800/292-1305; www.polyjohn.com.**

PORTA-TREAT

- Treats and Deodorizes
- Liquid, Powder, or Water-Soluble Pouches
- Biodegradable, Non Toxic
- Natural Cultures of Bacteria
- Free of Chemicals

21 040 rue Daoust
Ste-Anne-de-Bellevue, Quebec
H9X 4C
Phone: 514 457.2914
Fax: 514 457.3589
Email: info@bionetix.ca
www.bionetix-international.com

Bionetix
INTERNATIONAL
A Subsidiary of Corcon Corporation

ISO: 9001 Certified
Quality System Registered

NONTOXIC URINAL BLOCKS

Non-Para urinal blocks from **Porta Pro Chem Co.** do not utilize paradichlorobenzene, which has been banned by several states due to health safety concerns. The highly scented blocks are square, so they won't fall into or block the round connector to the holding tank. Each block weighs 3 ounces, is a non-staining blue, and is individually wrapped in plastic to ensure freshness. Blocks are available in the same bubble gum fragrance as the company's restroom deodorizing chemical and can be made in other scents such as spice, cherry and mulberry. **888/673-5846; www.portaprochem.com.**



PORTABLE RESTROOM DEODORIZERS

Bio QuickScents 60 portable restroom deodorizers from **Safe-T-Fresh** are powerful, all-natural powders 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.**



TOUCH-POINT PROTECTANT

BioShield75 positively charged polymer from **RestBest-SmartGuard** mitigates touch-point contamination for up to 90 days with one application. The U.S. Environmental Protection Agency-registered nanotechnology chemically bonds to the treated surfaces, producing a large amount of quaternary amine swords that puncture bacterial cell membranes to eliminate the possibility of continued bacterial growth, mold, odor and mildew. The cured surface is safe, nontoxic, non-leaching and harmless to all human and animal contact. It can be safely and easily applied without affecting day-to-day operations. **800/745-9837; www.restbest.net.**

is safe, nontoxic, non-leaching and harmless to all human and animal contact. It can be safely and easily applied without affecting day-to-day operations. **800/745-9837; www.restbest.net.**



FOAM SHIELD

St. George's Foam Shield from **Servant Products** improves the conditions of portable restroom holding tanks, stopping backsplash, suppressing odor, keeping bugs out and improving the tank's visual appeal. It is biodegradable, safe to use and water efficient. **877/644-3626; www.stgfoam.com.**

PORTABLE RESTROOM DEODORANT

Xtreme Clean portion-controlled portable restroom deodorant packets from **Surco Products** are ultra-concentrated. The dissolvable paper packets feature fragrance and deep, non-staining blue dye. They eliminate odors with Metazene odor counteractant, and contain a biocide that kills odor-causing microbes. **800/556-0111; www.surco.com.**



ScreenTech IMAGING a division of Roeda Signs, Inc. **WWW.SANITATIONGRAPHICS.COM**

Experience The ScreenTech Edge!

Free Art & Setup | Long-Lasting Outdoor UV Inks | User Friendly Web Store | Fastest Turnaround

Custom Decals Supply your company logo or we can design it for you...**FOR FREE!**

Any size or shape available!

60 Years of Excellence

www.sanitationgraphics.com
or contact us today: 800.829.3021 • roeda@screeentech.com



BACTERIA-ACTION URINAL SCREENS

Bravo urinal screens from **Walex Products** are a 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 the product fits in all styles of urinals. **800/338-3155; www.walex.com.**

Come In We're OPEN

www.promonthly.com

Flexible and Affordable Financing Options



**Financing for
New and Used Equipment**
Trucks • Tanks • Trailers • Toilets • Cameras • Jetters
Computer Hardware & Software



7 Church Road, Hatfield, PA 19440
Phone: 800.422.1844
Fax: 888.883.9380
Visit our website: www.libertyfg.com
Call Michael DeGroat (ext 12)

Commercial Equipment Financing Call 800-422-1844

Extra! Extra! Want More Stories?

Get extra news,
extra information,
extra features with

Online Exclusives

Exclusive online
content for *PRO*

www.promonthly.com/online_exclusives

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

SURCO® Potty Fresh® Plus XL™

- Non-Formaldehyde
- Deep Blue Color (Non-Staining)

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

Potty Fresh® Xtreme

Xtreme BEST Water Soluble Packets

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

EXPLORER

Toilet Transporters Comfort Stations Handwash Trailers

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

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

Now Available!
Hot Dip Galvanized Frame and Wheels

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

INDUSTRY'S BEST

KNOCK OUT ODORS

From PUMPER TRUCK EXHAUST

Effectively controls offensive pump exhaust odors PLUS!

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

CLASSIFIEDS

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com,
FreeServiceDispatchSoftware.com,
FreeRouteManagementSoftware.com.
(T05)

PORTABLE RESTROOM TRAILERS

For Sale: 2008 Wells Cargo Comfort Elite III, lightly used. \$18,500. Can send pictures. Minnesota. Contact clayton24542@gmail.com or 612-910-4157 (T06)

POSITIONS AVAILABLE

SALES REP WANTED - Portable urinal manufacturer seek sales person, preferably with portable potty industry background. Solicit companies throughout U.S. & Canada. Product with proven history but new here in America. Fantastic opportunity for right person with huge potential. Check out website for info. www.krosinternationalusa.com. Call owners Dennis @ 917-208-6889; Sascha @ 917-442-3996 (T05)

TRAILERS

Used Interstate hand-washing trailer with 7 sinks. Propane water heater and 12v pump. 7' x 16' with ramp and side door. Sold as-is. 435-764-2887. \$4,500 OBO. (T05)

Former PSAI executive director faces jail time

William F. Carroll, former executive director of the Portable Sanitation Association International, will spend 600 days in jail, spaced over 10 years, as part of a sentence for several felony convictions involving money stolen from the trade group.

On March 26 in Minnesota's Hennepin County Circuit Court, Carroll was ordered to spend 60 days per year for the next 10 years confined in the county workhouse, with the first stretch starting after the sentencing hearing. Carroll, 66, pleaded guilty to six counts of felony theft by swindle last December after being charged with taking hundreds of thousands of dollars from the PSAI over several years.

Carroll was sentenced to a total of 68 months in state prison, but that sentence was stayed for 10 years as long as he follows the workhouse incarceration program and a list of 13 conditions of probation. Those include paying restitution of \$455,899.15, avoiding alcohol and controlled substances, submitting to random testing, chemical dependency evaluation and treatment, and staying away from liquor stores, taverns and gambling establishments.

A spokesman for the courts said Wednesday that Carroll is able to challenge the amount of the restitution.

Carroll faced a maximum sentence of up to 20 years in prison and/or a \$100,000 fine for each count.

Former PSAI assistant Cynthia Rudiger, 69, also faces six felony charges and has a trial date set for May 2014.

According to criminal complaints filed in the Fourth Judicial District court, Carroll took hundreds of fraudulent disbursements from PSAI accounts to support spending on gambling and drinking. Records indicate Carroll took \$32,000 in transactions at or immediately outside a casino. The payroll audit of PSAI revealed more than \$350,000 had been taken over a three-year period.

Rudiger received thousands of dollars in cash payments authorized by William Carroll, then concealed the payments by coding them for "insurance" or "payroll adjustment," according to the complaints.

Carroll resigned his position with the PSAI in April 2012, and his wife, D. Millicent Carroll, former PSAI industry/regulatory standards director, and Rudiger were fired shortly afterward. Millicent Carroll has not been charged in connection with the missing funds. The three were sued by the PSAI in civil court alleging that the trio took \$650,000 to \$1 million from the organization, but that case is dormant.

In the criminal complaints, Carroll said he directed Rudiger to code improper transactions so they would appear legitimate to the association's accounting firm. He told police he took most of the money for gambling and alcohol. Rudiger told police she was aware of Carroll's actions, but thought it was OK because he was paying the money back. Records indicate Carroll returned a small fraction of the money taken.

Carroll authorized payments to Rudiger coded under insurance, and Rudiger told police she thought they were justified because she had gone without a salary increase. She admitted she didn't report those payments on her income tax returns.

PSAI executive director Karleen Kos said the association is focusing on the future.

"We pursued the issue on behalf of our members and on behalf of doing what's right. The court has made its decision and the organization has moved on," she said.

Vidmar becomes part of Stanley Industrial & Automotive

Vidmar, a division of Stanley Black & Decker, is now part of Stanley Industrial & Automotive. As part of the unification, the manufacturer of heavy-duty cabinets joins the Storage & Workspace Systems business unit with a new logo and tagline: Smart Versatile Storage.

Hino Trucks donates vehicle to technology center

Hino Trucks donated a cab-over truck to Canadian Valley Technology Center, a vocational school outside of Oklahoma City, Okla., after seeing the devastation left by the May 2013 El Reno tornado. The storm destroyed the school's diesel technology shop and three large diesel trucks that were used as teaching tools.

AMCS Group acquire PC Scale Technologies

AMCS Group, European supplier of end-to-end software and on-vehicle technology to the recycling and waste management industry, acquired PC Scale Technologies of Oxford, Pa. The new division of AMCS will be led by Ken Good, PC Scale's chief operating officer. ■

CUSTOM SIGNS AND DECALS



United
SITE SERVICES
877-340-0004
800-638-1233

(800) 446-4669
WWW.A-THROW.COM
A-THROW
ARTIFICIAL TURF
SERVICES

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

Diamond
Environmental Services
1-888-744-7191
diamondowides.com

TROJAN
PORTABLE
SERVICES
1-800-427-2873

HAULAWAY
STORAGE COMPANIES
800-222-3337
haulaway.com

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

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

And Much More!

DURABLE, AFFORDABLE AND BUILT TO LAST
SINCE 1949

J.C. Gury Company Inc.

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

EASY RIDERS.

SOMEONE ONCE SAID A FRIEND WILL BAIL YOU OUT OF JAIL — BUT A **REAL FRIEND** WILL BE SITTING RIGHT THERE NEXT TO YOU.

WELL CHRIS & I HAVE **NEVER BEEN**

IN THE **SLAMMER**

BUT HE'S **DEFINITELY A REAL FRIEND.** HE'S ALSO A CUSTOMER.



POLYJOHN

there when you need us

OUR FAMILIES HAVE CAMPED TOGETHER & OUR KIDS HAVE RAISED A LITTLE **HELL** TOGETHER.

STEVE **CHRIS**

EVERY YEAR WE **RIDE OUR HARLEYS**



TO DAYTONA FOR BIKE WEEK.



CHRIS' BUSINESS HAS REALLY **TAKEN OFF.** 

HE STARTED WITH **100 TOILETS** — & NOW — HE'S UP TO **2,500.**

MY JOB IS TO MAKE SURE HE HAS EVERYTHING HE NEEDS TO **KEEP GROWING.** WHATEVER IT TAKES.

ONCE, AFTER A HURRICANE **KNOCKED OUT** HIS ELECTRICITY, I DROVE DOWN WITH SUPPLIES TO HELP HIM OUT. NO DOUBT HE'D DO THE SAME FOR ME.

TO HAVE CLIENTS I CALL FRIENDS **MAKES ME ONE LUCKY MAN.** 

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

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

AFFORDABLE AND RUGGED

THAT'S THE DIFFERENCE

NO GIMMICKS, NO TRICKS AND NO BS. JUST A TOUGH-AS-NAILS RESTROOM LINE THAT CAN HANDLE ANYTHING YOU CAN THROW AT IT.



Blue Works



Turbo Tubes



Turbo DriPax



Super Turbo Tubes



Air Works



Screen Works



Phone (800) 241-7951 or (706) 864-3776 | Fax (706) 864-8111 | www.polyportables.com