

# PRO

PORTABLE RESTROOM OPERATOR

July 2014  
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## BEST FOOT FORWARD

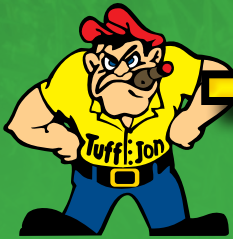
Minnesota's On Site Sanitation artfully adjusts to customer needs and grows every step of the way

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A 200-mile relay race keeps dedicated Wisconsin PROs on the move Page 22





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**COVER STORY**



**PROfile: Best Foot Forward**

For 25 years Minnesota's On Site Sanitation has artfully adjusted to customer demands and grown every step of the way.

- **Betty Dageforde**

**ON THE COVER:** Over 25 years, Dave and Karen Holm have built a thriving portable sanitation business serving Minnesota's Twin Cities. They are shown in the company yard in St. Paul, with a backdrop of teal green Satellite Industries restrooms used for special events. (Photo by Kathleen Purdy)

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## Refresher Course

**WITH SO MUCH OF YOUR REPUTATION RIDING ON CLEAN SERVICE, IT'S TIME TO GIVE YOUR RESTROOM INVENTORY THE WHITE GLOVE AND SNIFF TESTS**

By Jim Kneiszel

If your inventory of portable restrooms is sparkling clean and free of foul odors and filthy grime, your business battle is more than half won. Think about it. You may be the greatest marketer in the world – the Steve Jobs of the portable sanitation industry – but if you can't keep your units clean and fresh, all those sales skills won't save your company from ruin. Cleanliness is the essential factor in succeeding in this business.

That's what the Product Focus story in this month's issue of PRO is all about – keeping it clean. Writer Craig Mandli has amassed a variety of products designed just for portable sanitation contractors to achieve clean and reliable service.

### **CLEAN = SUCCESS**

That high standard of service is what the success of our featured contractor this month, On Site Sanitation Services, in Minnesota's Twin Cities, is built on. Without a consistent record of cleanliness on the job, owners Karen and Dave Holm know they wouldn't have enjoyed 25 years of growth and prosperity. Turn inside to read more from writer Betty Dageforde.

The same goes for Arnold's Environmental Services, of Saukville, Wis., featured in this issue's On Location story. Do you think owners Tammy and Pat Oreskovic would continue to get contracts to serve great events like the RAGNAR running race from Madison, Wis., to Chicago if they didn't demand clean service from their technicians? Not a chance. The challenge of serving a long relay race is explored in the story by writer Ken Wysocky.

So what are some of a PRO's keys to effective cleaning and maintenance? Let the following suggestions be a starting point in the discussion about tidy service. And if you have your own tips or techniques to share, drop me a line at editor@promonthly and I'll publish them in a future column.

### **ORGANIZE YOUR INVENTORY**

Do you have the luxury of storing your restrooms indoors in a warehouse setting or maybe on a covered cement slab in the yard? Kudos to you if you have that sort of arrangement. But PROs often utilize an unimproved gravel yard or grassy spot out behind the office for storage and staging purposes. In any case, organization is the key to keeping a large number of units shipshape. First, group the units by condition or type of service they perform. Event units on the left, construction units on the right, for example. Create a tidy and sheltered area where damaged or graffiti-tagged units await repair. Keep restrooms out of the wind, away from heavy sun exposure and clear of trees that might drop messy seeds or sap on them. Make rows straight and well-spaced to allow easy access to the units for inspection or choosing the right unit – by color and amenities – for the customer being served.

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**Part of creating the best user experience is taking care of detailing before the restroom leaves the yard. Get into every nook and cranny that can be the frustrating source of odors.**

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### **ADOPT A ROUTINE INSPECTION REGIMEN**

The old adage, "Don't put off until tomorrow what you can do today," is critical advice when it comes to cleaning and maintaining your equipment. Even if you clean restrooms before you bring them back to the shop, don't just drop and forget them. Create an inspection checklist for your yard manager or technicians and follow it without exception. Look for popped rivets, wobbly skids, tired door springs, cracks and holes in panels, and fading and sun damage that would prompt you to take a unit out of service. At the end of each job, make a determination that the unit will continue for event use, be downgraded to marginal construction sites or dismantled, recycled and replaced. Use an Excel spreadsheet or other equipment-tracking software to make notes on every piece of equipment you own. With this information, you will put out more presentable units and can determine a realistic replacement schedule.

### **CLEANING SHOULD BE COMPREHENSIVE ... ESPECIALLY IN THE YARD**

Write down your best service protocol for working in the field and perform periodic spot checks by following your workers on their routes. But part of creating the best user experience is taking care of detailing before the restroom leaves the yard. Get into every nook and cranny that can be the frustrating source of odors. Take the time to blast away unsightly scale in urinals. Settle on an effective graffiti removal product and have plenty of it on hand. Designate an area strictly for cleaning and maintaining units, with all the essential tools on hand for power washing and repairing or replacing panels. Provide ample space to maneuver equipment, store replacement parts and work in an area protected from the elements.

### **TRY PERIODIC SAMPLING OF AVAILABLE CLEANERS AND DEODORANTS**

Your requirements for odor control and cleaning capabilities can change with the seasons, the years or even the types of customers you're serving. You may have chosen deodorants and cleaning supplies years ago and stuck with them even as your business has changed. Consider



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sampling a variety of products to see if that long-ago choice is still the best for the work you do. Formulations change, companies are producing new scents all the time, and newer, convenient forms of packaging emerge. Ask manufacturers for samples and run side-by-side comparisons to see which products are most effective. Ask your customers if they prefer one scent over another. Ask your technicians about the products they prefer. Don't be afraid to change the cleaning products you use if you see a way to improve service.

## DON'T FORGET THE TRUCK DETAILING

When thinking about cleaning and maintenance, don't leave your service vehicles out of the equation. Just like a spotless truck is a clue that you're a clean service provider, a truck with caked-on mud and odor-causing residue can give customers a negative impression. Get in the habit of requiring technicians to end the workday by cleaning their truck inside and out. That means hitting the cab with a vacuum cleaner, picking up the fast-food wrappers, and using some Armor-All on the dash and door panels. A power wash and wipe-down will make the exterior presentable. A periodic waxing will give it a showroom shine and help protect the vacuum tank from corrosion. Consider changing out worn hoses, updating older accessories and adding an exhaust deodorizer. ■



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Let's Celebrate!

### Worldwide Portable Pride

Aug. 15 has officially been named World Portable Sanitation Day by PSAI. Help kick off the inaugural event by raising awareness and engaging your customers in sanitation talks. Check out how you can prepare this summer for the first celebration.

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# You've Been Hacked!

## WHAT TO DO IF YOUR EMAIL IS SENDING SPAM TO YOUR CONTACTS

By Judy Kneiszel

A few weeks ago, I received a frantic email from a friend who works for a real estate company. I had seen her only two days prior and she, who generally shares a lot of personal information, never mentioned an upcoming international trip. But her email to me said she was in Greece where she had been robbed outside of her hotel and needed my help and money to get home.

The truth is she never left town, and her email account was hacked.

Having personal email hacked is inconvenient. But when you're running a small business it's worse. For starters, you have a lot more contacts. Receiving a spam email could anger customers who have trusted you with their email addresses, and email hacking can also be a prelude to identity theft. Unfortunately, small businesses are the most vulnerable to email hacking because it's likely your email account contains more information than an individual account but has less security than a large corporation's email accounts.

### HOW THE HACK DID THIS HAPPEN?

Your email account may become vulnerable if:

- 1) You don't have up-to-date security software installed.
- 2) You have weak passwords.
- 3) You've clicked on a malicious link in an email or instant message, on a social networking site, or on a web page.
- 4) You've downloaded a corrupt video, game, song or attachment.

### WHAT TO DO IF YOUR EMAIL GETS HACKED

If a contact calls and asks if you've really been mugged in a foreign country, assume you've been hacked and take action immediately.

First, review your email settings. Make sure the hacker hasn't added malicious links to your signature or set up any automatic forwarding. If these changes go undetected, every time you send out a new email, you are exacerbating the problem.

Once you've confirmed your settings, run updated antivirus software to make sure your mail account is clean. Then get ahead of any bad publicity the fraudulent emails might cause for your company. Send an email message to everyone on your contacts list telling them to be on the lookout for strange emails from you and warning them not to click on any links or attachments in emails that appear to have been sent from you. Use "BCC" (blind carbon copy) rather than "To" or "CC" on this email so you don't provide everyone on your contacts list with a list of your customers' email addresses.

Once you've cleaned up your computer and mail settings and notified your contacts, the problem may be over. But not necessarily. Always assume a hacker got away with some private information and be on alert.

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**Small businesses are the most vulnerable to email hacking because it's likely your email account contains more information than an individual account but has less security than a large corporation's email accounts.**

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Monitor your credit for a while. You can even contact one of the credit reporting agencies and put a temporary fraud alert in your credit file if you are really worried.

You'll also want to report that you were hacked to your email service provider and change your password and security questions. If access to your account is blocked, your provider can help. There will be steps to follow on their site's help center for creating new passwords. You'll also want to change your password on any site that uses the same one as your email.

Remember that if you've been hacked, you should wait to change your password until after your antivirus and anti-malware programs are updated. If you change your password first, the hackers may collect your new password as well as your old one.

### AN OUNCE OF PREVENTION

To protect your email from being hacked again, get into a routine of changing your passwords frequently and make passwords as secure as possible.

The best passwords aren't necessarily difficult to remember, they are just difficult to guess. Don't use "123456," which CBS News reported to be the most common password used in 2013. And don't make your password, "password." That was number two.

Here are some tips for creating a strong password:

- Create a password that's at least 10 characters and include capital letters, lowercase letters, numbers and symbols.
- Do not use your name or the name of a spouse, child or pet. Don't use your birthday, anniversary or city name.
- Do not use words that can be found in a dictionary, spelled forward or backward.

One way to set a password that's easier to remember than random letters and numbers but difficult to guess is to use text messaging shortcuts. For example L8r2DayG8r! translates to "later today gator!" and l00kb4ulEEp? translates to "Look before you leap?"

Another key to preventing hacking is to be smart about spam and scams. If an offer in an email sounds too good (or bad) to be true, it almost always is. You did not win any foreign sweepstakes or lottery. No one needs your

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help getting out of a foreign country. There's no miracle cure for anything available by clicking a link in an email or on a website. Your friends aren't really sending you those emails with nothing but "Look at this!" or "Check this out!" in the subject line and nothing but a link in the message.

Those are obvious scams, but what if an email appears to be from your Internet service provider, your bank, your credit card company, or some other legitimate company you've done business with? If they are asking you to click on something or provide information, look closer. No reputable bank or company is ever going to ask you to authenticate or verify information online.

If an email of this type slips through your spam filter and you think it's legitimate, don't click on any links. Rather, use a search engine to find the company's website, and then log in or call the customer service number. If the email is legitimate, they'll confirm it. If it is fraudulent, they'll appreciate knowing about it.

### CALL FOR HELP

And finally, if you are ever are mugged outside your hotel in a foreign country and need help, borrow some change from a local and call the American embassy. ■

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Dave and Karen Holm are shown with one of their Satellite Industries service trucks sporting the new On Site Sanitation logo. (Photos by Kathleen Purdy)

# BEST FOOT FORWARD

For 25 years Minnesota's On Site Sanitation has artfully adjusted to customer demands and grown every step of the way **BY BETTY DAGEFORDE**

**E**very portable sanitation company is going to face ups and downs over the years, whether the challenges are brought on by a rollercoaster economy, seasonal spikes in demand for service or workforce issues. The Holm family, owners of On Site Sanitation in St. Paul, Minn., has spent 25 years meeting those challenges with creative solutions and measured business gambles to chart a course of service diversification, geographic expansion and steady growth.

In 1989, Karen and Dave Holm started On Site with 25 units and one vacuum truck. Today they've got over 5,000 units, 45 vacuum trucks, 65 employees and four locations.

Karen is the CEO of the company and Dave the president. Their kids, Molly Leonard and Russ Holm, grew up in the business and have joined the ownership team as well. "That was our summer job for many years," Molly says. "But officially Russ started about 12 years ago and I came in about 10 years ago." Russ is the sales manager, Molly the controller and head of human resources. Russ' wife, Nichole Holm, also started about 12 years ago and is now the office manager.

(continued)

### On Site Sanitation Inc. St. Paul, Minn.

**Owners:** Dave and Karen Holm,  
Molly Leonard, Russ Holm

**Founded:** 1989

**Employees:** 65

**Service Area:** St. Paul and Rochester, Minn. –  
all services;  
St. Louis, Mo., and Omaha, Neb. –  
temporary climate-control products;  
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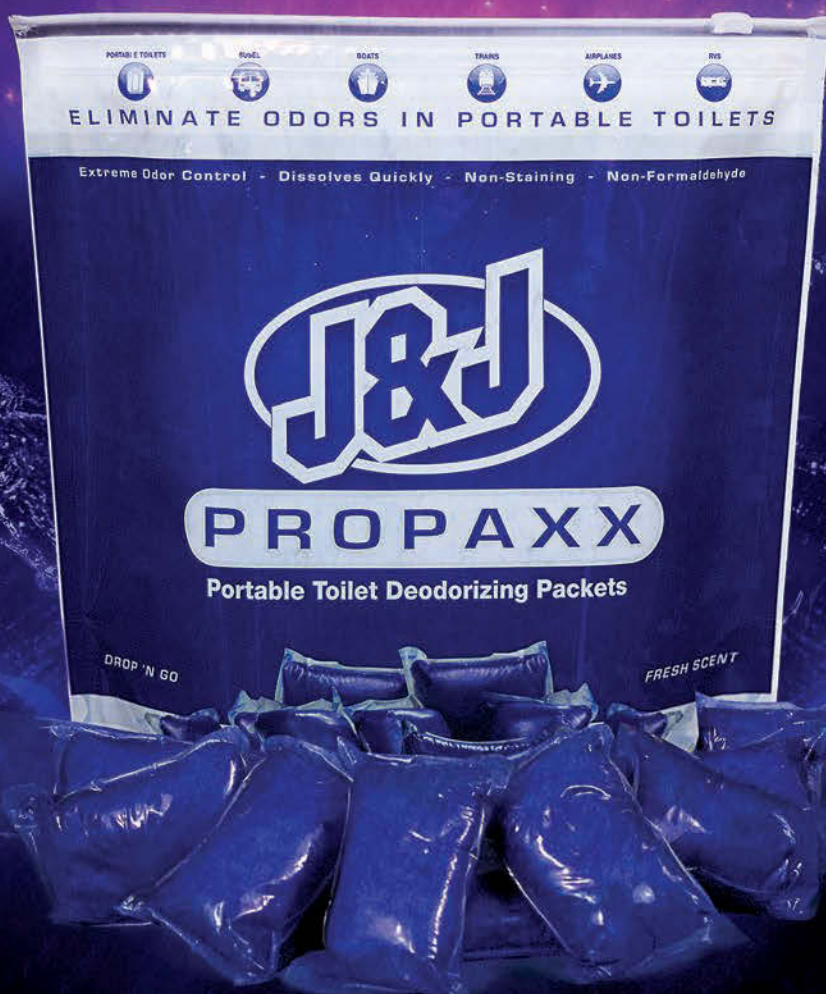
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Technician Jose Beltran, with Jason Breedlove working in the background, moves a Satellite Industries Tufway restroom in the company yard.

### INVENTORY EXPANSION

Dave worked for his father, Alan Holm, managing his portable restroom business in the '70s. Then he worked for the three succeeding companies that took it over. When the last one laid him off he was ready to make a change. "Karen and I decided we're going to start on our own and we've never looked back," he says. Karen provided the seed money out of an inheritance from her grandmother, which qualified her as a 51 percent majority owner and gave them woman-owned business status.

They bought a couple dozen units from Satellite Industries, and Dave went to Boston to pick up a used truck. "On the way home it broke down," he says. "I ended up on the road fixing it. Fortunately, I had taken a tool box with me on the airplane." That was just the beginning of the wear-all-hats nature of the job - "I had to be part mechanic, part salesman, part everything."

**"That's one of the challenges our industry faces, just being able to pay the people who support this industry, the people who really work hard. We need to think about those people when we're pricing and bidding. We need to treat them like professionals and pay them like professionals."**

**KAREN HOLM**

They still get their units, Tufways, from Satellite - "teal green for special events because it's brighter, livelier, more festive," Dave says, "and willow green with brown fronts for construction" - as well as their 45 Ford F-450s and F-550s (none more than 6 years old) with 650-gallon waste/300-gallon freshwater tanks. Two are aluminum, the others steel, which Dave prefers. They're outfitted with PTO-driven Conde pumps (Westmoor Ltd.). Restroom transport trailers, mostly 16-place, are from Ameri-Can Engineering.

To provide an upscale alternative to their portable restrooms, in about 2006 they purchased two restroom trailers from Advanced Containment Systems Inc. Unfortunately, the market wasn't as quick to embrace them as the Holms had anticipated.

"Nobody knew what they were, and there was no market for them,"

Karen recalls. "We basically sat on them for a year or two." When the company finally got them into some corporate events and VIP concerts, it started to take off. Those two trailers are at the lower end of the luxury scale, but the company still gets a lot of requests for them, along with its 18 higher-end models in a variety of sizes from Black Tie Products, Comforts of Home Services Inc., JAG Mobile Solutions, NuConcepts and Satellite.

*(continued)*

Family members involved in On Site Sanitation - meeting in the company's remodeled headquarters - include, from left, Karen Holm, Molly Holm Leonard, Nichole Holm, Russ Holm and Dave Holm.





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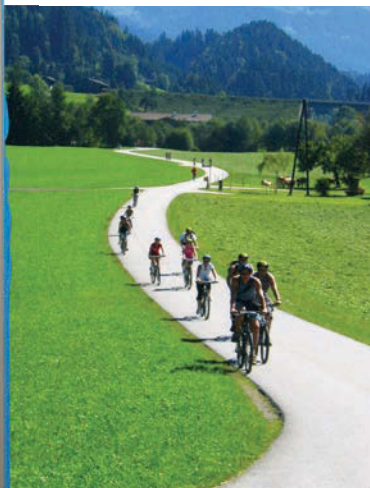
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*Technician Giovanni Martinez inspects his repair work on a portable restroom at On Site Sanitation.*

The company has also picked up two shower trailers – an eight-stall unit from JAG and a two-stall unit from Wells Cargo – used for disaster recovery, movie shoots and special events such as mud runs.

Although the company’s core service territory is a 60-mile radius around each office, it rents its trailers throughout the Midwest. The Holms generally contract out the delivery and setup of the units, but do have employees willing to travel if an event needs attendants.

### **AVOIDING THE WINTER SLUMP**

Perhaps the biggest addition to the company’s service offerings – and one of its bigger risks, being a departure from sanitation equipment – is temporary climate-control products. The heaters, air conditioners and dehumidifiers are occasionally used for special events but primarily for construction – which doesn’t let up at all in the winter, Dave says. The company also offers temporary video surveillance and motion detection systems.

A recurring problem for the company had been seasonal fluctuations in business. It played havoc with the labor force, usually requiring winter layoffs, which made it hard to attract and retain employees. As the Holms considered various options – storage trailers, snow plowing – in 1996 they found this solution, which gels well with the rest of their business as it uses their existing customer base, software, vehicles and labor. Despite that, there was a huge learning curve, they admit, and a lot of licensing requirements. “We started on a very small scale the first couple years, just learning as we went,” Karen says.

Their direct-fired, convection and indirect-fired heaters run on liquid propane and natural gas and range in size from 150,000 Btu per hour to 3.5 million. They also have electric heaters for small spaces. Units are manufactured by Heat Wagon and L.B. White. Air conditioners are from Topp Portable Air and range from 1 1/2 to 50 tons. Dehumidifiers are from Phoenix Restoration Equipment. They also have Wacker Neuson hydronic ground heating units used to thaw frozen ground, cure concrete and prevent frost buildup. This is the most labor-intensive aspect to the climate-control business, Dave says – laying out hoses or concrete curing blankets – and really keeps all the guys working year-round.

### **BRANCHING OUT**

On Site’s geographic expansion began in 2003 with the acquisition of a St. Paul company that had a branch office in Rochester, Minn., about 80 miles away. The company kept that office, and today it’s staffed by seven people.

In 2005, a large national homebuilder who was having trouble finding climate-control services in St. Louis asked if the Holms would consider opening an office there. Russ went down and started up an operation out of nearby Chesterfield. They had a couple of very good years until the recession hit in 2008.

“We ended up with excess equipment we wanted to utilize so I did some research and tried to find a market for it,” Russ explains. He learned that Omaha, Neb., 400 miles away, was not suffering as much from the recession and could probably use their services since there didn’t appear to be similar companies in the area. In 2009, he opened an office there.

It turned out to be a good move. Today each remote office is staffed by two employees and offers climate-control equipment and luxury restroom trailers.

### **TEAM BUILDING**

The company has avoided seasonal layoffs, but competition for workers

*(continued)*

## **Class project**

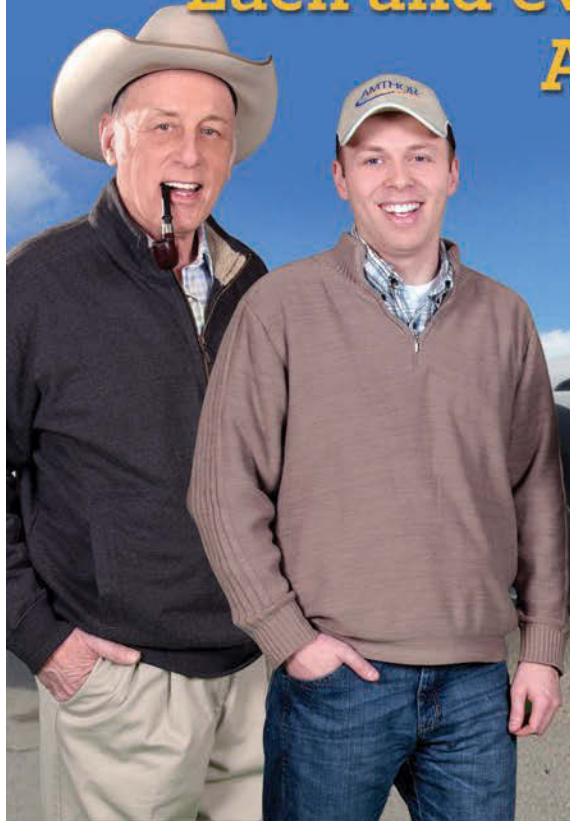
Seeking a new logo for the company, On Site Sanitation Inc., in St. Paul, Minn., took the advice of longtime employee Ann Magstadt and contacted the graphics department at the Dunwoody College of Technology. Members of the Holm family spoke to a graphic design class about what they wanted to accomplish with a new logo, and 12 students went to work. At the end of the semester, the class shared proposed designs with the company.

“They presented it to us almost like an agency would have,” Dave Holm recalls. “Each student actually had two or three different designs, and some of them were absolutely fabulous.”

The family chose one of the designs, made a few minor modifications – at the request of their employees to make it look more patriotic – and paid the “winner” \$500. They had the logo etched into a frosted glass panel displayed prominently in their remodeled office building.

The project was a win-win for all parties. “We’re just really happy with it,” Karen Holm says. “We hear from people all the time who see it. It’s just a good image for us.”

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has picked up with the improving economy, leading to changes in hiring practices. “We’re trying a new strategy this year,” Molly explains. “We’re hiring earlier for summer work and hiring more than what we would normally do. And everyone is hired as full-time permanent employees, not seasonal.”

Hiring earlier also means they’ll find out sooner rather than later who’s really going to stick around, she says. Before, by the time someone figured out this wasn’t the job for them, it was the height of the busy season and they’d leave at the worst possible time.

The company believes in taking care of employees. “We want to invest in our employees,” Dave adds. “Obviously you have to have good wages, but we also have good health care benefits and 401(k)s.”

They constantly look at wage rates, Karen notes. “That’s one of the challenges our industry faces, just being able to pay the people who support this industry, the people who really work hard. We need to think about those people when we’re pricing and bidding. We need to treat them like professionals and pay them like professionals. Sometimes it’s hard to do with the competitive nature of our industry.”

On Site protects employees from harmful chemicals by using environmentally friendly products from Satellite and Chempace Corporation. “We’ve always used formaldehyde-free deodorant in the units,” Dave says. “We don’t want our workers or customers exposed to anything like that.”

## REBRANDING

In 2008, the company decided it was time to update its image. Although the changes coincided with the economic downturn, the decision was made to move ahead with the initiative, which the Holms feel worked to their

*Dave Holm and employee Tonyia Kupczak review customer information in On Site Sanitation’s newly remodeled offices. A workplace designed for efficiency is a great help for the company based in St. Paul, Minn.*

**“I always consider dispatch as the heart of the operation. And our dispatch office was in a nasty little corner and just wasn’t very functional. So we moved them front and center, and now everything flows through to them.”**

**KAREN HOLM**

advantage. “It helped establish us as a thriving company,” Russ says. “I think it really went a long way with our customers.”

They developed a new logo and spent the next few years changing letterhead and business cards, painting the trucks, replacing decals on all the units, revamping the website and buying new uniforms.

The last step was to remodel their 8,000-square-foot headquarters building. In 2013, everyone moved to the basement while the upper level was gutted and rebuilt. The result not only improved the appearance but was more functional.

“I always consider dispatch as the heart of the operation,” Karen says. “And our dispatch office was in a nasty little corner and just wasn’t very functional. So we moved them front and center, and now everything flows through to them.” They also put in a conference room, small meeting rooms, open offices and a kitchen. In March, family, friends, customers and suppliers were invited to an open-house celebration to show off the new space.

## ON TO THE FUTURE

Although the revamping was a drawn-out process, the Holms couldn’t be happier with the results, and it’s just what they needed to take them into the next 25 years.

“We’re really proud of what we’ve built here,” Dave says. “And we know Molly and Russ are going to carry it on in the future.” ■

## MORE INFO

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## Satellite Suites series of restroom trailers aimed at luxury events, weddings and parties

By Craig Mandli

Satellite Industries utilized the stage of the 2014 Pumper & Cleaner Environmental Expo International to mark its entry into restroom trailer manufacturing. At the largest environmental services trade event in the country, Satellite rolled out a new product line with a pair of Satellite Suites models aimed at the luxury restroom trailer market.

The 10-foot, two-stall model and a 20-foot, eight-stall model were displayed at the Expo in Indianapolis in February, creating excitement among attendees, according to Charlie Senecal, a national accounts manager for Satellite and one of the line's designers.

"The response was better than expected, and we aimed pretty high to begin with," Senecal says. "We talked to a lot of potential new customers that were impressed with the unit. On top of that, many of Satellite's longtime customers are now looking at the feasibility of adding a restroom trailer to their fleet. It was a great show for us."

*Tim Hilde, left, director of Satellite Suites, discusses the features of the new luxury restroom trailer with Expo attendees. (Photo by Craig Mandli)*

The luxury trailers feature an advanced sump pump system with a bottom dump for efficient tank evacuation.

"You can get a nice trailer, but if the sump clean-out is on the side, you are always leaving some waste in the tank, which creates odor issues," says Senecal. "With this system, the bottom dump allows you to leave the tank clean and odor-free."

The company took precautions to make the unit leak-resistant, including a new "over-armor" roof skin that is impervious to the sun, rain, snow and ice. The roof easily sheds water, eliminating the potential for leaks around roof fixtures. Rather than a wood structure, Satellite uses aluminum and composite material.

"All the places you would normally see wood on a trailer don't have any on these units," says Senecal. "Therefore, you'll never see any water damage or soft spots on the floor, walls, or cabinets and trim. The skin on the roof is a brand new material that is extremely durable. There's nothing that can degrade."

*The interior of the unit is constructed using aluminum and composite materials for durability and longevity. (Photo by Jim Kneiszel)*

The exterior is covered with a seamless gel coat that is difficult to damage and easy to repair. Lighting is all LED components for lower energy and maintenance costs. Units have half-gallon flushing urinals and premium toilets in spacious interiors, along with lockable cord storage, hidden electrical connections, and AM-FM stereo with Bluetooth capability. Air conditioning and heat are standard.

"We designed these units to be used at upscale special events, such as weddings, golf tournaments and large family gatherings," says Senecal. "They are designed to not have to compromise on any of the comfort and luxury that indoor restroom facilities provide."



Senecal says response to the units was so positive he is already working on additional models, including larger trailers with more stations and a shower trailer. He hopes they are ready to display at the 2015 show when it becomes the Water & Wastewater Equipment, Treatment & Transport Show, or WWETT.

"I feel that Satellite really did a great job bursting onto the luxury restroom trailer scene this year, and I'm excited to see what we can come up with for next year's show," says Senecal. "I don't feel there is a lot we can improve on the models we have, but there is always room for new innovations. That's what's exciting." 574/350-2152; [www.satelliterestroomtrailers.com](http://www.satelliterestroomtrailers.com). ■

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The crew of technicians at Arnold's includes, from left, Bob Edwards, Chris Rach, Chuck Guenther, Glen Moody, Brian Crass, Darren Devine, Erik Barber, Zach Keefe and Luke Switalski. The company's fleet, shown in the background, includes several vacuum trucks from Imperial Industries equipped with Masport pumps. (Photos by Tom Lynn)

# Running the Distance

**THE JOB:** RAGNAR running race  
**LOCATION:** Madison, Wis., to Chicago  
**THE PRO:** Arnold's Environmental Services Inc.

A 200-mile Wisconsin-Illinois relay race keeps a hardworking crew on its toes placing and picking up hundreds of units **BY KEN WYSOCKY**

## THE TEAM

Tammy Thompson-Oreskovic owns Arnold's Environmental Services Inc. Mike Steidtmann is operations manager for the company, based in Saukville, Wis., about 25 miles north of Milwaukee. Tammy serves as the company's chief executive officer and president. The majority of the Arnold's crew, including some temporary summer workers, were on hand for the big event.

*Runners in the two-day RAGNAR relay that covered a 200-mile course pass under an inflatable event sign. (Photo courtesy of RAGNAR)*

## COMPANY HISTORY

Tammy and her husband, Pat Oreskovic, bought Arnold's Septic Service in 1992. She left a job as a graphic designer; he left a railroad job. In 2006, the couple split the company into two units: Arnold's Environmental and Arnold's Sanitation Technologies Ltd., a septic service company half-owned by Pat, who serves as the company's president.

Arnold's Environmental employs 11 workers and services customers all over southeastern Wisconsin. It owns about 1,700 restrooms, made mostly by PolyJohn Enterprises, Five Peaks and

(continued)









# RAGNAR RELAY SERIES

## RIGHT



*A lone runner on the RAGNAR race route passes an event sign. Portable sanitation is critical to the success of this massive running relay. (Photo courtesy of RAGNAR)*

Satellite Industries; and 10 restroom trailers, made by JAG Mobile Solutions, NuConcepts, Black Tie Event Services and McKee Technologies Inc. The company uses Walex deodorant products in the restrooms.

The company also owns four restroom service trucks built by Imperial Industries Inc.: a 2003 International with a 1,100-gallon waste/300-gallon freshwater stainless steel tank; two 2004 Internationals with 850-gallon waste/350-gallon freshwater stainless steel tanks; and a 2005 International with a 1,100-gallon waste/500-gallon freshwater stainless steel tank. They all use pumps made by Masport Inc.

Other service trucks include three Mitsubishis with 600-gallon waste/300-gallon freshwater tanks, built by Arnold's; a 2007 Ford F-750 with a 1,200-gallon waste/300-gallon freshwater tank, built by Imperial; and a 2007 Ford F-550 with a 500-gallon waste/300-gallon freshwater tank, built by Imperial. All five of these trucks use Masport pumps. Two Ford F-550 flatbeds and a 2004 Ford F-350 pickup round out the fleet.

**“Some of the exchange points are at schools, so they won’t let us set up restrooms until after 3 p.m. Others are at churches, so they want the restrooms removed Sunday morning by 8 or 9 a.m. – but sometimes as early as 5:30 a.m.”**

**MIKE STEIDTMANN**

### THE MAIN EVENT

In June 2013, Arnold's Environmental served its third consecutive RAGNAR team relay race from Madison to Chicago, which covers about 195 miles through southern Wisconsin and northeastern Illinois. (RAGNAR is not an acronym, but rather the name of a king and hero of early ninth-century Scandinavia, known as a wild, free-spirited and fearless leader).

During the events (there are about 15 held annually across the country), teams composed of either six or 12 runners compete to see which

team can cover a roughly 200-mile-long course tag-team style in the fastest time. The runners pile into two vans, and each team member runs three legs of between 3 and 8 miles during the race, which runs for two days and one night.

“As far as the number of restrooms goes, it’s our biggest special event of the year,” Steidtmann says. “We’ve learned how to run it as efficiently as possible ... now we have it pretty much down to a science.”

### BY THE NUMBERS

To handle the event, Arnold's uses eight employees (or about 80 percent of its workforce), four trucks, four trailers and about 360 single restrooms, including four handicapped-accessible units (two at the starting line in Madison and two at the finish line in Chicago). Steidtmann says he “steals” staff from the septic side of the business to handle the event; it also helps

*(continued)*



*Technician Luke Switalski loads a Satellite Industries Global restroom using a fork-lift. Eight employees had to place 360 restrooms along the 200-mile running route and then pick them up quickly from many public locations.*

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course. To boost efficiency, about 120 restrooms get taken to the staging area for cleaning; then they're ready for another special event held the following weekend at State Fair Park in Milwaukee. On Sunday morning, employees finish picking up all the restrooms along the second half of the race course, Steidtmann says.

*Left: Luke Switalski loads restrooms at the Arnold's yard using a Donkey forklift.*

*Below: Operations manager Mike Steidtmann helped coordinate the effort to serve the RAGNAR relay race.*



that it occurs in summer, when the company typically has three college students working as temporary employees.

"It's basically all hands on deck," he says. "We don't clean any septic tanks that weekend."

The logistics are daunting. One of the biggest challenges involves figuring out the most efficient way to deliver and pick up the restrooms at the 37 different exchange sites, where runners switch off between relay legs. The start and finish lines demand the most units, while the other stops each require anywhere from seven to 17 units.

The other major challenge is time constraints on when the 37 exchange sites will not only accept delivery, but how long they'll allow the restrooms to remain on site, Steidtmann notes.

**"The hours pile up ... but we always make it work. Having a great team makes all the difference."**

**MIKE STEIDTMANN**

"Some of the exchange points are at schools, so they won't let us set up restrooms until after 3 p.m.," he explains. "Others are at churches, so they want the restrooms removed Sunday morning by 8 or 9 a.m. – but sometimes as early as 5:30 a.m."

**TIMING IS EVERYTHING**

To maximize efficiency, Arnold's rents a staging area in Wales, Wis., near the halfway point in the race. That minimizes travel between Saukville and Madison, about a two-hour drive, and all other exchange points along the first half of the course. Arnold's keeps about 75 or 80 units at the staging warehouse.

Deliveries start on Thursday, a day before the start of the race. Initially, four trucks – two with 1,100-gallon waste-tank capacity and two with 850-gallon waste-tank capacity – and four trailers take 104 restrooms west to Madison. From there, crews begin dropping off units at the exchange points, working their way east toward Milwaukee. When a truck/trailer is empty, it heads east to Wales, picks up more restrooms, and starts doing deliveries, this time heading west, until employees complete all deliveries along roughly the first half of the route.

On Friday morning, employees deliver the remaining 180 or so restrooms from Saukville to the remaining exchange points, which stretch from western suburban Milwaukee to Chicago.

**KEEPIN' IT CLEAN**

All waste is taken to a treatment plant in Ozaukee County, near Saukville. Minimal back-and-forth trips are required because the company employs the four trucks previously mentioned that have a combined waste capacity of about 4,000 gallons.

"We pump and dump on Saturday and again on Sunday," Steidtmann explains. "Capacity is not an issue. When we did this event the first time, we thought we might have to bring along a septic truck [with a larger tank], but it all worked out just fine."

After each event, Steidtmann consults with RAGNAR officials to review how things went. He says the group is always open to suggestions for adding or reducing restrooms as needed at certain exchange points, but he estimates that the number of units remains the same at about 80 percent of the stops.

**BUSY WEEKEND**

Arnold's also handles a few other smaller special events the same weekend as the RAGNAR race, which can create challenges at times.

"Luckily they're not events where they need, say, 200 units," Steidtmann says. "Sometimes we may get a call at 2 p.m. on a Friday from a group that experienced a sudden spike in ticket sales and needs 60 or 80 more restrooms. The hours pile up ... but we always make it work. Having a great team makes all the difference." ■

**MORE INFO**

<p><b>Black Tie Products</b> 877/253-3533 www.blacktieservices.com</p> <p><b>Five Peaks</b> 866/293-1502 www.fivepeaks.net (See ad page 15)</p> <p><b>Imperial Industries, Inc.</b> 800/558-2945 www.imperialind.com</p> <p><b>JAG Mobile Solutions</b> 800/815-2557 www.jagmobilesolutions.com</p> <p><b>Masport, Inc.</b> 800/228-4510 www.masportpump.com</p>	<p><b>McKee Technologies - Explorer Trailers</b> 866/457-5424 www.explorertrailers.com (See ad page 37)</p> <p><b>NuConcepts</b> 800/334-1065 www.nuconcepts.com (See ad page 21)</p> <p><b>PolyJohn Enterprises</b> 800/292-1305 www.polyjohn.com (See ad page 39)</p> <p><b>Satellite Industries</b> 800/328-3332 www.satelliteindustries.com (See ad page 9)</p> <p><b>Walex Products Co., Inc.</b> 800/338-3155 www.walex.com (See ad page 25)</p>
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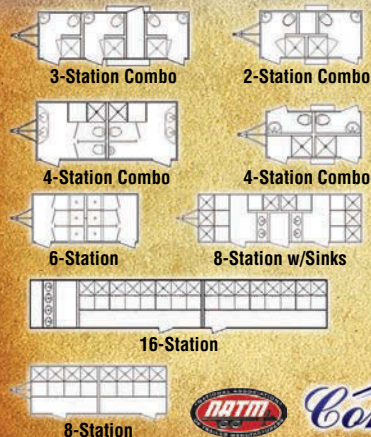
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*Bob Carlson is author of Pumper 101: The Complete Guide to Owning and Operating a Vacuum Truck and has spent many years building and repairing trucks for the portable sanitation industry.*



# Christmas in July

**IT'S THE MIDDLE OF A LONG, HOT SUMMER, BUT A MINNESOTA PRO WANTS TO KNOW THE BEST TIPS FOR WINTERIZING HIS VACUUM TRUCK**

**By Bob Carlson**

**QUESTION:** How would you compare pumping and operating a pump truck in a warm climate compared to up north in Minnesota? For example, how long should I expect my vacuum tanks to last? And please talk about business practices in general in the north.

*Ron Davis, Morris, Minn.*

**ANSWER:** Obviously, the variation in climates makes a big difference in how you do business. I have been to Minnesota many times. I am familiar with all the lakes and all the mosquitoes. Hopefully, the bug problem is less than it was when I've been there. As for pumping, you have a unique job to do November through April.

You have to deal with freezing temperatures, frozen roads, locked-up valves and customers who need your service desperately. As you know, the average Minnesota summer temperature is about 75 degrees. Nice. In winter, however, January averages 7 degrees and warms gradually until April, when the average mercury jumps to 37. Still cold.

Viscosity is the oil's resistance to flow as measured by a viscometer. The thicker (higher viscosity) the oil, the slower it will flow.

The lower the viscosity, the more wear and tear on the engine parts. That is why using the recommended viscosity oil is important. It protects in both hot and cold startups. Additives in the oil prevent it from thinning too much when heated. The additives also prevent oil from becoming completely useless in cold weather.

A lot of science is involved in viscosity. When it comes to your truck's engine oil, consult certified mechanics or people you know and trust for accurate information. As for the oil in your vacuum pump, trust the manufacturer's recommendations. All vacuum pumps are not the same, and they

**When it comes to your truck's engine oil, consult certified mechanics or people you know and trust for accurate information. As for the oil in your vacuum pump, trust the manufacturer's recommendations.**

don't require the same type of oils. I can't tell you what oil to use in your truck, but the bottom line is: The oil you use in summer is likely not the same oil you use in winter.

Being in Minnesota, you face a lot more challenges than the guy pumping in Florida or Phoenix. Your operating costs are higher. I haven't checked, but it makes sense that the pumper in Minnesota charges more for services than the pumper in more temperate climates.

After you've chosen the correct oils for your engine and pump, let's turn to vacuum tank maintenance. The bitter cold temperatures and various chemicals put on the roads in winter can cause exterior damage to a steel vacuum tank. Those conditions can also lead to corrosion on the underside of the truck chassis. If ever there was a good situation for a stainless steel tank, Minnesota is it. Corrosion can really ruin a pumper's truck and a stainless steel tank will short-circuit some of those issues.

**FAREWELL**

The journey of life takes us to many places. Some are planned and others just happen. I have been incredibly fortunate in life to have owned a business and taught school from the middle school level all the way through college. I've lived through some death-defying accidents, and I've made a lot of mistakes along the way.

On my journey, I've met some of the finest people, including readers of *PRO*.

Now life is taking me on to other adventures, and I won't have the time to keep writing this column. I hope somewhere along the way, one or more of these articles have helped you in operating your pump truck.

My final message is the same as the first: Get to know your equipment and how it operates best. I have often told my kids, "You can't know too much." So keep on learning, and more important, keep on pumping! ■

Have no fear, loyal Truck Corner readers. We will continue this column as long as readers have questions about the operation of their vacuum trucks. Send your questions for Truck Corner to [editor@promonthly.com](mailto:editor@promonthly.com). We'll seek answers to your questions from truckbuilding experts serving the portable sanitation industry and publish them in *PRO*.

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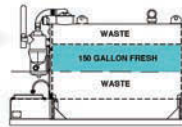


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# Cleaning and Maintenance

Professional portable restroom operators need to keep their inventory clean and smelling fresh. Below are compact pressure washers and sprayers, cleaning systems, graffiti removal products and odor control solutions to keep restroom units in optimal condition for users. **By Craig Mandli**

## PRESSURE WASHERS AND SPRAYERS/ACCESSORIES

### HIGH-PRESSURE HOSE REEL

The **HP1125** high-pressure hose reel from **Coxreels**, available for 1/2- and 3/4-inch hoses, is designed to handle pressures up to 5,000 psi. The external fluid patch is configured with an electroless nickel-plated steel, 90-degree full-flow NPT swivel inlet and chemical-resistant Aflas seals. It includes a one-piece, all-welded A-frame base, low-profile outlet riser and open-drum slot design to provide a non-crimping, flat, smooth hose wrap. **800/269-7335; www.coxreels.com.**



### TRAILER PRESSURE WASHER

The **TRS-2500** trailer pressure washer from **Shark Pressure Washers & Jetters** delivers up to 3,500 psi and 200-degree water. It is ideal for cleaning in the field where a water supply is not always available. It has a high-density, 200-gallon white polyethylene water tank, 4.7 gpm pressure washer skid with electric start and generator, high- and low-pressure hose reels, two saddle boxes and a rock guard. The unit's cool bypass allows extended run times by recirculating water through the tank. It has a 39-inch tongue with swing-away hinge for easy storage. **800/771-1881; www.sharkpw.com.**



### MULTIPURPOSE PRESSURE WASHING HOSE REEL

The versatile **PW-2 Series** hose reel from **Hannay Reels** is designed to quickly mount to almost any type of pressure washer. It can be attached to mobile and portable pressure wash equipment, and is used for steam cleaning, spray and washdown applications. It has a pressure rating up to 4,000 psi, and is constructed of 12- and 14-gauge steel with a black powder-coat finish. The unit has an adjustable split-bearing brake assembly and a permanent attached direct-crank rewind. **877/467-3357; www.hannay.com.**



### DIRECT-DRIVE COLD PRESSURE WASHER

Direct-drive cold pressure washers from **Steam Jenny** are powered by 9 or 13 hp Honda GX Series engines and have triplex ceramic plunger pumps. They are available with pressure ratings between 3,000 and 4,000 psi, and flow rates vary between 3 and 4 gpm. A customizable option allows a choice of pressure and flow ratings based on specific needs. Thermal pump protection, an unloader valve and a high-pressure relief valve are standard. The unit will automatically shut down if low oil levels are detected. The chassis is made with durable, powder-coated, seven-gauge steel. They come with a professional-grade insulated trigger gun with safety lock, quick-connect nozzles with nozzle control, high-capacity in-line water strainer, gun/wand holder, hose reel mounting adapter, dual rubber isolators, ball-bearing wheels on a solid axle and flat-free pneumatic tires. **814/445-3400; www.steamjenny.com.**



### HEAVY-DUTY WASHDOWN REEL

Heavy-duty washdown reels from **Reelcraft** are designed to be centrally mounted. They offer longer lengths of larger I.D. hose, are spring retractable and come equipped with garden-hose fittings. Components are made from industrial-grade steel, and ribs are added for stability. The guide arm is adjustable. Parts are individually powder coated for quality, uniform paint adhesion. The result is an abrasion- and corrosion-resistant finish that keeps reels in good condition. **800/444-3134; www.reelcraft.com.**



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## PRESSURE WASHERS AND SPRAYERS/ACCESSORIES

### HYDRAULIC-DRIVE PRESSURE WASHER/ WASHDOWN PUMP



The **Annovi Reverberi HYD3525** washdown pump from **Water Cannon** provides a maximum flow rate of 3.5 gpm and a maximum pressure of 2,500 psi, allowing the operator to adjust flow and pressure rates to effectively avoid backsplash. It can be mounted to most trucks and connected to existing hydraulic systems as the pump's hydraulic requirements start at 7 gpm, and its pressure requirements range from 800 psi upward. Since it is hydraulic-fluid driven, no electric power or gasoline is required; a water supply is all that is needed. Complete plumbing for easy installation is provided. **800/333-9274; www.watercannon.com.**

## CLEANING SYSTEMS

### ROTARY IMPINGEMENT CLEANING MACHINE

The **Gamajet 9** automated, rotary impingement cleaning machine enables portable restrooms to be cleaned on site without brushing or scrubbing, and eliminates the need for outsourcing units for cleaning. It quickly blasts away debris from the entire cabin and holding tank in a short time, while eliminating the need for messy manual cleaning. The 5-pound unit is durable, compact and easily maneuverable, allowing for in-field cleaning. It spins and rotates in a precise 360-degree pattern, leaving it clean and odor-free. A complete system includes a Gamajet 9, seat inlet, floor stand, suction pipe, 3/4- to 2-inch adapter, detergent injector and portable pressure washer. **877/426-2538; www.gamajet.com.**



### SPRAY CLEANING SYSTEM

The **Pathfinders** spray cleaning system from **Satellite Industries** uses hospital-grade disinfectant that kills 86 percent more mold and bacteria than traditional brush and towel methods. The high-pressure sprayer cleans the unit and the low-pressure sprayer applies the disinfectant in less time than the brush method, and

kills mold in areas where a brush will not reach, such as behind the tank. It also has an auto-fill option that charges a tank with 6 gallons of water in under a minute, reducing the chance of injury caused by prolonged lifting and pouring from a bucket. **800/328-3332; www.satelliteindustries.com.**



## GRAFFITI REMOVAL/DEGREASER

### ANTI-GRAFFITI COATING

**MCI Wall Defense** clear, silicone elastomer-based anti-graffiti coating from **Cortec Corporation** can be applied to exterior concrete, masonry and metal surfaces. It can be used over various types of masonry that are both coated and uncoated. It is a permanent coating that does not need to be recoated after graffiti removal. After 24 hours of first applying the coating, it can be tagged without affecting the graffiti resistance, and any graffiti can be immediately removed with a cold-water pressure cleaning. It can be reapplied at any time. **800/426-7832; www.cortecvci.com.**



### INDUSTRIAL-STRENGTH CLEANER AND DEGREASER

**Mean Green Industrial Strength Cleaner & Degreaser** from **CR Brands** has a blend of biodegradable detergents formulated for multi-surface cleaning applications, reducing the number of cleaning products required and saving inventory costs. It is ideal for cleaning/degreasing walls, floors and production equipment, removing spots from carpet, general carpet cleaning, and cleaning of machinery and components during repair and rebuild without using environmentally harmful solvents. It is effective on concrete floors and is ideal for use with pressure washers. Its slow evaporation rate emits no harmful fumes. It is packaged in a variety of sizes, from 32-ounce trigger spray bottles to 275-gallon totes. **866/447-3369; www.meangreendegreaser.com.**



It is ideal for cleaning/degreasing walls, floors and production equipment, removing spots from carpet, general carpet cleaning, and cleaning of machinery and components during repair and rebuild without using environmentally harmful solvents. It is effective on concrete floors and is ideal for use with pressure washers. Its slow evaporation rate emits no harmful fumes. It is packaged in a variety of sizes, from 32-ounce trigger spray bottles to 275-gallon totes. **866/447-3369; www.meangreendegreaser.com.**

### BIODEGRADABLE GRAFFITI REMOVER

**Art Blaster** biodegradable graffiti remover from **J & J Chemical Co.** removes marker, paint, pen, crayons, tar, soap scum, grease and calcium buildup from portable restrooms. It leaves a coating that acts as a protective sheen, renewing the finish to protect units from new graffiti. It is nontoxic and biodegradable, and comes in a green apple fragrance. It is formulated for use on plastic and fiberglass units but can be safely used on stainless steel, upholstery, carpet and most plastics. **800/345-3303; www.jjchem.com.**



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## GRAFFITI REMOVAL/DEGREASER

### GRAFFITI REMOVER

**Sans Graffiti** gel-formulation cleaning agent from **Johnny's Choice by Chemcorp Industries** removes stubborn ink stains and graffiti. It uses the natural, biodegradable cleaning agent D-limonene. The gel formulation adheres to vertical surfaces and can be applied by spraying or brushing. It can be used on a wide variety of surface textures and materials, and rinses away quickly with water. It is available in a variety of container sizes, including 5- and 15-gallon pails and 55-gallon drums. **888/729-6478; www.johnnyschoice.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 treated surfaces, producing a large amount of quaternary amine swords that puncture bacterial cell membranes to eliminate any possibility of continued bacterial growth, mold, odor and mildew. The cured surface is safe, nontoxic, non-leaching and harmless to human and animal contact. It can be safely and easily applied without affecting day-to-day operations. **800/745-9837; www.restbest.net.**

## ODOR CONTROL/PORTABLE RESTROOM MAINTENANCE

### FRAGRANCE-INCORPORATED PORTABLE RESTROOM

The **Scent Wave** portable restroom from **Armal** ensures a pleasant scent inside the unit, creating improved user comfort. Through a process during the early manufacturing phase, a fragrance is incorporated into the wall panels. Fragrances are long lasting, even in extreme temperatures. Scent Wave chemicals are also available for use in the waste tank. Units are ideal for special event use. **866/873-7796; www.armal.biz.**



### 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.**



### PUMP OIL ODOR CONTROL ADDITIVE

**Ever-Fresh** pump oil additive from **Chempace Corporation** eliminates offensive odors at their source. Just mix 2 ounces of the additive into a gallon of pump oil. As the pump operates, a fresh fragrance will be emitted instead of offensive odors associated with grease and septic waste. The oil-based formulation will not change the viscosity of the oil. It is available in wild cherry or citrus fragrances. **419/535-0101; www.chempace.com.**

### ODOR ELIMINATOR

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

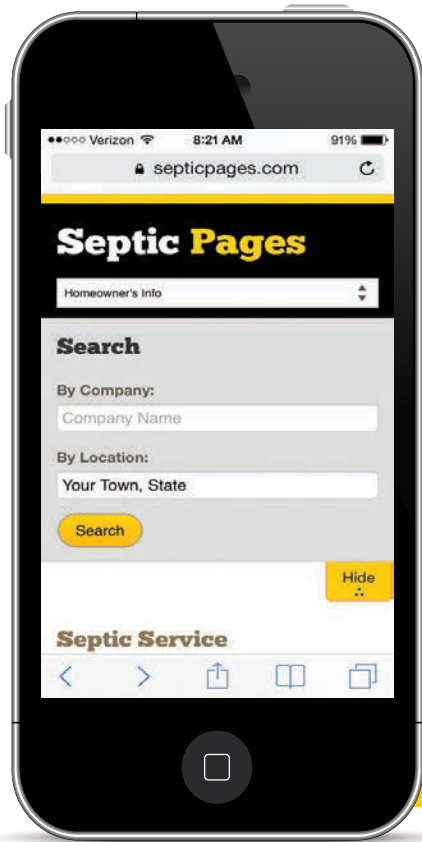


### DRY TOSS DEODORIZER

**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 with the convenience of premeasured, ready-to-use pouches. They eliminate the portion guesswork associated with liquids and allow for more accurate inventory control. A premeasured quantity of powder is packed in a water-soluble pouch, preventing waste and contact with product. Just 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 - normal to extreme conditions (heat and humidity) or special events/multiple services. They are formaldehyde-free, biodegradable and environmentally safe. **866/293-1502; www.fivepeaks.net.**



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## ODOR CONTROL/PORTABLE RESTROOM MAINTENANCE

### DEODORIZING PACKS

**Turbo DriPax** from **Green Way Products** by **PolyPortables** work like a liquid without the mess, measuring or over-use. They are designed not to stick together when wet and are available in three strengths. Each pouch is filled with the precise amount of dye, fragrance and deodorizer without additional fillers. Drop one pouch into a pre-charged tank; it will immediately begin dissolving, mixing the dye and the deodorizer into the water, and releasing a pleasant fragrance. They are easy to inventory, safe to handle, biodegradable and environmentally friendly. **800/241-7951; www.polyportables.com.**



### VACUUM PUMP ODOR CONTROL DEVICE



The **Pumper Scent** odor control device from **Masport** eliminates odors by using the exhaust from the vacuum pump. The vaporizer chamber is placed directly behind the oil separator on the truck setup. Heat and airflow from the vacuum pump activate the scent that bonds with the air molecules to eliminate foul odors from grease traps, septic tanks and portable restrooms. Piping sizes for the vaporizer chamber are available from 1 1/2 to 4 inches so they can be used on all rotary vane vacuum pumps. **800/228-4510; www.masportpump.com.**

### JUMBO RESTROOM TISSUE ROLL

The **University Roll** from **PolyJohn Enterprises** saves space and fits most brands of portable restroom dispensers. The jumbo one-ply restroom tissue offers 2.5 times more paper than a standard roll. With a consistently heavier weight, two rolls of paper equal five rolls of the standard options. It is made of 100 percent recycled fiber, and a biodegradable core makes it earth-friendly. It comes 2,500 sheets per roll and 24 rolls per case. **800/292-1305; www.polyjohn.com.**



### 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 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 individually wrapped in plastic to ensure freshness. Blocks are available in the same bubble gum fragrance as the company's toilet deodorizing chemical and can be made in other scents such as spice, cherry and mulberry. **888/673-5846; www.portaprochem.com.**

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### ODOR-CONTROL PACKETS

**Potty Fresh Xtreme Clean** water-soluble paper packets from **Surco Products** are filled with enough chemical to last a week. Packed with fragrance and deep non-staining blue dye, they eliminate malodors using Metazene odor counteractant, which locks the odors at the molecular level, rendering them essentially odorless. A powerful biocide also kills odor-causing microbes. **800/556-0111; www.surcopt.com.**



### EXTREME-DUTY ODOR TREATMENT PACKS

**Porta-Pak Max** odor treatment from **Walex Products** is designed for use in extreme conditions. It has 50 percent more color and odor control, and double the fragrance of the company's standard pack. Drop one in the holding tank and add water for odor prevention. It is formaldehyde-free and biodegradable. **800/338-3155; www.walex.com. ■**



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**PARADISE FOR SALE!** Bee's Honey Pots, Inc., portable toilet company established in 1983 in the beautiful Florida Keys is for sale. Based on Big Pine Key, Bee's is the oldest established and largest portable toilet company in the Keys. Sole owner and operator for the past 30+ years wants to go fishing! Interested? Call 305-872-2287. (P07)

**Turnkey Portable Toilet Business:** 5 trucks, 400+ toilets, sinks, and holding tanks. Hundreds of established customers. Servicing SW Florida, Marco Island to Sarasota. Serious inquires only. portapottyrentals@yahoo.com (P07)

**Established 1964:** A turnkey operation with customers based in beautiful Southern Oregon. Portable toilets and septic pumping business. 2.05 acre property, storage tanks, building includes; storage, office space, and more. Over 500 portable units. 5 handicap compliant, 6 service vehicles, 3 septic pumping trucks. \$450,000. Serious inquires only. Office 541-772-9484 (P07)

**Turnkey portable restroom business for sale,** Aurora, IL. This established business has secured contracts for 2014, includes 3 pumpers, 1 pick-up truck, 3 trailers, over 500 units and 45 sinks. \$489,000 firm. E-mail karencarlson45@gmail.com (P07)

**Profitable portable toilet company for sale** in the Texas Hill Country. 2013 Hino truck, 2007 International truck, special event units, handicap units, job-site units, and handwash stations. Comes with reputable name and clients. Please email admin@centexww.com to set up appointment to discuss. Serious inquiries only. (P07)

**For Sale:** Central Illinois portable toilet and septic pumping business. About 100 toilets, (2) handicap units, (4) sinks. 1,875-gallon tank truck and toilet truck. Turnkey, owner has other interest. Firm price \$125,000. Call 217-827-3180. (P07)

**FOR SALE:** Small family owned and operated 350-unit portable restroom company. Serving the local areas west of Colorado Springs, Colorado. \$379,499. ColoradoBusiness4Sale@aol.com (P07)

### COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (T07)

### PORTABLE RESTROOMS

**For Sale:** 111 tan Satellite Tufway restrooms, excellent condition - asking \$375 each. 89 blue PolyJohn PJNIll, excellent condition - asking \$375 each. 55 tan PolyJohn 4-sink wash stations, most have never been used - asking \$450 each. 5 grey PolyJohn wash stations - asking \$450 each. 3 tan PolyPortables enhanced access units (ADA), excellent condition - asking \$1,000 each. Other equipment available. Call 417-257-3427 for more info and pics. (P07)

### PORTABLE RESTROOM TRAILERS



**2000 Ameri-Can Royale 28':** Men's side has 6 urinals, 2 private stalls with sinks. Women's side has 4 private stalls with sinks. Onboard freshwater tank. \$23,900  
patflynn2@aol.com, OH P07

**2007 Wells Cargo CE3 Platinum:** Very good condition w/HD TVs, oak trim, SS dispensers, aluminum wheels, Corian, upgraded door pumps. Loaded. \$24,000 firm. Jeff: 610-329-3350 or email jdsiter@yahoo.com (P07)

**2009 AMS/Wells Cargo restroom trailer.** 10 individual stalls, 4 sinks on rear. Jets VOD vacuum system. Low hours, HVAC, everything works, clean trailer. Trailer lowers to ground level. \$25,000. Call Jeff 512-590-2163 (P07)

**2009 ACSi 24' high end trailer.** Solid wood doors, Kohler toilets (can be removed) and vanities, wood floors. Excellent condition with low hours. Has a 500-gallon fresh water tank, 1,000-gallon waste. Propane-powered generator or shore power hook up. Heat, AC and stereo. \$37,000. 631-447-5216 (P07)

**2 Decons, 28' Tonto, 18' Royal, 2001 ASCI, 16' Presidential, 26' Presidential,** portable toilet hauler trailers. 315-437-1291, NY. (P07)

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### PORTABLE RESTROOM TRUCKS

**2008 Ford F450:** 4x4, 600/350, Masport, DC10, 145k miles, FMI style, carriers 4 units, lift gate. Really clean truck. \$49,500. Call 775-750-7608. (T09)

**2005 Freightliner Business Class:** C-7 CAT, 6-speed. New 1,200-gallon waste/400-gallon water tank. New Patriot 300 vacuum pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)

**2008 Ford F450:** 4x4, diesel, auto. New aluminum vacuum tank 600 waste/300 water, 8hp Honda, Masport HXL2 vac pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (P07)

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## PRODUCT NEWS

### ExakTime Mobile 2.0 for Apple devices

The Mobile 2.0 time tracking app from ExakTime, for all IOS devices including Apple iPhone and iPad products, features Team View, a GPS oversight option that enables a supervisor to view a map showing the clock-in coordinates of all company employees. 877/435-6411; [www.exaktime.com](http://www.exaktime.com).



### ECCO wireless reversing camera

The EC5605-WK wireless reversing camera system from ECCO Safety Group includes 5.6-inch LCD touch-screen color monitor and CMOS color infrared camera. The system delivers high-quality images in low light and is expandable up to



four cameras. 800/635-5900; [www.eccogroup.com](http://www.eccogroup.com). ■

## INDUSTRY NEWS

### Isuzu marks 30th anniversary in U.S. market

Isuzu Commercial Truck of America celebrates 30 years in the U.S. market this year. The KS22, the first Isuzu truck in America, arrived at the Port of Jacksonville, Fla., in November 1984.



### Hino Trucks names senior vice president

Hino Trucks named George Daniels senior vice president of sales and customer service. Previously he served as vice president of service operations for Hino Trucks.

### Optronics releases vehicle lighting catalog

Optronics International released a 2014 lighting product catalog. It is available for download from the company's website, [www.optronicsinc.com](http://www.optronicsinc.com).

### United Rentals completes National Pump acquisition

United Rentals completed the acquisition of National Pump, including 37 branch facilities in the United States and Canada. The \$780 million purchase price included \$765 million in cash and approximately \$15 million in stock.

### NexTraq named Top 40 Innovative Technology Company

NexTraq, a GPS fleet and asset tracking company, was named by the Technology Association of Georgia as one of its Top 40 Innovative Technology Companies. The award recognizes Georgia-based companies for innovation, financial impact and efforts at spreading awareness of the state's technology initiatives. ■

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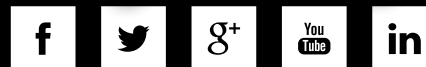
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