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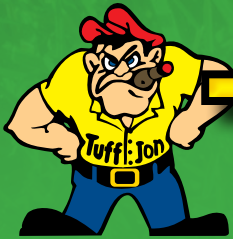
## BACK IN BUSINESS

Tennessee builder Benny McVay jumped at the chance to revive a failing restroom business

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## Roaring Back

Texas PRO Tammy Kennedy stresses quality service to cope with rising costs and tough competition Page 14



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Published monthly by



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

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Website: [www.promonthly.com](http://www.promonthly.com) • Email: [pro@promonthly.com](mailto:pro@promonthly.com)

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

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

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**ON THE COVER:** Construction contractor Benny McVay says the distressed portable sanitation business he bought in Tennessee was "a dying dog." Today, the renamed The Outhouse Portable Toilets and Septic Service serves a diverse list of construction and event clients. (Photo by Devin Greaney)

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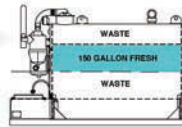


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# The Chevy of Restrooms

**STANDARD RESTROOMS PROVIDE THE RELIABLE, NO-FRILLS SERVICE REQUIRED BY MANY OF YOUR REGULAR CUSTOMERS. CONSIDER THESE WAYS TO BUILD YOUR INVENTORY FOR CONVENIENCE AND PROFITABILITY.**

By Jim Kneiszel

The simple standard restroom is the unsung hero of your portable sanitation business. It is there to serve the basic needs of your customers, a no-frills option that brings in steady revenue every month. These units must take a licking and keep on ticking, proving to be sturdy tools that provide years of faithful service until one day being disassembled and taken to the recycling center to provide the raw materials for another plastics-based product.

If you're like many PROs, your standard restroom inventory is a hodge-podge of name brands, models and colors that spans a generation. You might have a handful of heavy-duty fiberglass units from days gone by that have been sitting on the same site for years. You may have picked up a variety of restrooms through company acquisitions, having no choice in the selection of your stock. Perhaps you've hopped from one manufacturer to another over the years, testing the durability of all the products the industry has to offer.

If any of these scenarios fit your business, it's a challenge to keep all of your units in tip-top shape and retrain ever-changing crews on maintenance best practices for each of the brands and models. And when it comes time to set up a row of 15 units for a special event, you could be hard-pressed to find a matching set. That can require a careful search of the yard, or even juggling units between several locations to find the right mix to put at a high-visibility location.

If you had to do it all over again, you'd probably quickly identify the standard unit that best serves your customers and continue to buy and stock the same unit. For technician familiarity, ease of repair and replacement, and new-worker training, starting fresh with an inventory of identical restrooms would make a lot of sense.

Unfortunately, starting from scratch is not an option for most companies. But as you move forward, you can make sound business decisions based on upgrading your standard restrooms and promoting uniformity. Here are a few ideas to consider for your next big order of restrooms:

## TAKE A LOOK AT THE MARKETPLACE

Review all of the standard restrooms offered to the industry. The first step is turning inside this issue of PRO to read Craig Mandli's Product Focus story on the topic. Then plan to attend the biggest trade event in the wastewater industry, the Water & Wastewater Equipment, Treatment & Transport Show in Indianapolis next February. At WWETT you can see all of the available models up close and talk to manufacturers' representatives about each of the products. Establishing good vendor relationships will help when it comes time for repeat restroom orders or when buying parts and accessories.

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**One idea is to pick a more festive color for events, such as purple, and one that's less apt to show dirt and scuffs – say tan or gray – for construction applications.**

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## STICK WITH A FEW MODELS

Choose a model that works well for you and bolster your inventory with the same model. As your numbers grow, your drivers and yard crew will become more familiar with the intricacies of your chosen unit. They will know the component wear patterns – for instance, how long it takes for a skid to deteriorate or how often door springs or hinges need to be replaced. Sometimes PROs find they like both the standard and upscale restrooms produced by the same company. Sometimes they like a standard unit from one provider and an event unit from another. That's OK. The more consistent you can be with your choices the better. But if you narrow your selections to one unit from two companies, you're probably ahead of the game.

## CHOOSE A SIGNATURE COLOR

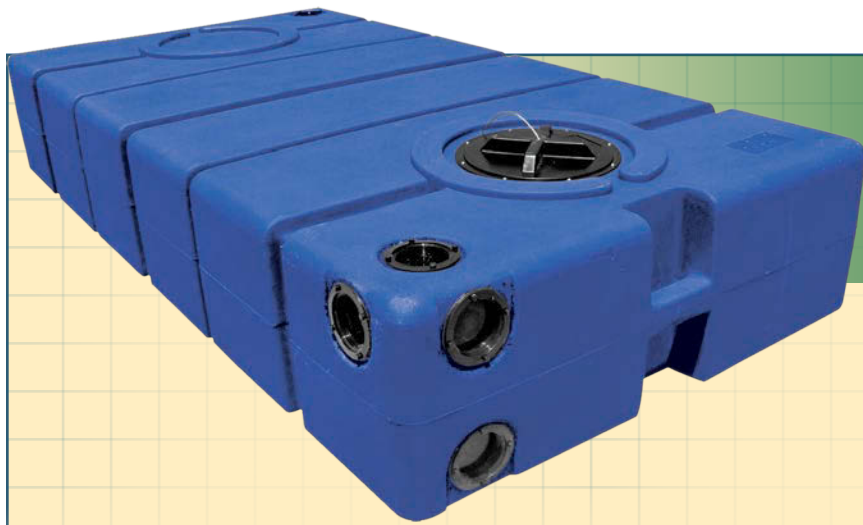
Choosing a restroom color customers instantly associate with your company is a great idea. A signature color builds brand identity and makes it easier to stock and replace new panels for standard units that can take a lot of abuse on construction sites. A trend I've been seeing lately is companies buying the same basic unit, but choosing one color for event usage and one color for construction. That makes it easy to organize units in the yard and quickly prep the appropriate units for delivery. One idea is to pick a more festive color for events, such as purple, and one that's less apt to show dirt and scuffs – say tan or gray – for construction applications.

## UPGRADE TO STAND OUT

Your standard units are most often associated with construction sites and for customers who want the most basic unit without any added accessories. But you might also place an upgraded standard unit at events like the county fair or backyard parties. So you want a unit that provides maximum flexibility when it comes to adding features like shelves, mirrors, solar lighting and hand-wash stations. You want these items to be easily added or removed. And you want to go with the unit that can be best configured to meet your individual needs.

One idea to ponder: Perhaps the days of a unit without a hand-wash station or hand sanitizer are over – even at the construction site. Consider ordering all of your standard units with an option for cleaning up after rest-





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room use. If you think construction customers will balk at the idea of paying a premium for clean hands, upgrade the units at no additional cost and see if that boosts loyalty. Placing more restrooms for longer periods of time over the course of a year could easily make up the cost of the sink or sanitizer unit. And it can help build your service reputation.

### ROCKIN' YOUR RIG

In the July issue, Truck Corner writer Bob Carlson wrote his final column and bid farewell after nearly a decade of writing about portable sanitation service vehicles for COLE Publishing. But even though Bob has stepped away from the monthly column, we remain committed to answering your questions about vacuum truck – or any service vehicle – operation and maintenance.

Our crack team of reporters will research your Truck Corner questions, reaching out to industry experts when necessary to get you the best answers. We plan to continue including the column as long as readers need fresh information about their trucks. Send your questions for Truck Corner to editor@promonthly.com.

In addition to the interactive truck advice column you know, we're introducing a new occasional feature about choosing and caring for your most valuable equipment. This month is the rollout of In the Garage. With each story, we'll delve into a different topic about purchasing, maintaining or repairing your most valuable rolling assets.

Look for my story inside giving a rundown on the latest advances in work trucks being powered by natural gas. While natural gas might seem like a new and untried technology, there are more than 100,000 diesel-converted natural gas work trucks in the U.S. and almost 15 million on the roads worldwide. ■

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# Arrest Workplace Violence

**TAKE THESE STEPS TO SAFEGUARD YOUR EMPLOYEES FROM BULLYING, VERBAL ABUSE AND PHYSICAL THREATS ON THE JOB**

By Judy Kneiszel

A few decades ago we thought of workplace health and safety mainly in terms of transportation accidents, slip and fall incidents, or injuries that could be prevented by wearing proper safety equipment. Gear like earplugs, hard hats, safety goggles and gloves greatly reduced the risk of workplace injury and simple hand washing protected workers from communicable diseases.

But today's workplace dangers go beyond accidents and bacteria. According to the U.S. Occupational Safety and Health Administration, about 2 million employees are affected by workplace violence each year, ranging from minor assaults and verbal abuse to shootings that wound or kill multiple people. We see these tragic stories on the news and wonder if the people and businesses involved can ever recover. Even minor violence in the workplace can be costly both for employees personally and to a company's reputation and bottom line.

Workplace threats can come from disgruntled employees or ex-employees, workplace bullies, illegal drug users, ex-spouses, dissatisfied clients or strangers with criminal intent. To protect your company from danger, be aware that violence targeted at your employees can come from inside or outside the company. You don't have to be paranoid but do be vigilant.

## PREVENTION IS KEY

While it's not possible to guarantee the safety of all employees 24 hours a day, it helps to be proactive. Here are some steps you can take to reduce the risk of violence for your employees on the job:

**Secure the workplace.** Outsiders intending to commit a crime – not employees – are responsible for the vast majority of violent incidents in the workplace. Make sure your facilities and parking lot are well lit so people are safe coming and going. You may want to install video surveillance equipment and an alarm system. Utilizing identification badges and key cards can minimize access by strangers. Also, keep minimal cash on hand at the office and with drivers in company vehicles.

**Secure employees on the road.** Make sure routes are monitored and drivers are equipped with cellphones or two-way radios. Use the buddy system or at least make sure drivers let someone know of their whereabouts throughout the day if they will be working in a remote or high crime area. Also, be sure to keep company vehicles properly maintained to avoid breakdowns in neighborhoods where being stranded could be dangerous.

**Know the people you hire.** Ask trusted employees, friends or relatives for recommendations when looking to add staff. Don't rush the hiring process. Do your research and background checks on new employees. Ask applicants for references and follow through with calling them. Be wary if an applicant's former employer won't call you back, won't comment on the ap-

plicant or hints at problems. Learn what you can and can't legally ask applicants and references, and how to ask effective questions. Trust your gut and move on if red flags are raised during the hiring process that may indicate a history of violence.

**Foster a positive company culture.** Provide employees with opportunities to socialize and get to know one another. This will reduce stress in the workplace and encourage people to look out for one another. If employees get to know each other better, it can also help them recognize if something about a co-worker's mood or personality seems "off."

**Have zero tolerance for workplace intimidation.** Bullying isn't just a problem in schools. It can occur in the workplace too and follow people home as cyberbullying via email, text messages and social media. Teach employees to recognize the signs of bullying and encourage them to document and report bullying. You may want to devise a way for employees who feel bullied or threatened or witness bullying to report it anonymously. And take all incidents of bullying seriously.

## WARNING SIGNS

By studying cases of workplace violence, the FBI's National Center for the Analysis of Violent Crime, Profiling and Behavioral Assessment Unit has compiled the following list of indicators of increased risk of violent behavior:

- Intimidating, belligerent, harassing, bullying or other inappropriate and aggressive behavior
- Numerous conflicts with supervisors and other employees
- Bringing, brandishing a weapon in the workplace, making inappropriate references to guns, fascination with weapons
- Fascination with incidents of workplace violence, statements indicating approval of the use of violence to resolve problems, statements indicating identification with perpetrators of workplace homicides
- Statements indicating desperation over family, financial or other personal problems, to the point of contemplating suicide
- Drug/alcohol abuse
- Extreme behavior changes

If anyone at your workplace exhibits these indicators, it may be time to get law enforcement involved.

## AFTER AN INCIDENT OCCURS

Even if an incident seems minor, don't sweep it under the rug. Insist that employees report and log any threat or incident of violence experienced in the workplace. This can help you see if there is a pattern of violence occurring in certain situations or involving a particular person. Having all threats and incidents documented provides leverage for making changes.



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If an employee gets hurt in a violent incident, make sure they get prompt medical evaluation and treatment. Some injuries are more serious than they appear.

Report any violent incidents to the local police. This shows your employees you take matters of workplace violence seriously and their safety is more important than company appearances.

Discuss the violent incident with staff. Encourage employees to share ideas about avoiding similar situations in the future. Offer to meet regularly with those involved to discuss what happened and help them work through the stress so they can recover from the incident.

Institute any corrective actions necessary to prevent a similar incident

and follow up after changes are made to make sure they have helped to improve the situation.

**A FINAL WORD**

Work is hard. Getting there on time and doing a good job every day is enough of a challenge. Employees shouldn't have to feel threatened or afraid while on the job. Make sure you are doing everything you can to maintain a safe and happy workplace. The last thing you want to experience as a manager or business owner is seeing your company on the evening news because of a violent incident involving your workers. ■

Tanks Alot owner Tammy Kennedy is pursuing a woman-owned business designation to help in procuring government contracts. Here she is shown with a Tanks Alot delivery truck loaded with PolyJohn PJN3 restrooms. (Photos by Eric Christian Smith)

Retooled for efficiency and with a valuable woman-owned business designation on the way, Texas portable sanitation contractor Tammy Kennedy is poised to continue growing along with an improving economy

BY SHARON VERBETEN

# ROARING BACK

**A**s Tammy Kennedy knows all too well, a lot can happen in 29 years. And while some of her paths have diverted in ways she never dreamed, a new course - both in business and her personal life - is projecting success for the next 29 years.

After the recent economic downturn and a divorce a few years ago, Kennedy, 50, is looking ahead with enthusiasm in growing her business, Tanks Alot/Conroe Chem Can in Tomball, Texas. She is buying more units and fleet vehicles to meet growing demand, and is pursuing certification as a woman-owned business - an advantage that could bring more business, including coveted government contracts, her way.

(continued)

## Tanks Alot/ Conroe Chem Can Inc., Tomball, Texas.

Owner: Tammy Kennedy

Founded: 1985

Services: Portable restroom rentals

Service area: 50-mile radius

Employees: 6

Website: [www.tanksalotonline.com](http://www.tanksalotonline.com)



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### A FAMILY COMPANY

Kennedy and her ex-husband, Henry Kennedy Jr., started the company 29 years ago, providing septic and portable restroom services. “We started mainly in the septic; once the name got out there, it just took off,” she recalls.

Tanks Alot covers Tomball, Texas, metropolitan Houston and the surrounding area (Harris and Waller counties); Conroe Chem Can covers Conroe, Texas and the surrounding area (Montgomery County). When the Kennedys incorporated the company, the name Tanks Alot wasn’t available, so they incorporated under Conroe Chem Can; their DBA (doing business as) name is Tanks Alot.

And while their trucks carry both names and they have separate phone numbers, the numbers ring at the same phone. That affords them a benefit, since customers can call numbers that look more familiar to their area code/

*Tammy Kennedy plans on bringing her daughter, Kayla, 23, into the business as a partner one day. Here the women are shown going over accounts at the Tanks Alot office.*

“I probably charge a little more than most in my area. It got pretty cutthroat out there. I never fell into that low-balling. ... I have to make a profit to take care of my employees and keep market share up.”

**TAMMY KENNEDY**

region. “It kind of gives us an advantage,” Kennedy says.

After she and her husband divorced, Kennedy bought him out, ready to forge ahead. “I know how the business runs. I knew that with time, saving and smart planning, I’d build it back up.”

With two kids together, the couple had an amicable divorce, and they even continue to work together. “We worked through it. We have a great relationship,” Kennedy says. “He still works for me part time while starting his new special-events-only portable restroom company.”

Keeping up the family ties, Kennedy’s father, Albert Gantz, also works with her, doing all her delivery and pickup

of units, as well as most maintenance. Kennedy also plans on bringing her daughter, Kayla, 23, in as an eventual partner. And her son, Cody, a business student at the University of Texas in Austin, “will be a great asset when I need business advice.”

Two Tanks Alot drivers, Clifford Taylor and Craig Ainsworth, have been with the company for more than 15 years.

### WOMAN-OWNED DESIGNATION

Kennedy began the woman-owned business certification process a few years ago when a female friend, who owns a construction company, recommended she apply; the friend received the certification, and, in turn, quite a few additional contracts.

*(continued)*



*Technician Clifford Taylor organizes a group of PolyJohn Enterprises restrooms stored in the company yard.*



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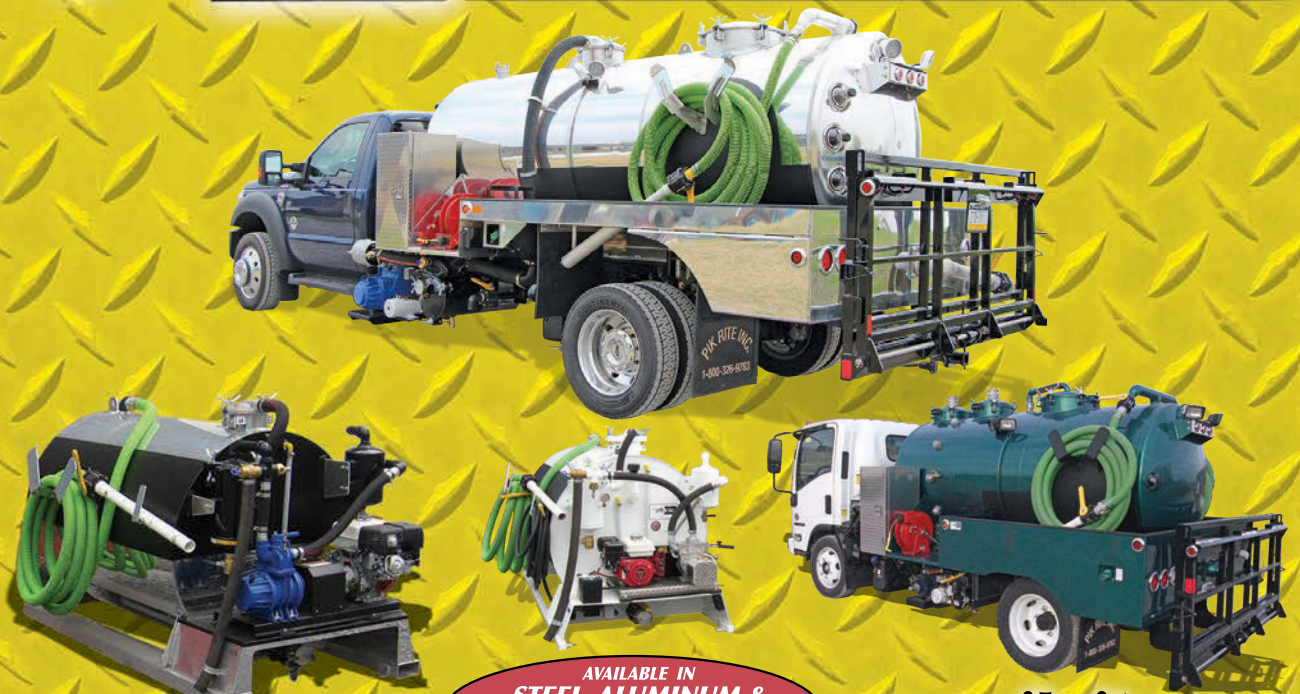
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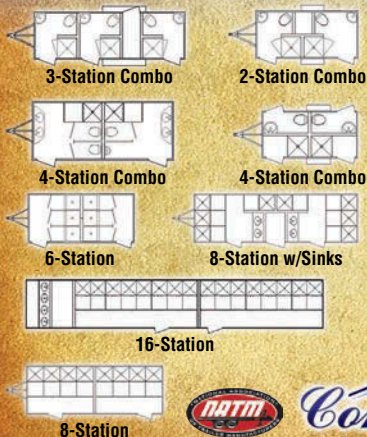
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*Tanks Alot technician Clifford Taylor restocks paper supplies on his service vehicle, a Ford F-550 built out by Imperial Industries.*

“We had talked about it last year,” she says, noting she has been working with her accountant on filling out the necessary and costly (about \$500 per application fee) paperwork. “It could possibly do a lot for me in terms of getting the government jobs. It will get my name out there and get me in front of people.

“It’s kind of a lengthy process ... filling out the application and submitting it,” Kennedy says. “Once it’s submitted, they’ll come out and do an interview to ensure that I am the one running it; they’ll look at property, office, financials and duties. They want to make sure I’m hands-on.”

To receive the certification in Texas, a woman must own at least 51 percent of the business; Kennedy is the sole owner.

Kennedy notes the process could take several months to a year to complete, but she definitely would promote the woman-owned business status upon completion. “Hopefully, it will bring me bigger commercial accounts.” One such job she would hope to compete for is a toll road project slated for her territory.

“Sometimes these government jobs look at that certification,” she says. “Sometimes they do hire a company that is minority owned.”

Kennedy is confident she’ll get the certification and encourages other women entrepreneurs and owners to consider it as well, despite the tedious application process.

“I think it will help; I support more women jumping out there,” she says. “I want women to know they can get out there and do stuff that is male-dominated.”

## GETTING THE JOB DONE

Tanks Alot serves a 50-mile radius around Houston with 400 portable restrooms from PolyJohn Enterprises and Satellite Industries, with 50 PolyJohn Enterprises units reserved for special events. It also has 20 holding tanks, 10 portable sinks and five handicap units, all from PolyJohn Enterprises.

The service truck fleet includes two recently purchased (via lease to own) service trucks, a 2012 Ford F-550 with a 900-gallon waste/300-gallon freshwater KeeVac Industries aluminum tank, a 2014 F-550 vacuum truck with a 680-gallon waste/300-gallon freshwater Imperial Industries steel tank, a 2006 Ford F-550 with a 550-gallon waste/200-gallon freshwater steel tank from Triple C Industries, and a 2007 Ford F-750 with a 1,250-gallon waste/300-gallon freshwater Lely Manufacturing steel tank. All have Masport pumps. A 1997 International with a 2,100-gallon tank from Specialty B Sales is used to haul waste for disposal.

The fleet also includes 2006 and 2013 Chevrolet Silverado 2500 HD delivery/pickup trucks, both with Tommy Gate hydraulic lifts. She has a 2000 McKee Technologies trailer (10-unit hauler) and a 2000 flatbed trailer. She also plans on adding up to 50 more restroom units.

## LASER FOCUS ON PORTABLES

The company no longer provides septic service. “We started the septic when things were slower with restrooms,” says Kennedy. “We started with bigger trucks so we could pump the septic as well as the restrooms, but when restrooms took off [about five years later], we just jumped into that full steam. We were just so busy.”

Now Tanks Alot relies heavily on its reputation for providing portable sanitation. Fortunately, Kennedy says, “I have customers who have been with me since day one ... and all you can offer in this industry is service. They like that small customer-service feel.”

Maintaining that feel, along with impeccable units (she puts aside more than 50 newer restrooms for special events), was especially important when the recession hit in 2008. Unlike when they started the business and construction was booming, home starts dropped off dramatically by 2008 and Tanks Alot’s revenue was cut in half.

With the downturn, Kennedy did not cut staff or reduce pay, but rather she switched to a four-day work week, with employees working longer-hour days, rotating being on standby on Fridays. That schedule ran for about two years.

*(continued)*

## Growing expenses threaten the bottom line

Tanks Alot, of Tomball, Texas, must carry loads 100 miles round trip to a municipal plant for disposal and pay 9 cents per gallon, a fee owner Tammy Kennedy says has been rising consistently. “It would be nice if there was something local,” she says. The company uses a larger vacuum truck, the 1997 International with a 2,100-gallon tank, to shuttle the loads.

She can also dump 40 miles away in Houston, but the city charges a 4 percent franchise tax. If she brings in \$7,000 per quarter in Houston, for example, she owes the city 4 percent of that.

“I have to send [the City of Houston] a report every three months what my sales are in Houston,” says Kennedy. “All portable restroom companies have to pay that if you choose to rent restrooms in the City of Houston.”

She also must send a monthly report to the city, along with dump tickets detailing the number of gallons disposed. In addition, the city must also inspect their trucks every year, at a cost of about \$900.

To work in the city, Tanks Alot must also be bonded, in case of spills or other liabilities. “If I do not have that bond, they will not inspect my truck or issue a permit, and I am not allowed to service any portable restrooms in the City of Houston,” she adds.

All those charges, coupled with rising fuel costs, drive expenses that significantly impact profits. At one point, Kennedy added a fuel surcharge on her invoices – and had a couple complaints.

But most customers understood. “They knew the cost of doing business was going up,” she says.

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*The Tanks Alot crew, shown with a Chevrolet 2500 delivery truck, includes (left to right) Craig Arnsworth, Clifford Taylor, Albert Gantz and Tammy Kennedy.*

She also considered other efficiencies, reconfiguring service routes to reduce fuel costs. Instead of driving back to the yard more frequently, drivers stayed in their regions and serviced more clients, as well as doing deliveries and pickups while on the route.

While Kennedy did not cut her employees' pay, she raised her restroom rental charge by about 10 percent per unit. "I had fewer restrooms in the area," she says. "So I had to raise the rate to cover it."

Kennedy credits loyal employees with being accepting and adaptable and helping keep the business afloat by improving efficiencies.

"Everybody just kind of pulled together," she says. "You just cut corners where you can, but you can't cut corners on service."

"Good service is showing up once a week," she says, using good deodorants and keeping the units clean. "You've got to have service when they call and need it; you have to be quick and reliable."

## FIGHTING LOW-PRICE COMPETITION

Kennedy says she shopped around for better prices on supplies such as paper and cleaners.

"I am also looking for a new efficient routing program to route my service trucks," she says. "With business growth and more routes being added weekly, this is a must."

"That's where my weakness is," Kennedy admits. "I need something pretty simple. I know there is a better way to do it. That's really one thing I'd love some input on. I want to be as efficient as possible."

**"All you can offer in this industry is service. [Customers] like that small customer-service feel."**

**TAMMY KENNEDY**

Kennedy didn't lower her prices, something she remains confident about. "I probably charge a little more than most in my area," she says. With competitors entering the service area, Kennedy resisted lowering prices.

"It got pretty cutthroat out there. I never fell into that low-balling ... I have to make a profit to take care of my employees and keep market share up."

Some customers left for lower prices, but most have returned for service, Kennedy says. So it's no surprise that revenues have increased as the economy improved over the past few years, leaving Kennedy with optimism for the future. Construction is up – and special-events business is strong, including Boy Scout and Girl Scout events. A new Exxon corporate headquarters facility nearby is buoying hopes.

"It's bringing in a lot of activity," she says. "The town that I live in [Tomball], it's just grown so much; there are a lot of new subdivisions and a lot of business growth in the area."

## PERSONAL SERVICE WINS

While the economy is looking up and Tanks Alot continues to make moves to promote quality service and build profits, Kennedy isn't losing sight of the personal customer-service orientation that stimulates business.

"I've been putting money up each month and save for growth," she says. "I want to grow, but I want to stay small and maintain that small customer-service feel. Things are looking really good." ■

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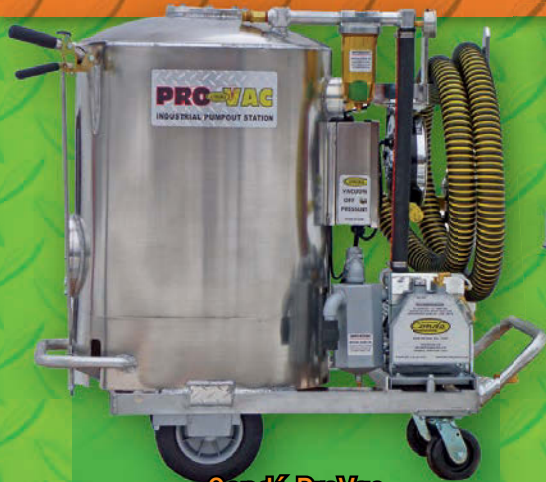
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## Let There Be Light

ROOF-MOUNTED UNITS FROM SOLAR LED INNOVATIONS SHOW NIGHTTIME RESTROOM USERS THE WAY **By Craig Mandli**

Effectively and efficiently lighting portable restrooms and hand-wash sinks for nighttime special events can be a hassle. Electricity isn't always available, and batteries can quickly run out of energy, which could render units difficult to use safely. Solar LED Innovations introduced their response to that problem - for both restrooms and portable hand-wash stations - at the 2014 Pumper & Cleaner Environmental Expo International.

The Solar POD Light is a small-scale all-in-one solar lighting system that supplies up to 30 hours of light to any portable restroom. The technology is also available in a hand-wash station lighting package that provides day and night light from an internal rechargeable solar power pack. The package lights the soap dispenser, sink bowl, faucet and foot pump, making the station usable at night.

"The lighting systems are designed to illuminate a 10- by 10-foot room," says Tom Chorman, CEO and founder of Solar LED Innovations. "Ten hours of sun energy provides up to 30 hours of light. It is highly efficient technology."

Solar POD kits include a high-efficiency solar panel, rechargeable high-capacity NiMH batteries and four bright LEDs integrated into a



weatherproof housing that mounts securely through the roof of a portable restroom. Kits also come with a hole saw to help with the easy installation.

"The solar panels we use are high-tech too. They will charge even on cloudy days," Chorman says.

Units come with a triple-function on/off/auto switch that allows them to be switched on during daylight hours when necessary. The auto function switches the light on at low light level.

Expo attendees weren't the only ones taking note of Chorman's illuminating innovation. PolyJohn Enterprises has worked closely with the company for several months, resulting in several of the company's Bravo hand-wash stations sporting Solar LED Innovations lighting packages at the show. PolyJohn has added a link on its website to direct operators to Solar LED Innovations for their lighting needs. Chorman also sells kits that fit both new Bravo hand-wash units, or they can retrofit hand-wash units already in a PRO's fleet.

Solar LED Innovations was a first-time exhibitor at the 2014 Expo. According to Chorman, it couldn't have gone better. "The interest in our products was just phenomenal," he says. "There were times we couldn't keep up with the number of people submitting orders. I was able to talk with a lot of people that had other ideas and applications for our technology too."

For next year, Chorman says he'll continue to explore new solar technology to make his lights brighter, longer lasting and more efficient. His plan is to unveil some new prototype lights at the rebranded Expo, the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show in 2015.

"We're working with a battery system that, once it's fully charged, could run uninterrupted for more than a week," he says. "That type of lighting has countless applications, including portable restrooms. Solar energy is a terrific, exciting market to be in right now. It's changing every day." **484/639-4833; www.solargoose.com.** ■

*Tom Chorman, left, the CEO and founder of Solar LED Innovations, discusses a PolyJohn Bravo portable hand-wash unit outfitted with his lighting package with an attendee at the 2014 Expo. His company also produces and sells rechargeable LED solar lighting systems for portable restrooms. (Photo by Craig Mandli)*

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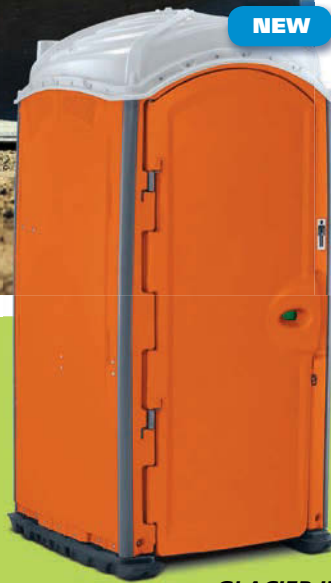


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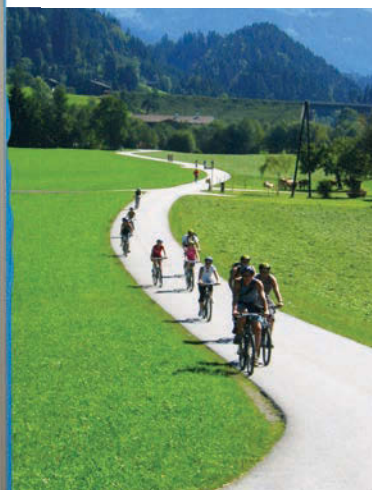
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When a bank peddled the assets of a failed portable sanitation operation, Tennessee construction contractor Benny McVay jumped at the opportunity and is building a successful new brand **By Peter Kenter**

Benny McVay, owner of The Outhouse Portable Toilets and Septic Service, in Dyer, Tenn. (Photos by Devin Greaney)

# Back in Business

Three years ago, entrepreneur Benny McVay walked into a local bank in Dyer, Tenn., and was approached by the manager with a deal. The bank had acquired a 152-unit portable restroom business that had fallen on hard times and was trying to move it.

McVay, 65, already had his hands full as a construction contractor with 11 employees (not to mention preaching in church on Sundays), but couldn't resist the offer.

"It was well worth the money, based on the assets," says McVay. "But the business had left behind some bad feelings. It was a dying dog that I would have to nurse back to health."

McVay rechristened the business The Outhouse Portable Toilets and Septic Service and emphasized service and reliability as he worked to rehabilitate its reputation. He hired Allen Strickland as general manager and the company now employs five people.

The original stock of Satellite Industries restrooms has been augmented with 28 units from PolyPortables. The vacuum truck fleet includes a 2001 International 4700 with an 800-gallon waste/200-gallon freshwater tank and Condé pump (Westmoor Ltd.); a 1993 International 4700 with a 450-gallon waste/150-gallon freshwater tank with Jurop pump; and a 1993 Peterbilt pumper with a 3,000-gallon tank and Wallenstein pump. The 1996 Chevy 3500 flatbed often carries a 2013 slide-in vacuum unit with a 325-gallon waste/175-gallon freshwater tank and Jurop pump. All the truck tanks are steel, except the slide-in tank which is stainless steel.

The Outhouse now services a diverse clientele in northwestern Tennessee, ranging from construction and agricultural customers to weddings, parties, auctions, air shows, county fairs and motorcycle rallies.

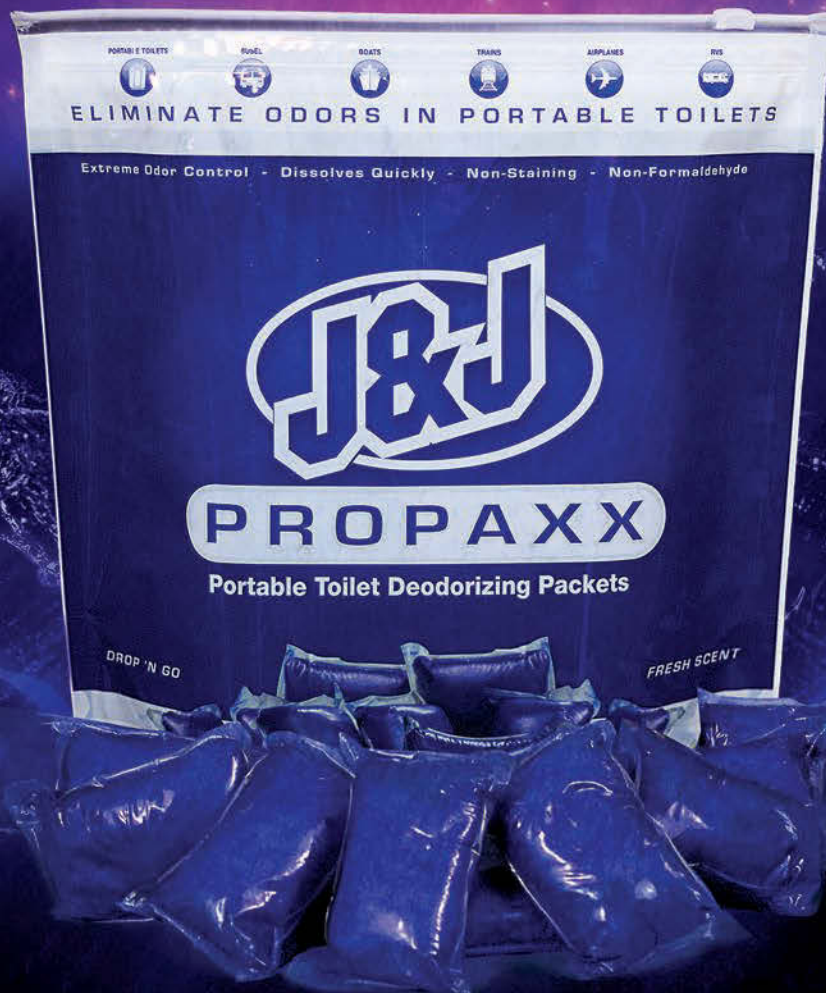
"My son, Micah, is taking over the construction business," says McVay.

*(continued)*





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**Left:** The Outhouse Portable Toilets and Septic Service family, shown with a group of PolyPortables restrooms, includes (left to right) Joe Grimes, Twyla Duncan, Anthony Albea, Joliegh McVay, Benny McVay and Neva McVay.

**Below, left:** General Manager Allen Strickland pumps out the tanks of several trailer-mounted restrooms during a service stop.

**Below, right:** Strickland prepares to service portable restrooms set up at the Natchez Trace State Park in Tennessee during the Bike Ride Across Tennessee event near McKenzie, Tenn.

“This business is going to be my retirement project. I attended the [Water & Wastewater Equipment, Treatment & Transport] show and I was just in awe of the technology. I should have gotten involved in this business 40 years ago because I’ve enjoyed every minute of it.”

**EXPLORE FIVE ISSUES THAT AFFECT BENNY’S PORTABLE SANITATION BUSINESS:**

**Rebuilding a Reputation**

While changing the name of the business made it easier to approach new customers, McVay had to overcome its underwhelming reputation.

“They hadn’t been billing, hadn’t been paying suppliers and hadn’t been servicing some units for months

– it took us two years to find all the inventory,” he says. “We went around to customers and explained that we had not only changed the name of the company, but that we were going to be doing things differently. Some of them had switched to other vendors and we knew that we would have to win them back.”

The company emphasizes cleanliness and prompt service. “I want those restrooms to where my wife and mama and daughter wouldn’t be ashamed to use

them,” says McVay. “We also present clean trucks to the community.” All units are delivered the day of the order or the following day. Complaints are handled immediately. “Recently, a 40-mile-an-hour wind knocked down one of our units,” says Strickland. “We could have



“I attended the [Water & Wastewater Equipment, Treatment & Transport] show and I was just in awe of the technology. I should have gotten involved in this business 40 years ago because I’ve enjoyed every minute of it.”

**Benny McVay**

of the business, and they appreciate the predictability,” he says. “It helps us do a better job too.”

The Outhouse is also planning to provide polo-shirt uniforms to its staff to help emphasize professionalism and improve brand recognition.

**Knowing When to Step Back**

“As an owner, I can’t be involved in every aspect of the business,” says McVay. “I have to let people do their jobs. Sometimes, when people aren’t doing something the way I would do it, I have to bite my tongue and resist the urge to get in there and do it myself. The buck stops with me, but I can’t micromanage.”

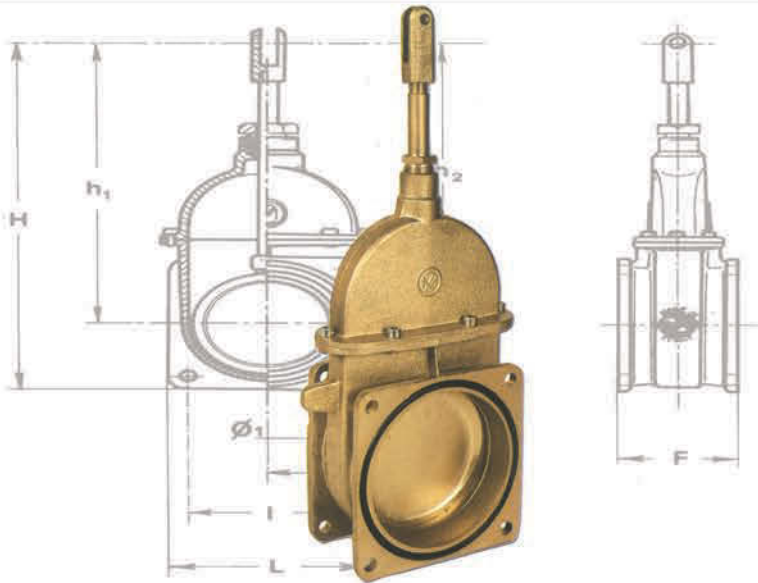
McVay hired Strickland early in the game to handle the marketing and day-to-day operations. “A good advertising and sales person can make a business, and Allen is that person,” says McVay. “He’s easily made back his wages.”

*(continued)*



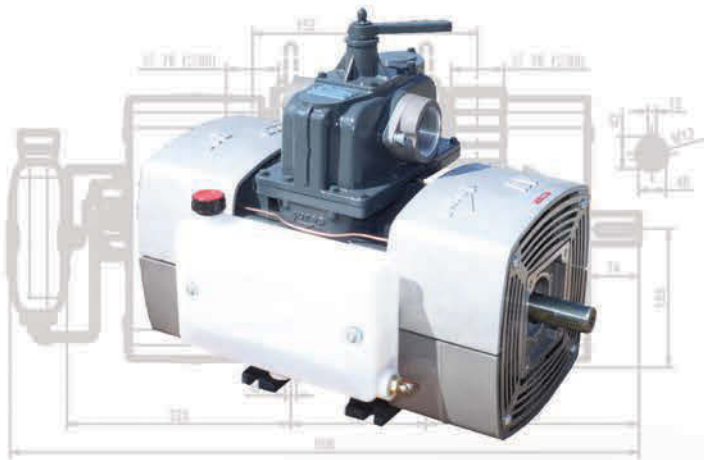
## Manufactured Components

- |                      |                     |
|----------------------|---------------------|
| Frac Tank Components | Secondary Shutoffs  |
| Manways & Hatches    | Mufflers            |
| Tank Components      | Final Filters       |
| Primary Shutoffs     | Muffler Accessories |



## Valves & Fittings

- |                           |                                      |
|---------------------------|--------------------------------------|
| MZ Brass Lever            | Jurop 4-Way                          |
| MZ Brass Lever-Heated     | MZ Brass Piston                      |
| MZ Brass Pressure Reliefs | MZ Brass Piston Stainless Steel Gate |
| MZ Cast Iron Gate Valve   | Chandler Butterfly                   |
| MZ Brass Vacuum Reliefs   | Chandler Camlock Couplings           |
| MZ Brass Bolted Ball      | Chandler Brass Ball                  |



## Jurop Pumps & Blowers

- |                       |                            |
|-----------------------|----------------------------|
| Liquid Transfer Pumps | Air Cooled Pumps           |
| Liquid Cooled Pumps   | Fan Cooled Pumps           |
| Blowers               | Air & Hydraulic Actuators  |
| Pump Packages         | Atex Explosion Proof Pumps |
| Pump Rebuild Kits     | Engine Drive Packages      |

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Cyclists riding in Natchez Trace State Park pause to use PolyPortables restrooms during the Bike Ride Across Tennessee event.

A customer recently requested a shower trailer for a bike ride event, but all of the available units in the area had been rented. McVay took advantage of the contracting side of the business by having the construction crew build a four-room portable restroom unit outfitted with the type of fiberglass shower stalls found in recreational vehicles.

### Finding Efficiencies Across Businesses

Recognizing the seasonal nature of portable sanitation, the company ramps up septic service operation in fall and winter. "In the off-season we probably do as much dollar value in septic tank pumping as we do portable restrooms in the summer," says McVay.

The construction shop handles vehicle maintenance for both businesses. When septic pumping picks up, the mechanic does double duty, covering extra septic contracts.

### Marketing the Company Effectively

Strickland uses the U.S. Postal Service to promote the septic side of the business. The company prints full-color fliers on card stock for 10 cents each, then sends them out in bulk using the Postal Service's Every Door Direct Mail program.

"It takes a learning curve and a little paperwork at the post office, but we're mailing to everyone in the area for 26 cents per contact, including the cost of the card," says Strickland. "Last Thanksgiving we sent out a mailing and in the rural area we targeted, we went from getting three or four septic calls per month to three to four per day."

The company website is also becoming an increasingly important marketing tool. "The website has replaced the Yellow Pages," says McVay. "When construction contractors come in from Florida, Texas and North Carolina, they already know we're here."

**Beating the Bushes for Business**  
The Outhouse's entire staff remains on the alert for possible leads. A recent tip by the company's secretary regarding a new manufacturing plant resulted in a seven-unit rental.

Strickland keeps his ear to the ground for local events. "I call on the communities in the area about upcoming special events as well," he says. "At one point, we became aware of an auction and supplied them with some rentals. I then approached other auctioneers telling them what a great feature this would be for their customers. We now dominate the auction business in this area."

McVay also uses his construction connections to nose out news of potential project customers. "After 40 years, I know everyone in the business," he says. "Sometimes I rent portable restrooms to my own construction competitors." ■

**MORE INFO**

<p><b>Elmira Machine Industries/ Wallenstein Vacuum</b> 800/801-6663 www.wallenstein.com</p> <p><b>Jurop</b> www.jurop.it/eng</p> <p><b>PolyPortables, LLC</b> 800/241-7951 www.polyportables.com (See ad page 40)</p>	<p><b>Satellite Industries</b> 800/328-3332 www.satelliteindustries.com</p> <p><b>Westmoor Ltd.</b> 800/367-0972 www.westmoorltd.com</p>
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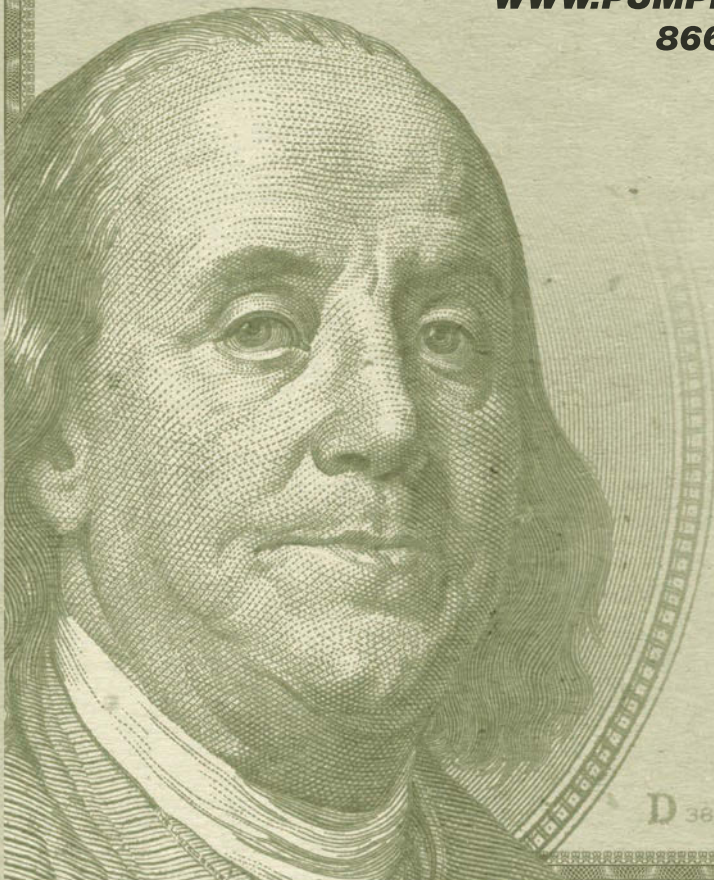
- **WHERE DID THE MONEY GO?**
- **HOW MUCH SHOULD I CHARGE?**
- **REWARD THE RIGHT STUFF**
- **BUYING, SELLING AND GETTING OUT**

### **DAY 3 - JEFF BRUSS**

- **HOW TO USE AND UNDERSTAND SOCIAL MEDIA, E-MAIL AND THE INTERNET AS A BUSINESS TOOL**

### **SMALL BUSINESS BREAK-OUTS**

- **MARKETING**
- **EMPLOYEE RETENTION AND HIRING**
- **SALES AND PRICING STRATEGIES**
- **BUYING OR SELLING A BUSINESS**
- **PROFITABLE IDEAS**





# Alternative Powerplant

**WITH A FAST-GROWING SUPPLY OF DOMESTIC NATURAL GAS, IS IT TIME TO CONSIDER USING THIS AMERICAN-MADE FUEL IN YOUR NEXT SERVICE VEHICLE?**

By Jim Kneiszel

**T**he next time you buy a portable sanitation vacuum truck or flatbed restroom-delivery vehicle, will you be sticking with tried and true diesel engine technology or looking toward an emerging natural-gas-powered rig?

A lot of factors should go into your choice of a familiar diesel system – which comes with the drawbacks of more pain at the pump and high-maintenance emissions components – or to become an early adopter to a technology using a now-abundant North American fuel source.

A significant number of portable restroom operators have aging service rigs. Conservative company owners who run work trucks hard every day may have put off new truck purchases after the 2007 and 2010 changes to emissions systems. And they may have stayed out of showrooms as the economy has started its recovery.

But now, many of those work trucks are at or past their end-of-life date and need to be replaced. And as restroom operators are getting busier with construction and event work during the economic upswing, the last thing they want is to have drivers idled by breakdowns involving older trucks.

## NO FOREIGN OIL

Many American business owners like the idea of using domestic energy supplies to power their fleets and reducing the nation's reliance on foreign oil. And if those same business owners could save on fuel bills, while eliminating the problematic maintenance of emissions equipment on their diesel trucks, they'll start to take notice of natural gas.

Oklahoma-based Seaboard Foods and its subsidiary, High Plains Bioenergy, invested in a natural gas fleet of Kenworth trucks to transport its B99 biodiesel product and live hogs to its food processing plant. The company purchased two Kenworth T660 trucks with Cummins Westport ISX12 G heavy-duty natural gas engines for the biodiesel transport and 43 T800 short hood day cabs using the same powerplant for hauling animals.

"We see adding CNG-powered Kenworth trucks as a great opportunity to further our commitment to sustainability and environmental stewardship," Terry Holton, president and CEO of Seaboard Foods, says. "The availability of a 12-liter natural gas engine really makes it possible for our operation to run CNG-powered trucks because it provides the right amount



of power and torque for the loads our trucks carry."

According to the U.S. Department of Energy, 112,000 vehicles are powered by natural gas in this country and 14.8 million worldwide. According to the department's Alternative Fuels Data Center, CNG is best for high-mileage vehicles that operate in a limited territory. The LNG options are better for vehicles that have longer hauls, according to the department.

In the LNG technology, gas is cooled to a cryogenic state, at -260 degrees F, changing it from a gas to a liquid. The fuel is kept in liquid state in big, dual-walled stainless steel tanks until it's conveyed to the engine for burning. In CNG technology, natural gas is kept at 3,500 psi in storage tanks until it's fed into the engine. Storing either fuel on the truck requires expensive tankage.

## LOCAL, REGIONAL

Whether these engines make sense for your business depends on a variety of factors, according to Andy Douglas, Kenworth's national sales manager.

**This High Plains Bioenergy rig is powered by a Kenworth T660 truck with Cummins Westport ISX12 G heavy-duty natural gas engine. (Photo courtesy of Kenworth)**

“Everything to date has been more local and regional haul,” Douglas says. “The long-haul side of things is still awaiting the maturing of the fueling infrastructure.”

Kenworth offers three new Cummins Westport engine choices fueled by natural gas: the ISX 9-liter, the ISX 12-liter being used by Seaboard Foods, and a 15-liter, which is essentially an ISX powerplant modified to allow a small amount of diesel fuel to be mixed with the natural gas. One huge benefit to the 9-liter and 12-liter models is that diesel emissions equipment is eliminated, a prospect that appeals to truck owners, Douglas says.

“You don’t have the diesel emissions system to maintain, and cleaning the filters and replacement. When you tell [truck buyers] that, their eyes get huge,” he says. “You’ve got their attention when you start talking about diesel emissions.”

Here are a few questions to help you determine if your business is a good candidate for using a natural-gas-fueled truck:

#### **Do you have established fueling stations in your area?**

The infrastructure of fast-fill natural gas fueling stations necessary for these trucks is in its infancy, but there are areas of the country where it’s better established. Check around your shop location and the areas where you drive most to see if you’d have access to enough fuel stations to make the conversion practical. Keep in mind that if natural gas trucks grow in popularity, fueling stations should proliferate as well. So even if natural gas doesn’t seem to be the best option for you today, it might make more sense down the road.

#### **Do you put on enough miles to maximize fuel savings?**

With diesel prices hovering around \$4 per gallon, you could expect to save about 25 percent or more on fuel costs going with natural gas. While 80 percent of the diesel and natural gas engine componentry is identical, the fuel storage and delivery systems in natural gas trucks drive the cost of the trucks up. Douglas is hesitant to give examples because every truck specification will be different, but you’ll have to consider whether you’ll be dollars ahead going with the more expensive new technology offset by lower fuel costs. Another thing to consider is whether you think the price of diesel fuel will continue to rise and if natural gas will continue to be a cheaper alternative.

#### **Will your truck have enough room for the expanded tankage?**

Fuel tankage takes up significantly more space on natural-gas-powered rigs. According to Douglas, tanks for LNG engines take up twice the amount of space as diesel fuel tanks, and tanks for CNG engines take up four times as much space as traditional diesel tanks. Like diesel trucks, these tanks can be mounted on the frame rail, but they can also be installed behind the cab. So there is some flexibility on installation depending on how you use your trucks.

#### **Does your state offer incentives for conversion?**

The federal government at one time offered attractive incentives for truck buyers to switch to natural gas, but that went away a few years ago,

according to Douglas. But he says a number of states, including California, Oklahoma, Pennsylvania and Texas, continue to offer grants and rebates for upgrading to natural gas trucks. To search the incentives offered in each state, check out the U.S. Department of Energy website: [www.afdc.energy.gov](http://www.afdc.energy.gov).

#### **Are you more comfortable with the old reliable diesel?**

Many truck buyers will want to stick with the technology they know best, and that’s OK. Douglas says manufacturers continue to improve diesel technology to make the engines more efficient and reduce pollution. “Diesel is not going anywhere,” he says. “But for certain segments of our industry and applications, natural gas may be an alternative that people will be considering.”

Another option is hybrid technology, combining a diesel engine and electric motor to save fuel. This option makes sense for trucks working in a lot of stop-and-go traffic; for example, Coca-Cola uses 700 medium-duty delivery trucks using hybrid Kenworth engines. Some companies weigh the potential benefits of being early adopters to technology and make the jump.

#### **NATURAL GAS OUTLOOK**

Douglas says the impact of natural gas on heavy-duty trucks is going to be profound.

“Natural gas today is such a huge game changer for North America,” he says. “This resource, for the most part, is something that wasn’t fully realized until the last few years. The magnitude is significant and the price associated with it is very good too. It’s a cheap and abundant fuel source that works well in heavy trucks.” ■

**“You don’t have the diesel emissions system to maintain, and cleaning the filters and replacement. When you tell [truck buyers] that, their eyes get huge. You’ve got their attention when you start talking about diesel emissions.”**

**Andy Douglas**



## Raising Global Awareness

THE PSAI IS PARTICIPATING IN WORLD PORTABLE SANITATION DAY EVENTS AUG. 15 TO SHED LIGHT ON THE INDUSTRY'S CONTRIBUTION TO PUBLIC HEALTH

By Karleen Kos

Karleen Kos is executive director of the Portable Sanitation Association International. She may be reached at [karleenk@psai.org](mailto:karleenk@psai.org) or 952/886-7416.



Recently, the Portable Sanitation Association International Board of Directors decided to do something new. Reaching beyond the immediate focus of helping its members succeed in their portable sanitation businesses, the board declared that Aug. 15 has been named World Portable Sanitation Day (WPSD).

With this announcement, the PSAI makes clear that its mission is broad enough to think beyond the borders of developed nations and the most common uses for portable sanitation. WPSD is a campaign to raise awareness and promote change by engaging people to increase access to sustainable sanitation solutions, thus improving global public health and everyone's quality of life.

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You may wonder why the PSAI's leaders felt the need to take this step. We did it because the facts are daunting, and we can help. The World Health Organization (WHO) estimates that 2.6 billion people globally – about a third of the world's population – lack access to adequate sanitation. In addition, about 200 million people per year are victims of disasters during which access to existing sanitation is impaired.

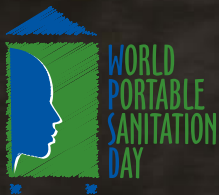
The PSAI wants to take part in a collaborative solution to these issues – and there is a considerable upside to making a positive impact. The United Nations estimates addressing sanitation problems could save as many as 1.5 million children per year from painful diarrheal-related deaths. Every dollar spent improving sanitation produces a 550 percent return on investment, according to the U.N. So getting involved is a “no-brainer” for an organization like the PSAI.

The 2014 inaugural celebration of WPSD is intended to kick off an ongoing campaign to raise awareness and promote change by engaging people all over the world in expanding access to sustainable sanitation. Over time, it is the goal of WPSD to transform its interest and ingenuity into local solutions that prevent the spread of disease, save water and improve the quality of life.

PSAI members are local experts – and they realize that most people in developed countries don't fully understand what it means to not have adequate sanitation. The WPSD initiative will help them educate communities about the situation in a way that makes it personal to them. For example, women and girls in developing countries are imperiled as they try to find a place to relieve themselves and deal with feminine hygiene issues. In fact, about 23 percent of girls stop attending school in India due to lack of sanitation during menstruation, according to news accounts. Getting people to think about it in these terms – and finding ways to help – is one of the ways WPSD will advance its purpose.

PSAI company members will be celebrating WPSD with a series of activities to be announced in each local market. They will engage nonprofit stakeholders and the media in helping to educate their communities and to better understand how options such as portable sanitation – estimated to save 125 million gallons of fresh water daily – can be part of a sustainable global sanitation solution. Watch the PSAI website, [www.pesai.org](http://www.pesai.org), for additional information. ■





# World Portable Sanitation Day August 15, 2014

The Portable Sanitation Association International (PSAI) and concerned people around the world ask you to imagine:

- your life without access to sanitation
- grocery shopping, education, workplace, parks, homes—with no facilities
- that you are one of 2.6 billion people who deal with this challenge every day
- that you live in a place where children die because of unclean drinking water

Portable restrooms provide a solution to some of the world's sanitation challenges—saving 125 million gallons of fresh water daily—water desperately needed in countries where sanitation is an issue.

PSAI invites you to join us in recognizing the first annual World Portable Sanitation Day (WPSD). Join us to make sustainable sanitation a priority!



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# Standard Restrooms, Hand-Wash Equipment and Supplies

Portable restroom operators require their standard units to be comfortable and durable. Here are several standard units, along with restroom supplies, sinks and hand-sanitizing equipment designed to provide convenience and comfort for users, and profits for PROs. **By Craig Mandli**

## STANDARD RESTROOMS

### MOBILE URINAL

**Pluto3** mobile urinals from **Atlas Portable Sanitation** provide increased portable sanitation capacity and reduce waiting lines at large special events. The units are easy to maintain and stackable for convenient transport. Four people can use the unit simultaneously, and the raised walls provide privacy. The unit comes with stainless steel security bars and a plastic seal for vacuum entry. [www.plutourinal.com](http://www.plutourinal.com).



### FOUR-PERSON URINAL

The **Kros** urinal from **Kros International USA** incorporates built-in partitions to allow up to four users to urinate with privacy. It stands 6-feet, 6-inches tall, has a 3-foot, 6-inch square base, weighs 188 pounds and has a 100-gallon integrated tank. It can be used for events or to curb public urination problems in urban settings, decrease the load on portable restrooms and shorten waiting lines. **855/576-7872; [www.krosinternationalusa.com](http://www.krosinternationalusa.com)**.



### TRANSLUCENT-ROOF RESTROOM

The **PJN3** portable restroom from **PolyJohn Enterprises** has a spacious interior and translucent roof. Units include anti-slip floors, ideal ventilation, a two-roll paper dispenser and an occupancy signal latch. Options include a hand-wash sink or hand-sanitizing dispenser, convenience shelf with hook, locking kit and gender signs. The waste tank makes cleaning and servicing easy. Each unit comes with a door-mounted mirror, handle and a non-splash urinal. It is available in the standard static tank model or with an optional recirculating flush tank. **800/292-1305; [www.polyjohn.com](http://www.polyjohn.com)**.



### SMOOTH-SIDED RESTROOM

The **Glacier II** portable restroom from **Five Peaks** has an ultra smooth door and side walls that make it easy to clean. Integrated vents eliminate unnecessary screen maintenance. Extra-deep molded-in grab handles are located in all four corners for ease of maneuverability. It is manufactured from durable high-density polyethylene with UV stabilizers. The twin-sheet heavy-duty door and jamb with integrated hinge and return spring are strong, and the 65-gallon tank has sloping lines to keep the tank top dry and clean. Convenience features include a hover handle, oversized mirror, two shelves, gender sign,



coat/purse hook, beverage holder and three-roll bathroom tissue holder. **866/293-1502; [www.fivepeaks.net](http://www.fivepeaks.net)**.

### BLOW-MOLDED RESTROOM

The **Maxim 3000** portable restroom from **Satellite Industries** has ultra-smooth walls, a sleek appearance and a spacious interior. With no ledges to collect dust, debris or waste, it stays clean longer, and the rounded interior creates additional room, with the contoured tank providing a more comfortable sitting position. Two powerful springs hold the door shut, preventing unwanted dirt from blowing in. It is fully blow-molded, producing a durable two-ply, cross-ribbed wall panel and a double-walled roof made to withstand the weight of heavy snow and ice. Blow molding also eliminates about half the parts found on a typical restroom, reducing repair costs and parts inventory. It also has heavy-duty, vandal-proof door springs, full corner handgrips and cascading, molded-in wall vents. **800/328-3332; [www.satelliteindustries.com](http://www.satelliteindustries.com)**.



## PORTABLE RESTROOM ACCESSORIES/SUPPLIES

### PORTABLE RESTROOM MOVER

The **Mini-Metro Mover** from **Allied Forward Motion** has a load capacity of 525 pounds. The portable, collapsible restroom mover fits on a truck, weighs 56 pounds and has four pneumatic tires, formed steel construction and black acrylic E-coat finish. **920/493-2987; www.minimetromover.com.**



### TRANSPORT DOLLY

The **Armal** transport dolly is used to move Wave portable restrooms from one location to another. It is made of lightweight aluminum, making it easy for one operator to maneuver a portable restroom quickly and effectively. It is made for rigorous daily use, and speeds

up the process of delivering or picking up restrooms safely and efficiently. **770/491-6410; www.armal.biz.**

### RESTROOM HAND TRUCK

The **Super Mongo Mover** hand truck from **Deal Assoc.** moves both standard and ADA handicap restrooms. Its aluminum and steel frame is lightweight and strong, and is available with up to eight wheels for use on soft ground. Operators stand on the rear axle so their body weight works to help tip the restroom, while the long handle provides leverage, making it easier to tip back-heavy restrooms with minimal strain. It can be carried on the back bumper of a vacuum truck or trailer, or strapped to a restroom for transport. **866/599-3325; www.dealassoc.com.**



### WET-WIPE DISPENSER

The **Handago** high-volume indoor/outdoor wet-wipe dispenser allows for cleaning hands without water. The easy dispense and dispose system holds 4,000 wipes, along with a trash receptacle. The wipes kill 99.9 percent of germs, and are alcohol-free, safe for children, secure and portable. Two wheels on the front makes moving quick and easy, as it just needs to be tipped and rolled. Advertising panels can be added for any event. **888/408-4188; www.handagoinfo.com.**

### PORTABLE RESTROOM LIGHT

The solar-powered motion-activated **J-Light** from **J & J Chemical Co.** installs in the roof of a portable restroom through a 1 1/2-inch hole. The self-contained solar panel acts as a day/night sensor, saving energy during the day and charging the batteries, allowing the light to activate only when it's dark. The motion sensor turns the light on when activity is detected. Once the restroom is exited or there is no longer activity, the light will remain on for 35 seconds, then turn off. Five high-intensity LEDs emit 30 lumens of light inside the restroom. Rechargeable batteries save the constant labor of battery replacement. **800/345-3303; www.jjchem.com.**



### PORTABLE RESTROOM TRAILER

The **Tow-Let** portable restroom trailer remains sanitary and usable while being towed from job to job for up to a month before service is required. Permanently mounted on a trailer, the unit is a self-contained polyethylene portable restroom with a 50-gallon waste tank and 30-gallon freshwater tank for washdown. A solar-powered 12-volt system powers the washdown pump, which charges the hose on a self-retracting reel. The unit includes a single-user hand-wash sink, LED interior lighting with control panel and a storage box for supplies. Larger size tanks (including a 300-gallon waste tank for long-term placement) are available, and units can be customized to match company colors. It can be towed behind any vehicle with a 2-inch ball receiver. **712/623-4007; www.tow-let.com.**



### PORTABLE SINKS

#### RESTROOM-MOUNTABLE HAND-WASH STATION

The **Universal Hand Wash Station** from **ART Co.** fits most brands of portable restrooms and can be mounted on either side of the restroom. The rugged rotational molded sink has a freshwater capacity of 15 gallons and comes standard with a hands-free foot pump. The "do not drink" warning label is molded directly into the front of the sink and displayed in both English and Spanish. **269/435-4278; www.arestrroomtrailer.com.**



#### TWO-STATION HANDWASH UNIT

The **Breeze** handwash station from **Imperial Industries** has two stations with full fingertip-to-elbow washing, and operates with a hands-free baby foot pump. It also comes with a sealed water tank to insure proper hygiene. **800/558-2945; www.imperialind.com.**

## HAND SANITIZERS

### FOAMING HAND-SANITIZING SYSTEM

Kutol Foaming Hand Sanitizing Systems from **Chempace Corporation** dispense foam from the top of the unit, eliminating leaks and waste, and delivering an adequate amount of sanitizer to kill 99.9 percent of common germs. The unit meets CDC recommendations for hand antisepsis. The push pad at the top of the dispenser eliminates wasteful over-dispensing and meets ADA compliance. The refill bag system reduces packaging waste. **800/423-5350; www.chempace.com.**



### PORTABLE HAND SANITIZER

The **TJ Handy Stand** portable hand-sanitizer unit from **T.S.F. Company** has four foam sanitizer dispensers and comes assembled at 18 pounds. It has a dome top, with a 6-gallon base with a fill cap and drain plug so it can be filled with water for stability. The base also has holes so the unit can be staked down. It comes in a variety of colors. **800/843-9286; www.tuff-jon.com.**



### HAND-SANITIZER STATION

The **Hand Sanitizer Station** from **PolyPortables** provides a uniform, easily transported mounting location for four hand-sanitizer dispensers. Three of the dispensers are mounted at standard height, while the fourth is mounted at an ADA-approved position. Choose between Purell or Bactisan hand-sanitizer dispensers and refills, or install a preferred brand. A lockable storage area on the top of the stand stores additional refills and supplies. The unit fits inside of most standard-size portable restrooms for transportation. It has pre-drilled stake-down points. **800/241-7951; www.polyportables.com.**



### HAND SANITIZER SYSTEM

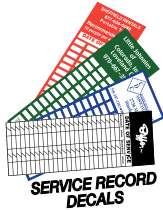
The hand sanitizer system from **Walex** is easy to use and install, and kills 99.9 percent of germs. It is packed with Vitamin E and aloe to keep skin soft and hydrated, while the fragrance-free formula leaves hands feeling fresh and clean. It is available in gel or foaming hand sanitizer options. **800/338-3155; www.walex.com. ■**



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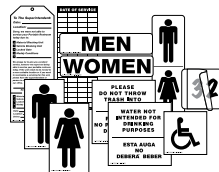
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## Hino presents tow operator with truck

Hino Trucks, in partnership with Miller Industries, presented Aaron Farron with a 2014 Hino model 258ALP with Century 12 Series LCG carrier as part of a giveaway that benefits the Professional Wrecker Operators of Florida education and legislation programs. Farron is co-owner of Sprint Towing in Jacksonville, Fla.



Pictured from left are Vince Tiano, vice president of Miller Industries; winner Aaron Farron, Sprint Towing; Will Miller, president and CEO of Miller Industries; and Gary Mickiewicz, vice president, eastern region, Hino Trucks.

## Johnny on the Spot acquires Atlantic Restrooms

Johnny on the Spot, headquartered in Old Bridge, N.J., acquired Atlantic Restrooms of Jackson, N.J. Atlantic Restrooms serves customers in Monmouth, Ocean and Mercer counties. ■

# CLASSIFIED ADVERTISING

### ADVERTISING

**www.grease-gone.com** Domain for sale, email to jlytx-sp@yahoo.com (T08)

### COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (T08)

### PORTABLE RESTROOMS



**Used high rise portable restrooms:** \$250 OBO. Over 30 units to choose from. Located in Southern California and transportation available.

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PolyJohn restrooms in Michigan: 25 gray units with wood skid, good condition \$300 each. 25 gray construction units \$280 each. Call 248-238-1118 (T08)

### PORTABLE RESTROOM TRAILERS

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 (P08)

### PORTABLE RESTROOM TRUCKS

2005 Isuzu NPR, 4-cylinder diesel, automatic, Masport 106cfm pump. Pressure vacuum pump, toolbox both sides. 2 toilet carrier, 300/400 tank. Clean truck/good route truck. \$12,000 OBO. Call 919-478-1163 (T08)

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)

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Portable toilet truck: 1999 International 4700, 7.3 liter, 5-speed, 550-gallon waste/450-gallon freshwater. Pics available upon request. \$20,000. 207-646-2180. natega1service@outlook.com (P08)

### POSITIONS AVAILABLE

Wanted: Independent Contractor to refurbish our used and abused portable toilets located in North East, MD. PolyJohn and Polyportables. 50+ units in various states of repair. Regal Restrooms 410-287-5277 (P08)

### WANTED

WANTED: We are interested in purchasing Portable Restroom Companies in New England, Florida, and California. Please call NSC Restrooms at 877-625-5525. (T10)

WANTED: 4-stall NuConcept VIP trailers. Please email pictures, price, age, and location. david@exorents.com (T08)

## PRODUCT NEWS

### SurcoTech odor counteractant

Scatter granular odor counteractant from SurcoTech is formulated to handle odors from restaurant, institutional, commercial and municipal waste. Containing the odor eliminating additive Metazene, the granules are biodegradable, noncorrosive and contain no acids. **800/556-0111; www.surcotech.com.**



### Steam Jenny direct-drive cold pressure washers

Steam Jenny direct-drive cold pressure washers from Jenny Products are available in four models. Powered by 9 or 13 hp Honda GX Series engines, all models have a triplex ceramic plunger pump. Pressure ratings range from 3,000 to 4,000 psi with flow rates from 3 to 4 gpm. Features include thermal pump protection, unloader valve and high-pressure relief valve. The unit automatically shuts down if low oil levels are detected. **814/445-3400; www.steamjenny.com.**



### Water Cannon hot water diesel

The hot water diesel pressure washer from Water Cannon is powered by a Kohler KD 420ES electric start 10 hp engine with 12-volt self-contained electrical system. The 12-volt DC oil-fired burner creates a 118-degree temperature rise. The EZ Series General triplex ceramic plunger pump delivers 4 gpm and 3,200 psi. Attachments include 50-foot hose, trigger gun, wand, chemical injector and quick-connect nozzles. **800/333-9274; www.watercannon.com.**



### Ritam Technologies Summit Rental System-Plus



The Summit Rental System-Plus edition software from Ritam Technologies features 36 billing methods, including daily, weekly, monthly and special events. The system can be modified according to needs by upsizing to Pro, Deluxe or Premium editions to add routing, mapping and inventory control. **800/662-8471; www.ritam.com. ■**

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**RAY**

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