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## ON THE GO

**A Louisiana homebuilder wants  
clean restrooms at construction  
sites, starts Gotta Go Services**

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## Party On!

Portable restrooms are a great addition  
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Burns Rent-Alls **Page 24**



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# PRO™

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Elsewhere call 715-546-3346 • Fax: 715-546-3786

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

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# Plain Senseless ... and Costly to PROs

**WORKING ANONYMOUSLY IN THE SHADOWS, VANDALS ARE HELL-BENT ON DESTROYING THE LIVELIHOOD OF SMALL-BUSINESS OWNERS IN OUR INDUSTRY**

By Jim Kneiszel

I've been reminded a lot lately about something that can eat away insidiously at a portable restroom operator's bottom line. No, it's not advertising costs, rising insurance premiums or service truck maintenance, although all of those can create challenges for any contractor.

I'm talking about vandalism. Acts of malice and stupidity by folks who have no concern for the profitability of a hardworking small-business owner. It could be the bored construction worker who passes the time by drilling holes in a panel of your restroom. Or it could be the misguided youth who uses the side of your restroom to display his artistic vision to the world.

And it can get worse. Earlier this year, I noticed what seemed like a growing trend in arson fires involving portable restrooms. And unlike the perforated panel from the construction site or the graffiti, you can't fix a melted restroom with a replacement part or a good deal of elbow grease. When a restroom is torched, it's a total loss, and the PRO can be left with a big bill ... one that will take many additional rentals to pay off.

## THE SURVEY SAYS

I wondered just how much and what type of vandalism was hitting portable sanitation contractors, so this summer I tracked news accounts involving restroom vandalism and theft. Here's what I found over the course of one week:

- Myrtle Beach, South Carolina: Officials said arson was the cause of a fire involving two restrooms placed at a school. No arrests were made, and the destroyed units were valued at \$2,350.
- New Zealand: A trailer-mounted restroom valued at \$6,000 to \$7,000 was stolen from a public rest area and officials pleaded with the public for information on its whereabouts.
- San Francisco: Police arrested a 51-year-old man for torching a restroom in the Pacific Heights neighborhood. He may be responsible for a long string of restroom arsons.
- Rockford, Illinois: A group of portable restrooms was set ablaze at a downtown location. Police believe a homeless person is responsible for damaging the units, valued at \$1,000 each.
- Ellwood City, Pennsylvania: An 18-year-old woman was arrested for smashing a restroom with her car at a local park. She was caught after posting a video of the deed on social media. Damage was estimated at \$1,650.
- Elko, Nevada: Police were looking for two juveniles thought to be responsible for burning a portable restroom in a park. The melted unit cost \$600 to replace.
- Bloomfield, New Jersey: Police reported youths tipped over a portable restroom with someone inside.
- Lake Oswego, Oregon: A restroom was torched for the second time at a municipal golf course. Damage to the restroom, another structure and a fence totaled \$2,000.

**Police officers can be a great ally to portable restroom operators. Look for ways to establish a relationship with them and help each other to reduce crime in your hometown.**

- Portland, Oregon: Vigilante justice was apparently behind a restroom tip-over, as a group of homeless people reportedly toppled a restroom as a man was purposely exposing himself to passers-by while standing in the unit.

## A SERIOUS PROBLEM

I often think about the consequences to the PRO when I read or hear about an isolated incident of restroom vandalism. But to track and compile vandalism reports over a week's time puts their huge cost to the industry into perspective. At a time when PROs talk about ever-narrower profit margins and intense competition for construction, municipal and event contracts, this exercise underscores the seriousness of the problem.

Restroom vandalism strikes in every corner of the country and all over the world. And the arson reports are, in some ways, the most devastating and troubling. More than graffiti or tip-overs, fires can spread to other structures and people can be hurt. No PRO enjoys expending the labor and resources to scrub graffiti damage or clean up after tipped-over units. But the prospect of catastrophic damage due to fire takes it to another level.

What can we, as an industry, do to curb all types of vandalism? First, we must recognize the problem, especially what seems like a growing concern of arson. Do you track your expenses involved in cleaning and repairing vandalized units? Do you take note of patterns of vandalism in your inventory – locations that pose problems, days of the week and times of the day when vandals strike? How much time do you spend talking to clients about vandalism-reduction plans?

Next, let's discuss approaches to limiting vandalism when contractors meet at the Water & Wastewater Equipment, Treatment & Transport (WWETT) Show in 2016. Share your experiences and potential solutions to curb vandalism so all PROs can work toward limiting these costs. It seems to me that this is one area where PROs can even reasonably work together with close competitors toward a goal of stopping criminal mischief.

## TALKING POINTS

Let me know your ideas on this topic. Send me an email at [editor@promonthly.com](mailto:editor@promonthly.com) and we can talk about your company's own initiatives to prevent vandalism. I'll start the conversation with a few talking points:

**What have you done to limit vandalism?** When a new customer calls for service, do you consult about the best placement to avoid problems of

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tagging or other vandalism? In urban settings, that can include looking for areas that are fenced or otherwise difficult for vandals to reach. Do you keep units out of the shadows and under a street light so acts of vandalism might be noticed and reported? In parks, consider staking units to discourage tip-overs and theft of units. Do your units carry stickers with warnings that vandals will be prosecuted to the full extent of the law?

**Coordinate with law enforcement.** Start a dialogue with your local police department about restroom vandalism. They may not know about frequent reports of restroom fires and can brief their patrol officers to watch portable restrooms more closely. They may be able to share information on areas or zones that are a general target for vandals and give advice on how to avoid problems with your placements. Police officers can be a great ally to portable restroom operators. Look for ways to establish a relationship with them and help each other to reduce crime in your hometown.

**Consider or strengthen damage waivers.** Some PROs already require damage waivers or liability insurance against vandalism for customers as a way to limit expenses when units are damaged or burned. If you haven't raised the issue with your customers, maybe now is the time to do so. A small damage waiver fee for each restroom rental helps cover your labor costs for cleaning tagged restrooms and replace an occasional unit that's damaged beyond repair. If you share the results of my news tracking of vandalism over one week, customers will begin to understand the impact of vandalism on the portable sanitation industry.

### WHAT SAY YOU?

Now it's your turn. Respond with your ideas about this profit-killing problem. Vandalism will never be fully eradicated. But together we can find ways to slow the damage ... and put more money in your coffers at the end of the year. ■

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# The Offseason To-Do List

**LABOR DAY MARKS THE BEGINNING OF THE END OF THE HECTIC SUMMER SEASON FOR PROS. GET READY TO GEAR UP FOR THE PROJECTS YOU'VE PUT OFF SINCE MEMORIAL DAY.**

**By Judy Kneiszel**

**T**here are a lot of should-do tasks when you run a business. These are projects that are not direct moneymakers but improve operations.

Since a should-do task requires time you can't bill a customer for, it becomes a low priority. It's understandable that should-do's get pushed aside during the busy season when you've got paying work to do. But sometimes these jobs get neglected during the slow season, too. You know how it goes: You think you've got so much time and then before you know it, it's the busy season again.

Fall 2015 is just beginning. Oh, sure, it may feel more like July weather-wise, you've got harvest festivals, fall weddings and fall color events on your events calendar, and maybe there's several months left of construction season in your part of the country. But it's not too early to make a should-do list to start working on as soon as things slow down. That way, you'll enter next year's busy season full of confidence rather than regret.

Here are a few should-do jobs to tackle when the winter winds blow:

## WINTERIZE

Cleaning and winterizing vehicles and restroom units is more of a must-do. This includes sorting, inventorying, repairing and possibly replacing worn-out units. What you should also do, however, is take the time to assess your business and determine if you can support more units or even a new restroom trailer. Considering your needs in the relative calm of winter beats panicking when you run short during peak season.

Beyond keeping your inventory shipshape, maintenance will also keep your staff busy.

In a November 2011 *PRO*file story, Alaska *PRO* Sean Cude explained why that is important.

Cude said during the slow Alaska winters he keeps employees busy cleaning, painting or maintaining equipment so they don't leave his company in search of more hours elsewhere, because employee skills and knowledge of customers, local industries and service routes are valuable. It's always more costly to find, hire and train new employees than to keep experienced ones.

Brad and Amy Beier of Northland Portables in Grand Rapids, Minnesota, explained in May's *PRO* how they spend time in the winter upgrading all of their equipment.

"Restrooms get antifreeze on the construction sites, but also they are winterized in the yard; we pump them and clean them, do an inventory, sort them by grades (construction units, etc.) and inventory anything that needs to get fixed," Amy said.

## SPREAD SOME CHEER

A few *PRO*s spend some slow-season hours working on their trucks for

**Lots of education and training can be found at the 2016 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show. Planning for and attending the show is a highlight of the slow season for many *PRO*s around the country.**

festive reasons. In past years *PRO* has featured photos of trucks owned by Dervin Witmer, of Pump That Septic, in Cassopolis, Michigan, and David and Andrea Knight, owners of Knight Environmental Services in Caledonia, Mississippi, decorated with lights for the holidays.

If your city or town has a Christmas parade, putting it on your should-do list for early winter means you'll have some fun while getting your company name in front of a big crowd of potential customers.

## FIND ANOTHER LINE OF WORK

For some *PRO*s the offseason just means a different type of work, like plowing snow or spending more time on other aspects of their business. An example might be ramping up a small grease-trap-cleaning service. Adding an offseason line of business is an option many consider in order to make ends meet.

## TACKLE INDOOR TASKS

Winter is a great time to accomplish things "back at the office." It's probably no coincidence that federal taxes have to be filed near the end of the offseason, giving business owners plenty of time to tackle that arduous task.

The offseason is also the perfect time to increase local marketing efforts. Maybe you've already joined the hometown chamber of commerce, but have you ever met with members of chambers in neighboring communities? You could also spend some time looking into local business networking groups to see if there is one or two you might join. Take time to get to know your local tourism board, too. This is the time of year when community event planners are looking into contracts for next summer's fun runs, art fairs and music festivals. Let them know what your company can do for them.

There's also a lot of marketing and technology should-do tasks to tackle in the offseason. Build or update a website. Increase your social media presence. Remember how you started a blog in winter of 2012? It's way past time to write a second entry. Tackling the little things that slip through the cracks in the summer can make a difference in the professionalism of your company. How about changing the telephone hold message that customers hear? Or finally going through that catalog of advertising premiums a sales

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rep dropped off six months ago and ordering something with the company logo on it to reward your best customers? Believe it or not, business cards are still important in this high-tech age. Do yours have outdated information you are correcting by hand every time you give one out? Order new ones in time for spring.

### GET SCHOOLED

The offseason is also a great time to learn something new, because you finally have time to actually think. Get certified. Take a course and add to your skills. Get the ongoing education needed to renew your portable sanitation licensure in your state. Learn to use all the bells and whistles of your smartphone or business software. Take a Spanish-in-the-workplace class or learn to weld.

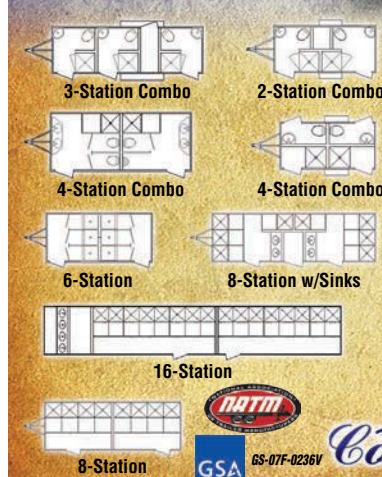
This is the optimum time for staff training as well. Who couldn't use a refresher in safety, customer service or some job-specific skill?

Of course, lots of education and training can be found at the 2016 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show. Planning for and attending the show is a highlight of the slow season for many PROs around the country ... and the world! It should definitely be on your "should-do" list for Feb. 17-20.

### HAVE A PLAN

Depending on your location, the slow season might be a long way off, but planning for it early will make it a much more productive time. If you and your crew are hard at work during the slow season, the time will seem to fly by and before you know it you'll be springing into the busy season again. But you'll have a better, stronger company come spring if everything on your should-do list has been checked off. ■

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Louisiana homebuilders spin off a restroom company to serve their own construction site needs, then grow to offer units to industrial and event customers **BY DEE GOERGE**

*The crew at Gotta Go Services includes, from left, Scott Speer, Blake Lyons, DeLaine Bernard, Wade Bernard, Carla Wilson and Brandon Wilson. They're shown with the company's newest rig, a 2014 Peterbilt from TankTec. (Photos by Jason Merrill)*

# ON THE GO

In eight years, Gotta Go Services in central Louisiana has grown its restroom inventory tenfold and expanded its vacuum truck fleet from one to three, building a part-time business into an enterprise producing \$400,000 in annual sales. How do owners Wade and DeLaine Bernard explain the expansion, much of it coming during an economic slowdown? Service, service and more service.

"We started this as a little side business, and it turned into a real job," says Wade. It also connects well with his primary business, JAAD Builders LLC. As a general residential contractor, his subcontractors are among Gotta Go Services' best customers.

## ON-THE-JOB TRAINING

Wade had watched other portable restroom companies service the restrooms his contractors rented. He noticed the drivers were in and out in a short time, and he figured he could do a better job. He was pleasantly surprised when he mentioned the idea to DeLaine.

"I said, 'Well sure, what do I have to do?'" DeLaine recalls. She was already doing the bookwork for JAAD Builders, and having grown up on a farm she wasn't afraid of physical labor. The fact that she had owned horses and pulled trailers was a bonus skill.

## Gotta Go Services Pineville, Louisiana

**Owners:** Wade and DeLaine Bernard

**Founded:** 2007

**Employees:** 9

**Service Area:** Central Louisiana

**Services:** Portable sanitation for construction and special events



The couple purchased 32 restrooms and installed a new slide-in TankTec 370-gallon waste/180-gallon freshwater aluminum tank and a Masport pump on a used flatbed truck.

Evenings and weekends they serviced restrooms together, mostly for their subcontractors and other construction businesses.

It didn't take long before the second oldest of the couple's five children, Amber, came along to help. DeLaine recalls a specific service

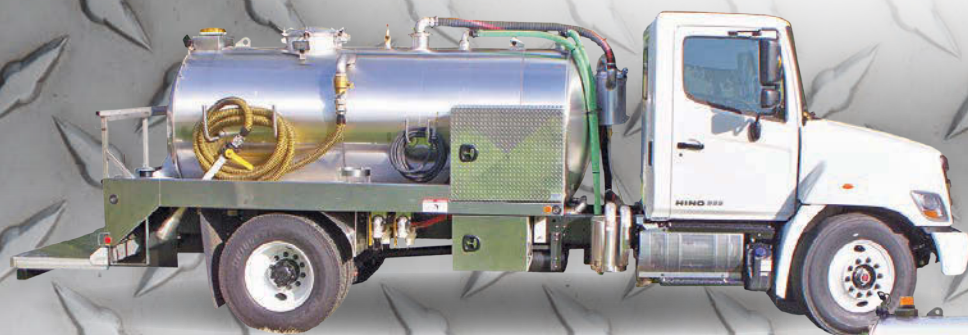
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call with her daughter that took the business in a new direction. After they pulled onto the job site, Wade started visiting with the contractor. Instead of standing around waiting for him to finish, the ladies got busy.

"I said to my daughter, 'We can do this,'" DeLaine recalls. And they did. Over the years, all the Bernard kids helped service restrooms to earn spending money. "They enjoyed it, believe it or not. Then their friends came and found out it wasn't bad at all."

Wade's construction company kept him busy, and as the good word about Gotta Go spread and demand for services increased, DeLaine took the lead on servicing portable restrooms. She hired a friend, Lynette Moore, to help during the busiest times, and the women built a reputation.

"We were known as the Gotta Go Girls," DeLaine laughs. "There have been lots of people blown away by us, because they've never seen women do this."

### MRS. CLEAN REPUTATION

One thing the Gotta Go Girls were known for was how they cleaned the restrooms.

"We both had the same cleaning ideas," DeLaine says. They approached cleaning restrooms as if they were bathrooms in their homes. In addition to using J & J Chemical Company's Truex Elite Liquid for odor control, they used products from their bathroom cupboards: Fabuloso cleaner to disinfect and leave a fresh scent, and CLR calcium, lime and rust remover to clean the urinals.

They also utilize Air Works mulberry scent discs from PolyPortables LLC to keep units smelling fresh.

Besides smelling great, the Bernards keep the portable restrooms looking great, which isn't always easy in an area where restroom graffiti

"We were known  
as the Gotta  
Go Girls. There  
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because they've  
never seen  
women do this."

**DELAINE BERNARD**



is common at construction sites. "If they write on the walls, we take it off that week. If you don't take it off, they will add more (graffiti)," Wade explains. Washdown pumps on the trucks, scrub brushes and Art Blaster by J & J Chemical Company (and an occasional Mr. Clean Magic Eraser) are used to keep the walls clean.

*Carla Wilson pulls a washdown hose while Brandon Wilson collects cleaning supplies for a stop on the portable sanitation route for Gotta Go Services. The TankTec slide-in tank and Masport pump were added to a Ford F-350 crew cab.*

Customers — and potential customers — appreciate clean, DeLaine says.

### FAST GROWTH

"This was supposed to be part time, and it took off like wildfire," DeLaine says. Within a year it became apparent that Gotta Go needed to hire employees. People were calling DeLaine, despite minimal marketing in phone book ads and a Gotta Go logo (a toilet bowl with legs and a smile), initially drawn by Amber, the Bernards' daughter.

*(continued)*

*Driver Scott Speer cleans PolyPortables restrooms on a construction site in a subdivision in Pineville, Louisiana. He's using Gotta Go's 2014 Peterbilt truck built out by TankTec and carrying a Masport pump.*





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Customers, such as the Fort Polk U.S. Army base near Leesville, Louisiana, provide steady income.

"There's always construction going on over there, and we have 30-40 units there," Wade says. Drivers are required to have a pass to get on the base, and Gotta Go services the contractors who build facilities on the base.

Other steady work comes from Cleco Corp., an electrical power plant. For about three months in the spring and the fall during scheduled maintenance outages, the plant requires 10-20 restrooms that require daily service.

Besides construction, Gotta Go handles many area events. In Louisiana, April is the busiest month for weekend events, DeLaine says.

## EQUIPMENT CORNER

To keep up with the growth, the Bernards purchased 350 PolyPortables restrooms over six years. "We keep some of the new ones for special events like weddings and weekend events," Wade says, while others are deployed to many construction customers. They also carry PolyPortables Tag Along hand-wash stations.

A fleet of three trucks covers the service routes. They moved the tank and pump from the original used truck to a 2008 F-350 crew cab Ford with a flatbed. A 2011 Dodge 3500 4 x 4 crew cab flatbed has a 300-gallon waste/150-gallon freshwater aluminum KeeVac slide-in tank and a Conde pump (Westmoor Ltd.). Recently, the Bernards invested in a 2014 Peterbilt with a 1,500-gallon



**Above:** Employee Blake Lyons pumps the holding tank in a PolyPortables Integra restroom.



**Left:** Technician Carla Wilson washes portable restrooms on her service route. The company uses products from J & J Chemical Company and favorite household consumer products to keep restrooms clean and smelling fresh.

waste/500-gallon freshwater aluminum tank with Masport pump built out by TankTec.

"The slide-in units each hold a route a day," Wade says. "The big truck holds more and can

handle the two big jobs (Cleco and Fort Polk)."

The trucks save time and fuel transporting the waste to the only wastewater treatment plant in nearby Pineville, Louisiana. Gotta Go used to dump in various towns within the seven parishes they cover in about a 50-mile radius. Heightened regulations and required paperwork through the state Department of Environmental Quality have led to most townships refusing to take the waste anymore.

The Bernards also have a 3,000-gallon holding tank for after hours or when it isn't convenient to dump at the treatment plant. When it's full, they hire a pumper with a bigger truck to pump it out and take it to the plant.

## Custom trailers make loading easy

With many customers requiring multiple restrooms at a site, Wade Bernard, co-owner of Gotta Go Services, Pineville, Louisiana, customized two transport trailers to make delivery and pickup easier for the company's service crew, including his wife, DeLaine, and their children.

One unit, from EZ-Haul Trailers, holds eight units and the other (purchased from Circle M Trailer Sales) holds 12. To improve efficiency, Wade incorporated a simple way to hold the restrooms in place. "Each restroom has an individual rack and an angle iron locks them in place, so we don't need any straps," he explains.

He also chose low-profile trailers to limit lifting and help prevent injury. "It's easier to move the restrooms with a dolly, but I can also pull them to the trailer to load and walk it on the trailer," DeLaine says. "It's nice that we don't have to strap them in." The trailer decks are about a foot off the ground, and a dolly fabricated at Gotta Go Services is often used to make maneuvering easier.

*In the company yard, technician Blake Lyons loads restrooms onto an eight-unit trailer from EZ-Haul Trailers.*



## HUMAN RESOURCES

With the growth of the business and increased office work, DeLaine drives less these days. She trains new drivers, fills in when necessary and helps with selected special events. Joining DeLaine and Wade on the crew are two full-time and five part-time workers.

"Right now I'm driving about one day a week. I like to get out to hear if there are any complaints," she says. This way she can ensure continued positive customer service.

DeLaine conducts daily meetings with drivers to review routes and service protocols, then keeps in contact during the day to adjust routes as needed to respond to customer calls.

The Bernards say they compensate employees with a good wage. Wade notes that initially he paid them per restroom service, then switched to

paying by the hour. He is considering going back to paying employees per restroom they service to improve efficiency.

## ON-SITE CHALLENGES

Gotta Go drivers don't have to worry about ice and snow, but rain can make construction site roads soft and impassable, necessitating changing service schedules. DeLaine is comfortable driving the truck (and pulling a trailer) in most places, but notes there are a few areas where she prefers not to go. For example, some oil companies may be located back in the woods, and it's necessary to drive on wood pallets to access them. Other sites are at the end of a long, winding road and there's no turnaround, so the truck has to be backed out the entire way.

About 30 percent of the jobs are residential. Most of the rest are commercial including pumping RVs and occasional work for the Federal Emergency Management Agency (FEMA) during hurricanes or flooding. Gotta Go restrooms will be set up for FEMA workers in a deployment area.

The biggest event they service is the Louisiana Pecan Festival in Colfax, Louisiana. The November weekend festival attracts 70,000 visitors. Gotta Go provides 40-50 restrooms for the event and services them at night using flashlights to avoid disturbing overnight campers.

"Right now I'm driving about one day a week. I like to get out to hear if there are any complaints."

**DELAINE BERNARD**

## WHAT'S NEXT?

When Wade first talked to DeLaine about starting the business, she had no idea how much it would grow, especially with minimal advertising. Their best advertising

comes from frequent give-away T-shirts sporting the company logo.

Diversifying into the portable restroom business fits well with Wade's construction business. Gotta Go requires most of DeLaine's time, taking calls, sending bids and quotes, scheduling workers/jobs, paperwork and occasionally driving. She fits in the JAAD Builders paperwork whenever she can.

Earlier this year, Gotta Go added 60 portable restrooms when the Bernards bought out a small company. The business was located in their service area, and the units were quickly incorporated into the regular Gotta Go routes.

"The way it looks we will continue to grow. There is still potential, and I'm getting new customers all the time," DeLaine says. "We have an older son, Joel, in the Navy, and he says we should hang on until he retires. I would stay on to help as long as he needed me to." ■

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## Axxis portable restroom adds features designed to stand up to heavy use

By Craig Mandli

As the materials used to construct portable restrooms evolve, PROs demand units that are both lightweight and durable enough to stand up to the rigors of continuous, heavy use. The new Axxis portable restroom, which PolyPortables showed for the first time at the 2015 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, includes features the maker says improve on its stalwart Standard and Integra models.

"The Axxis is a direct answer to the feedback that we've received from our customers," says Lance Branan, PolyPortables' East Coast division manager. "It was designed not only to replace outdated units in a fleet, but to strengthen current fleets."

The Axxis includes new heavy-duty true-close hinges that operate from an internal stainless steel spring. They are constructed from outdoor-rated materials and molded polymer construction tested in excess of 300,000 open/close cycles.

"The spring is designed to never need to be replaced," says Branan. "If something happens, though, and you do need to replace one, it only takes four rivets to change it out."

Its redesigned full-length door eliminates the need for a threshold and provides an entryway that is easy to clean and maintain, according to Branan. It has a single sonically welded jamb point and twin-molded construction for added structural integrity. A heavy-duty, easy-to-use rotary latch with occupancy decal secures the restroom when in use. A deep, ambidextrous door pull with wraparound access provides a solid grip. The entire unit is constructed from high-molecular-weight material with extra UV protection helping keep the color fade-resistant.

"This is a unit that we designed for heavy special-event use," says Branan. "Its components stand up to harsh abuse, and if a component needs to be repaired or replaced, we designed that to be easy to do, too."

The unit comes mounted on a rotationally molded plastic skid. Its 60-gallon waste tank with smooth interior and deep sump, and three-roll



*PolyPortables Central North Division Manager Matt McClure, left, demonstrates the new heavy-duty, true-close hinge on the door of the Axxis portable restroom for Justin Hurt, the owner of JL Hurt Portable Restrooms of Warsaw, Indiana. (Photo by Craig Mandli)*

toilet paper holder with included rod and padlock are designed to prolong service intervals. Convenience features include a coat hook, stainless steel locking brackets, and an Easy Lean hover handle. Units are available with an optional higher, keystone roof. The optional recirculating flush system includes foot or hand pump operation, with a 40-gallon, flip-top waste tank. It is also available with a fresh flush system with foot or hand pump operation, a 40-gallon flip-top waste tank, and a Pro-22 internal hand-wash station. There are 16 color options to match existing inventory.

"WWETT is the first time we showed this product, and the feedback has been great," says Branan. "Our company tagline is to listen to, learn from and deliver to our customers. Coming to this show and talking to them is a huge part of that."

Branan pointed out that PolyPortables typically prepares to roll out a new product at every WWETT Show. While many attendees expressed interest in buying the company's Axxis display unit off the show floor, Branan pointed out that production was ongoing, with the first units slated to go out for delivery in May. He says the feedback and orders PolyPortables receives in the exhibit hall shape the company's direction for the year.

"This week is the Daytona 500 of the portable restroom industry," says Branan of WWETT 2015. "It really is the kickoff to our season and the highlight of our year. When we do something big, this is where we aim to roll it out." **800/241-7951; www.polyportables.com. ■**

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# Take 5 ... with Matt Plank

## Party On!

**Portable restrooms make a great addition to the party supplies, tools and other rental equipment carried by Indiana's Burns Rent-Alls**

By Betty Dageforde

**C**ostumes and gasoline were the first products offered by Burns Rent-Alls Inc. back in the mid-1920s. Over the years, the Mishawaka, Indiana, company added tools, equipment and party supplies. The latest expansion was in 2002 when they brought in portable restrooms to round out their event offerings. They tagged on the name Johns To Go, but most people just think of it as Burns. The combined company has a retail storefront and four storage lots.

Matt Plank took over management of the portable restroom division about three years ago. He and his two dedicated route drivers gather each morning to discuss issues and go over the schedule. Plank is working on gradually expanding their service territory, which right now covers about a 25-mile radius. About 60 percent of their business is construction.

The company has 250 PolyJohn Enterprises units, including 15 flushable – orange for construction so they'll stand out, hunter green for events so they won't stand out. In 2014, they purchased their first restroom trailer, a Denali-Rainier from Forest River Inc.

It was instantly popular with bridal parties, McDonald's (which used it several times for employees during remodeling projects) and the RV Super Show in Elkhart, Indiana. "Right off the bat the trailer's probably about paid for itself," Plank says.

The company likes to sponsor Little League teams and prides itself on being involved in the community. "It's just a fun, family-oriented company to work for," Plank says.

### FIVE CHALLENGES THAT AFFECT BURNS RENT-ALLS' PORTABLE SANITATION BUSINESS:

#### 1 CHARTING THE COURSE

One of Plank's goals is to fine-tune the drivers' schedules for maximum routing efficiency. "Before, they'd drive by four restrooms to go service one and then go across town to somewhere else," he says. "We're trying to get it all lined up so they basically make one big circle around. That's the biggest thing that's made it more efficient and gives us more time to get more restrooms out." It's also cut down on their need to pull people from the other side of the business to help out.

So far Plank has been able to do this without using truck-routing software. "I know the area well enough that I can get a general idea," he says.

"That's where a routing program would be good once we start getting out into the areas I don't know as well."

MATT PLANK

But as they expand their service territory and get into unfamiliar areas he'll be looking at software. "That's where a routing program would be good once we start getting out into the areas I don't know as well."

#### 2 CROSSING THE BORDER

Mishawaka is about 10 miles from the Michigan state line so it's not uncommon for the company to provide services there. But they had to jump through a few regulatory hoops to do so. Unlike Indiana, Michigan requires a company to be licensed. "The license encompasses everything from being a portable restroom operator to septic," Plank explains. "I basically had to take classes on septic systems – which we don't need but I had to get that time in for the license."

The company also had to obtain a license to dump waste in Michigan even though they've never done so. They currently dispose of their waste in South Bend and Elkhart.

Matt Plank, operations manager at Burns Rent-Alls Inc., with a row of units from PolyJohn Enterprises. The company uses orange for construction sites and hunter green for events. (Photos by Robert Franklin)



(continued)

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## 3 TAKING ON NOTRE DAME

Only 7 miles away from Mishawaka looms the renowned 12,000-student University of Notre Dame. Plank would love to have an account with the school if an opportunity arises. He currently works with private companies in the area that provide parking for football games. Units are left out for the season and serviced before each game.

One contract is for a company that wants a restroom on each floor of their parking garage. This is where the company's smaller service truck comes in handy – a 2006 Ford F-350 with a 300-gallon waste/100-gallon freshwater tank. Their larger service vehicle is a 2013 Chevrolet 3500 with a 400-gallon waste/200-gallon freshwater tank and a Biffs Pathfinders disinfectant system. Both trucks carry Best Enterprises Inc. slide-in stainless steel tanks and SHURflo pumps. They move restrooms in the yard with a Mongo Mover from Deal Assoc.

Technician Richard Leodanski straps a PolyJohn restroom to a carrier on his service rig, a Chevy 3500 flatbed carrying a Best Enterprises tank, SHURflo pump and Biffs Pathfinders disinfectant system.



## 4 PROTECTING THE ASSETS

Like many companies, Burns occasionally runs into problems with vandalism and tip-overs. "It's usually teenagers wanting to have fun," Plank says. Units especially vulnerable are those out on long-term rentals where they're not used at night.

The company has tried a few things – staking down units in certain locations, locking others at night. They briefly removed hand sanitizer dispensers in restrooms where pranksters liked to rip them out, but Plank wasn't happy with that solution. "Basically I said I don't think that's a good idea because it looks bad on us," he says. Currently they're trying out more durable dispensers.

When all else fails the company goes to the client. "We let them know if it keeps happening we'll have to charge a little bit more," Plank says. In severe cases they would consider removing the units.



Roy Brown uses spray paint to touch up a panel of a PolyJohn Fleet Series restroom at the company yard. The Burns Rent-Alls restrooms are badged with the Johns To Go name.

## 5 HANDLING THE SEASONALITY

Winters can be severe in northern Indiana. Temperatures the last couple years have occasionally plunged to -20 degrees, but construction doesn't stop. The company monitors the temperature



Richard Leodanski uses a Mongo Mover from Deal Assoc. to load a portable restroom for delivery in the company yard.

how cold it gets we either go with just a salt mixture in the water, or if it looks like it's going to be below zero for an extended period of time we'll

start mixing in methanol," Plank says.

Construction does slow down in the winter and event work drops off almost completely, but rather than laying people off the company cuts hours. Plank's two drivers go down to one or two days a week. Both have been with the company 10 to 15 years so they know the drill. "They're fine with taking a little vacation time because the summer is so hectic," Plank says.

In the summers the company's trucks go nonstop, and Plank usually brings in a third driver to help with pickups and deliveries. And if needed, he can bring over people from the tool side of the business to lend a hand. ■

to determine what actions need to be taken to prevent units from freezing. "Depending on

"Depending on how cold it gets we either go with just a salt mixture in the water, or if it looks like it's going to be below zero for an extended period of time we'll start mixing in methanol."

**Matt Plank**

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

### MORE INFO

**Best Enterprises, Inc.**  
800/288-2378  
www.bestenterprises.net  
(See ad page 15)

**Biffs Pathfinders, LLC**  
800/642-3246  
www.biffspathfinders.com

**Deal Assoc.**  
866/599-3325  
www.dealassoc.com  
(See ad page 38)

**Forest River, Inc.**  
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	<b>Ameri-Can</b> 775 N. Michigan Argos, IN 46501 574/892-5151 • (f) 574/892-5150 info@ameri-can.com www.ameri-can.com	<b>ART Company LLC (A Restroom Trailer Company)</b> PO Box 97 Constantine, MI 49042 269/435-4278 • (f) 269/435-4507 info@arestroomtrailer.com www.arestroomtrailer.com <i>See ad page 36</i>	 <b>Black Tie Products, LLC</b> 3111 W. 167th St. Hazel Crest, IL 60429 708/501-4040 rmeegan@blacktieproducts.com www.restroomtraileronline.com	<b>Comforts of Home Services</b> 1551 Aucutt Rd. Montgomery, IL 60538 630/906-8002 • (f) 847/574-7600 dan@cohsi.com www.cohsi.com <i>See ad page 13</i>
<b>Trailer Series</b>	Luxury, Royle Ltd, Events Grade, Commercial & Construction/Industrial	Restroom Trailers	Basic, Commercial, Mid-Range, Luxury, Shower	Restroom, Showers, Laundry, Decontamination, Emergency Shower/Eyewash and Custom
<b>Lengths</b>	10' to 44'	8' to 32'	8' - 32' and custom sizes to meet any application	8' to 53'
<b>Frame Construction</b>	Steel	Steel	Steel I-beam with rear bumper	
<b>Shell Construction</b>	Aluminum	Steel/Aluminum	Aluminum or 2x4 studs, whichever the customer prefers for their needs. Exterior construction options are either aluminum or fiberglass	Steel-framed walls and roof to create a fully-welded cage structure
<b>Deck Construction</b>	Marine-grade T & G	Steel	One-piece undercoated Adventech with Parmax sub-flooring	3/4" marine-grade plywood with vapor barrier
<b>Floor Joist Specs</b>	2" steel tube 16" on center	Steel on 16" centers	1.5" x 1.5" x 11-gauge steel tubing floor joists; 16" on center	Steel tube spaced 16" on center
<b>Weight</b>	Varies depending length. 3,200 - 16,000 lbs	Varies depending on size of unit	4,000 - 12,000 lbs depending on the length of the trailer	2,800 lbs to 15,000 lbs
<b>Interior Trim</b>	Luxury Trailer - Hardwood in a range of colors. Commercial - Vinyl	Varies depending on model	Different interior trim packages are available depending on the model and/or customer's request	Caulked solid oak trim standard or aluminum trim as an upgrade
<b>Fixtures</b>	Metered flush faucets & urinals, Dometic toilets, Corian-style countertops	Varies depending on model	Basic premium interior fixtures	Solid surface sinks, residential-size toilets, HD all-aluminum steps
<b>Flooring</b>	A wide range of design. Vinyl in industrial grade	Varies depending on model		Sheet vinyl (standard), coined rubber or spray-in rubber upgrades available
<b>Warranty</b>	5 years on frame, tanks & axles	3-year	3-year warranty on factory-related claims. 10-year roof warranty	5-year on frame, 3-year on everything else
<b>Waste Tank Sizes</b>	300 - 2,000 gallons	Varies depending on size of unit	125 - 1,000 gallons, varies depending on trailer size.	300 to 1,800 gallons. Tanks matched to trailer size
<b>Fresh Tank Sizes</b>	75 - 500 gallons. 1,000 - 2,000 in Multi Polytanks	Varies depending on size of unit	125 - 600 gallons, varies depending on trailer size.	130 to 450 gallons
<b>Additional Standard Features</b>	Custom-crafted designs. Designer interiors in 8 options. A range of exterior color choices. A/C, 20 Amp electric services. Amish-crafted wood cabinets, doors and trim in events and luxury grades. One-piece roof, wide entry doors. Easy-to-use step assemblies. Porch options, sound systems with Sirius and custom play list function to include personal messages.	Heavy-duty undercoated steel frame, torsion axles, integral trailer skirting, fastenerless exterior, seamless aluminum roof, ducted A/C with heat strip, metered faucets, roll-out or fold-out step assemblies (varies according to size), LED lighting and China foot flush stools	Everything except freshwater, winter, and solar packages	All-aluminum exterior to eliminate unsightly rust. Roof is one solid sheet of aluminum to reduce chances of leaks. Aluminum/stainless steel steps and handrails. Undercarriage has an extra layer of vapor barrier material. No cheap particle or chip boards used in construction. Heavy-duty steel-core doors with hydraulic closures and keyed-alike locks.
<b>Options</b>	ADA models available. Wide choice of colors and decor. Heat packages, cold-weather and arctic packages. Freshwater water systems. Porch options.	Heat and winter packages, hands-free faucets, AM/FM MP3 stereo, hydraulic levelers	Freshwater, winter, and solar packages	All trailers are fully customizable to our customers' specifications.

	<b>Five Peaks</b> 1790 Sun Dolphin Dr. Muskegon, MI 49444 866/293-1502 • (f) 231/739-2131 info@fivepeaks.net www.fivepeaks.net <i>See ad page 7</i>	 <b>JAG Mobile Solutions, Inc.</b> 0770 E State Rd. 120 Howe, IN 46746 800/815-2557 • (f) 260/562-2478 info@jagmobilesolutions.com www.jagmobilesolutions.com	<b>McKee Technologies/ Explorer Trailers</b> 20 Martin Ln. Elmira, ON N3B 2A1 866/457-5425 info@explorertrailers.com www.explorertrailers.com <i>See ad page 40</i>	<b>NuConcepts</b> 1737 S Vineyard Ave. Ontario, CA 91761 800/334-1065 dan@nuconcepts.com www.nuconcepts.com <i>See ad page 19</i>	 <b>Tow-Let Manufacturing</b> 102 South 3rd St. Red Oak, IA 51566 712/370-3548 towletmfg@gmail.com www.tow-let.com <i>See ad page 40</i>
<b>Trailer Series</b>	Select Series	JAG Urban Series, JAG Cottage Series, JAG Fantastic Timeless	Explorer V Comfort Station	Dual VIP Restroom Trailer	Single Flush Tow-Let
<b>Lengths</b>	8' - 13'	8' to 53'	24' long x 6' wide	14'	Various
<b>Frame Construction</b>	Tubular steel frame	Structural I-Beam frame	All steel 10" frame with removable tongue	8" steel tubing	Steel
<b>Shell Construction</b>		Seamless gel coat fiberglass over aluminum wall/roof frames, unifiber roof	Heavy-duty all-steel shell, formed and continuous-welded leakproof construction	1/2" high-density polyethylene plastic	Steel
<b>Deck Construction</b>		Wood-free, non absorbent Forever Floor over steel frame, fully insulated			1/4" Diamond plate
<b>Floor Joist Specs</b>	1.5" x 1.5" x 11-gauge steel tubing, 16" on center	Enclosed steel tube, 16" on center	All-steel channels		1/4" Steel
<b>Weight</b>		3,000 lbs to 16,000 lbs	9,000 lbs	2,200 lbs	Varies depending on size of unit
<b>Interior Trim</b>		Solid vinyl, extruded anodized aluminum and custom non-wood trims in variety of finishes	Complete white fiberglass-reinforced plastic anti-graffiti interior wall and ceiling surface		Plastic
<b>Fixtures</b>		Commercial grade in a variety of finishes, metered faucets, low-flow fixtures available	Polished stainless-steel countertops and sinks with self-closing faucets, water-saving flush toilets and urinals		Plastic
<b>Flooring</b>		Heavy-duty commercial grade, with wear layer for extra longevity or industrial sprayed flooring	Full-length aluminum safety walk floor		Steel/plastic
<b>Warranty</b>	3 years on factory-related claims, 10 years on roof	Full 24-month	Full manufacturer warranty	1-year	2-year
<b>Waste Tank Sizes</b>	125 - 325 gallons	250 - 2,000 gallons	480 US gallon all-steel holding tank, hot-dip galvanized after welding, 2" vent stack, 3" drain	2 x 40 gallons = 80 gallons	45 - 200 gallons
<b>Fresh Tank Sizes</b>	160 gallons	78 - 600 gallons	340 US gallon freshwater supply tank, high-density polyethylene	2 x 65 gallons = 130 gallons	30 - 75 Gallons
<b>Additional Standard Features</b>	Porcelain sinks in Filon skin cabinetry with mirror, laminate interior wall covering, simulated wood flooring, ducted A/C, aluminum exterior walls, onboard freshwater system.	LED interior lights, A/C, stainless sinks, Easy Glide step assemblies, battery backup, solid surface countertops, metered faucets, custom mirrors and valances, seamless "no rivet" exterior, designer flooring, vent fan package	Negative-pressure ventilation system incorporating 300 cfm blower and ducted room headers. Fully-insulated floor and walls. Complete heating and A/C system. Front utility room for electrical panel, water heater, water pump and supplies storage	Solar powered, self contained, with no required electrical or water connections. Flushing toilet and enclosed sink. Designed to accommodate smaller events, and to provide an option for events with smaller budgets.	Self-contained, fully operational flushing system. Full-operating water hand-washing system. Self-contained mobile restroom. Much more than a portable non-flushing portalet. This is a full-flushing, very minimal odor system.
<b>Options</b>	Winterization package, hot water heater, spare tire, soap and paper product dispensers	Dakota Winterization Package, stereo/CD, granite and quartz countertops, HDTV, custom exterior colors, laser-cut gender signs, vessel sinks, hands-free faucets	Many floor plans available	A/C, winterized package, power converter, warm water handwash, city water connection, power roof vents, RV-style dump valves	Fully handicap accessible, controlled environment, solar powered system sized 5W up to whatever your needs require.



## Is Ethanol a 4-Letter Word?

**ETHANOL-BLENDED FUELS GET A BAD RAP FOR CREATING WEAR AND TEAR ON SMALL ENGINES USED EVERY DAY BY PROS. BUT IS THE CRITICISM WARRANTED?**

By Ed Wodalski

**W**ould you? Could you? Should you use ethanol-blended, oxygenated fuel in your small engine?

The short answer is yes, but ...

Today's spark-ignited, carbureted engines used in pumps, generators, power washers and other equipment utilized by PROs every day are designed to run on E0 (100 percent gasoline) to E10 (10 percent ethanol, 90 percent gasoline) fuels.

The devil, as they say, is in the details. Even ethanol-free fuels can be harmful to your small engine if not stored properly.

### DON'T BLAME THE FUEL

"A lot of things get blamed on ethanol, but it's not really ethanol's fault," says Mike Rickey, senior manager, Honda Engines.

Fuel naturally degrades and becomes stale over time. Running an engine on stale fuel is the leading cause of carburetor failure. Stale fuel also leaves gum and varnish on piston rings that can cause engine failure. Stale fuel, however, has been a problem long before blended gasoline.

"Fuel can get stale in 30 to 60 days," Rickey says. "We recommend people only buy enough gasoline to last one to two months and add a fuel stabilizer to the storage container, even if you're going to use it fairly quickly."

A word of warning: While stabilizer extends the shelf life of gasoline, it doesn't "refresh" or reconstitute stale fuel.

Two natural enemies of blended fuels are air and water, which quickly break down improperly stored gasoline.

Honda recommends storing gasoline in an approved, clean, plastic, sealed container. Make sure the vent, if equipped, is closed to prevent air and moisture from entering, and keep stored fuel in a cool location away from direct sunlight.

"Ethanol, as it hydrates, gets more aggressive toward metal components," says Martin Radue, senior staff production engineer for KOHLER engines. "That's going to drive more corrosion in the fuel system."

**"We sell a lot of carburetors and carburetor kits because ethanol gas will literally eat the carburetor, the gas lines and the gaskets. It's raising havoc with small engines, and it really doesn't matter what name brand it is."**

**Pete Schmitz**



**Left:** Never run anything above an E10 fuel in your small engine.

**Below:** Gasoline should be stored in an approved, sealed, plastic container in a cool location away from direct sunlight. It's also a good practice to keep the container full to prevent the gasoline from absorbing air and water, add a fuel stabilizer and shake the container for at least 30 seconds to ensure a proper mixture before filling your engine.

To help ensure you choose the correct fuel for your small engine, the Outdoor Power Equipment Institute (OPEI) launched a "Look Before You Pump" campaign, placing red warning labels on pumps and equipment.



### SHAKE BEFORE FILLING

Given the opportunity, each gallon of ethanol-blended fuel absorbs about three-quarters of an ounce of water. Upon reaching a saturation point, it begins to separate. Since ethanol and water are heavier than gasoline, the mixture drops to the bottom of the storage container.

To ensure your fuel is properly mixed, it's a good idea to shake the container for 30 seconds before refilling your engine, says outdoor power equipment maker ECHO.

### NOTHING ABOVE E10

Never run E15 or higher blends of fuel in your small engine. In addition to being prohibited by federal law, the carburetor in your small engine isn't tuned to run on fuel containing more than 10 percent ethanol.

"Carburetors, as a general rule, have a 10 percent window for tuning, based on emission standards," Rickey says. "When you tune a carburetor for using certain kinds of fuels, from E0 to E10 is 10 percent and E5 to E15 is

**Right:** While designed to run on E10 fuel, Crust Busters/Schmitz Brothers recommends using E0 gasoline in its equipment.

**Below:** Stabilizer products can extend the shelf life of stored fuel, but they don't refresh stale gasoline.



another 10 percent.”

Could engines be made to run on E15 or E20 fuel? Certainly, he says.

“An engine can be designed to run on pretty much anything. If we wanted engines to run on E85, that absolutely could be designed.

But the applicability of engines today is E10 or less.”

Rickey says as long as consumers follow good maintenance and storage practices, blended fuels shouldn't be a problem, even for equipment built 10 years ago.

## LOOK BEFORE YOU PUMP

That said, as more fuels are introduced to the market, service stations have begun installing pumps capable of dispensing E10, as well as E15, E30 and E85 gasoline. To help ensure you select the correct fuel for your small engine, the Outdoor Power Equipment Institute launched a “Look Before You Pump” campaign, placing red warning labels on pumps and equipment.

## What about my truck?

So why are cars and trucks more tolerant of blended fuels than small engines? Two reasons: Cars and trucks are used more frequently, leaving less time for gasoline to break down. Secondly, unlike carbureted small engines, today's cars and trucks are fuel injected. In such systems, fuel from the tank forward is contained in a sealed vessel, preventing air and water from entering. Fuel injected engines also have numerous sensors that ensure the engine receives the proper air/fuel mixture. These “smart” engines have the ability to make adjustments for variations in fuel that carburetors cannot.

anol blend (E25) instead of the desired E10.

The manufacturer of a common tool in the septic service industry, the Crust Buster tank agitator (Schmitz Brothers, LLC), suggests customers seek out non-oxygenated fuel for its small power plant.

“What we recommend to people with the Crust Busters is they try to find non-oxygenated gas,” says Pete Schmitz. “We sell a lot of carburetors and carburetor kits because ethanol gas will literally eat the carburetor, the gas lines and the gaskets. It's raising havoc with small engines, and it really doesn't matter what name brand it is.”

## DRAIN IT DRY

Crust Busters uses two-cycle Emak engines, which are designed to run on E10 gasoline with an octane rating of 89 or higher. Emak cautions against buying more oxygenated gasoline than you will use in one or two months. Schmitz recommends disposing of oxygenated fuel that isn't used in two weeks and to run the engine dry if not used after that time.

Radue says if a small engine is more than 10 years old, it's probably a good idea to seek out an E0 fuel.

“Anything 5 years old or less would have been engineered to run on 10 percent blended fuels,” he says. “You can run the 10 percent fuels in older products; you just run a higher risk.”

As with any equipment, it's always a good practice to check the operator's manual for the manufacturer's recommendations. ■

## Website locates ethanol-free fuel

If you want to avoid using ethanol in your trucks or small engines, this handy site tracks filling stations that sell ethanol-free fuels throughout the U.S. and Canada: [www.pure-gas.org](http://www.pure-gas.org).

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## Temporary Site Services – Traffic Control, VIP/Special Events

Adding temporary site service products such as barricades, padlocks, restroom trailers and other traffic-control products to an existing rental fleet can help build additional profits into each contract. Here are some products to consider. **By Craig Mandli**

### BARRICADES

#### KENCO BARRIER LIFT

The **Barrier Lift** from **KENCO** hooks with a sling and shackle to any type or model of machine with lifting capability. Handles on both sides allow personnel to safely guide the lifter into position. The lifter automatically grabs as it's lowered onto the wall and won't release until the wall has been firmly set into place. Pad angles swivel to match the slope of the wall to be lifted. Lifting capacities range from 1,500 to 40,000 pounds. Options include self-aligning guides. **800/653-6069; www.kenco.com.**



#### POLYJOHN ENTERPRISES RHINO SAFETY BARRIERS

Durable, visible **Rhino Safety Barriers** from **PolyJohn Enterprises** help keep vehicular or pedestrian traffic where it belongs. They can be used on construction sites, for roadwork and at airports and special events.



They're lightweight and have a convenient hinge pin connector system, allowing them to be configured to accommodate any requirement. They can be filled with water for added weight and security. Fence panels, lights or signage can be added to meet customers' needs. **800/292-1305; www.polyjohn.com.**

### PADLOCKS

#### LOCK AMERICA PADLOCKS

Brass economy padlocks from **Lock America** can be keyed alike in five colors to match the most common portable restrooms. Chrome-plated brass shackles and brass bodies make them long-lasting and virtually rustproof. They can prevent paper product theft, deter vandalism and enhance customer service by ensuring clean, "checked-out" units. **800/422-2866; www.laigroup.com.**



### RESTROOM TRAILERS

#### ADVANCED CONTAINMENT SYSTEMS TRAILER

Custom-manufactured restroom trailers from **Advanced Containment Systems** have heavy-duty, steel-frame construction approved and certified by the U.S. Army. They come with sloped holding tanks of more than 400 gallons built into the chassis for better drainage. Options include climate control, no-touch flush and sink controls, and quality sound systems. Amenities are offered with many size and layout options, including ADA options. **800/927-2271; www.acsi-us.com.**



#### AMERI-CAN LTD SERIES

**Ltd Series** restroom trailers from **Ameri-Can** offer a selection of sizes and number of stations. The luxury units, available in Royale and Oasis models, have cathedral-style floorplans, spacious and comfortable to serve more users. Each Ltd model



offers a choice of designer-created interiors and a range of exterior color choices. Standard features include a playlist sound system that can be easily configured to provide music specifically selected for each venue, and can include recorded DJ-style messages or discreet advertisements. **574/892-5151; www.ameri-can.com.**

#### AMS GLOBAL OMEGA

**Omega** restrooms from **AMS Global** have Jets Vacuumator systems, which liquefy all waste and paper products, and can pump to a sewer up to 100 yards away or store on board. They flush using a pint of water, and have frame walls built out of 1.5-inch tubular steel with granitized steel floors designed to never decompose or rot. The entire trailer is steel, composite fiberglass panels and aluminum. The chassis has been tested at over 16,000 pounds capacity and incorporates four 4,000-pound-lift remote-controlled lifting jacks. The trailers lower to the ground, reducing liability issues and making ADA compliance simple. **800/789-1212; www.amsglobal.us.**



(continued)



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## RESTROOM TRAILERS

### ART COMPANY 1203-W

The **1203-W** restroom trailer from **ART Company (A Restroom Trailer Company)** is designed for fast and easy setup with a sleek, streamlined appearance. The 12- by 8-foot three-station unit comes with easy foldout steps and stabilizer scissor jacks for easy leveling and setup. Units are available in several interior finishes, from luxurious to rugged for any event or environment. The exterior is available in many colors to match existing fleets. The trailer features a 460-gallon waste tank, 105-gallon freshwater tank (upgradeable to 150 gallons), heavy-duty steel frame, integral trailer skirting, a 2 5/16-inch trailer hitch, heavy-duty tongue jack, and ducted heat and air conditioning. Options include hands-free faucets, pushbutton flush toilets, AM/FM MP3 stereo, heat/winterization packages, and pipe-mount leveling jacks. **269/435-4278; www.arestroomtrailer.com.**



### BLACK TIE PRODUCTS ECON

**Econ** restroom trailers from **Black Tie Products** are available in 8- to 13-foot sizes, and have unisex stalls and porcelain sinks standard in two- or three-stall configurations. They have ducted heating and air conditioning, hot and cold running water, Formica marble walls, simulated wood flooring, and aluminum exterior walls. Options include auxiliary pumps, pushbutton or handle-style toilets, electronic waste tank monitoring, water heater, winterization, and solar packages. **877/253-3533; www.restroomtrailersonline.com.**



### COMFORTS OF HOME SERVICES ADA MODULE

Handicap-accessible restroom trailers from **Comforts of Home Services** have a hydraulic lowering module and attached ramp to meet ADA guidelines. They can be pulled to a venue and set up for operation in less than 10 minutes, eliminating the need for an additional truck to carry an ADA ramp system. The module can be attached to any of the company's 20-foot or longer floor plans. **630/906-8002; www.cohsi.com.**



### EXPLORER TRAILERS - MCKEE TECHNOLOGIES COMFORT STATION

The **Comfort Station** restroom from **Explorer Trailers - McKee Technologies** has heavy-duty carbon steel construction and comfortable private facilities designed for use in remote and extreme locations. Loading and transport is simple using either incorporated top crane-lift hooks or a bottom forklift skid. The washroom includes a stainless steel sink, easy-to-clean fiberglass-reinforced plastic interior wall panels and metal floors. It has a 90-gallon freshwater tank and 130-gallon waste tank. The utility closet includes service access to thermostats, water and electrical. It's wired for 110-volt electrical service. **866/457-5425; www.explorertrailers.com.**



The washroom includes a stainless steel sink, easy-to-clean fiberglass-reinforced plastic interior wall panels and metal floors. It has a 90-gallon freshwater tank and 130-gallon waste tank. The utility closet includes service access to thermostats, water and electrical. It's wired for 110-volt electrical service. **866/457-5425; www.explorertrailers.com.**

### FIVE PEAKS SELECT SERIES

**Select Series** mobile restroom trailers from **Five Peaks** are designed with simple styling, quality interior finishing and advanced exterior construction. They come with porcelain sinks in Filon skin cabinetry with mirror, laminate interior wall covering, simulated wood flooring, ducted air conditioning, aluminum exterior walls and onboard freshwater system. Options include a winterization package, hot-water heater, spare tire, and soap and paper product dispensers. They are available in three lengths - 8 feet 4 inches and 10 feet 4 inches with two private stalls, and 13 feet 4 inches with three private stalls. **866/293-1502; www.fivepeaks.net.**



### FOREST RIVER RAINIER

The **Rainier** restroom trailer from **Forest River** comes with three stalls and two sinks for women, and one stall, two urinals and two sinks for men. It has a public floor plan with solid-surface countertops, lockable



base cabinets, hot and cold water, fiberglass walls and ceiling, rubber floor, wall-mounted air conditioning and heat controls in the mechanical room, detachable aluminum platforms with steps and full-length railings on both sides, and 85-gallon freshwater and 430-gallon waste tanks. The waste tank is fitted with a 3-inch gate valve for easy pumping, and the unit is fitted with a city water hookup. Fully set up, it has a footprint of 20 by 19 feet, including walkways. **574/266-7520; www.forestriverinc.com.**

### NUCONCEPTS SOLAR TRAILER

Solar-powered, self-contained restroom trailers from **NuConcepts** are designed for the special-event market where space, capacity, electrical or water connections may be limited. Units have a 40-gallon freshwater tank, 65-gallon waste tank, incandescent lighting, enclosed stainless steel sink and flushing china toilet. Each restroom offers an average of 125 uses between servicing. Options include air conditioning, powered roof vents, water heaters, interior heat, power converters and winterization. **800/334-1065; www.nuconcepts.com.**



### RICH SPECIALTY TRAILERS WENDY

The **Wendy** convertible portable restroom trailer from **Rich Specialty Trailers** can be used as a construction site or special event restroom unit. By locking an interior door, it offers a five male and one female station floor plan to be used at male-dominated construction sites. By locking a different door, the floor plan can be converted for events with three male and three female stations. It is available with onboard freshwater and a winter package. Several interior décor packages are available. **260/593-2279; www.richrestrooms.com.**



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(continued)

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### TOW-LET MANUFACTURING TWIN FLUSH

The **Twin Flush** portable restroom trailer from **Tow-Let Manufacturing** has a 250-gallon holding tank with easy-dump rear valve, standard heavy-duty flushing restrooms, 215 gallons of freshwater for the restrooms and 32 gallons for the hand-wash sinks. The solar-powered trailer includes interior/exterior LED lights, tool storage box and fold-down steps with stabilizer jacks. 712/623-4007; [www.tow-let.com](http://www.tow-let.com).

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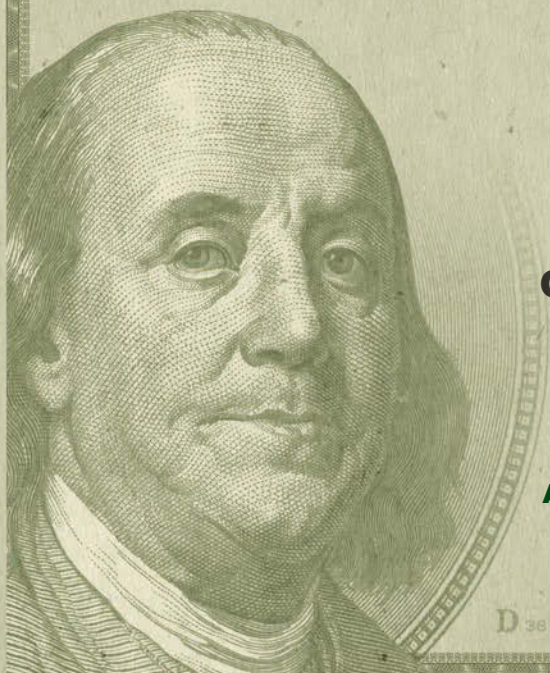
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### Andy Gump launches website

Andy Gump Temporary Site Services launched a new website, [www.andygump.com](http://www.andygump.com). The site includes a blog, services offered and areas covered.

### Stellar names national accounts manager

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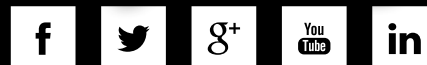
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