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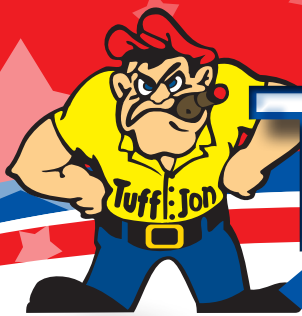
EYE ON THE PRIZE

Growing construction market, focus on woman and minority ownership help Sammie Tritico meet business goals

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**You Want It.
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Tool and equipment business evolves into portable sanitation and takes off for Indiana's Midwest Rentals **Page 14**



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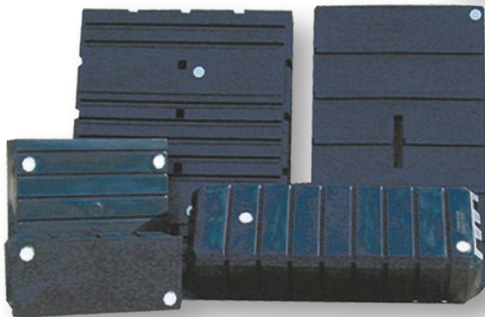
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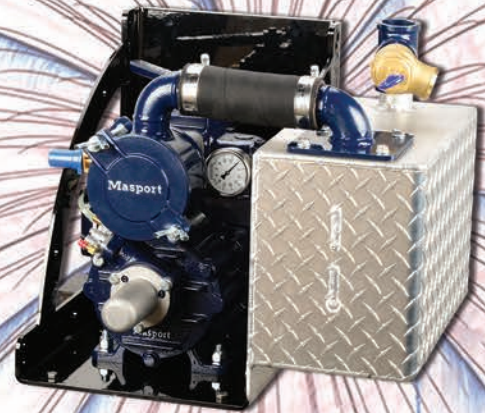
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PRO™

PORTABLE RESTROOM OPERATOR

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Should You Mix Business and Politics?

YOU MAY WANT TO GET ON A SOAPBOX FOR YOUR FAVORITE POLITICIAN THIS FALL, BUT REMEMBER THAT YOU RISK ALIENATING HALF OF YOUR CUSTOMERS IN THE PROCESS

By Jim Kneiszel

The presidential election is coming up and we've been bombarded with advertising either praising or lambasting the candidates for many months. As politics dominate the world we live in, it seems like everyone has an opinion and wants to share it. The rancorous debate that erupts makes me a little uncomfortable, frankly.

It's times like these that I recall what a business owner once told me as we spoke about a controversial issue in our hometown. I was serving on the city council and the well-known businessman wanted to share his input with me, but he was hesitant to come to a council meeting and speak up in public.

"Small-business owners don't have freedom of speech," he said with some degree of regret. Having owned a business myself, I understood his point. Operating a business, it's prudent to keep away from the political fray — whether it's a local zoning issue or a presidential election. Why? In case it's not obvious, choosing sides in any contentious debate is likely to offend a significant percentage of your potential customer base.

DON'T GO THERE

Displaying the courage of your convictions is admirable on some level, but I contend you are ill-advised to do so if you want to maximize your revenue. This is especially true in the competitive marketplace of a small town, but we've seen that even huge multinational companies can be hurt when they speak out on one side of a political issue.

I prefer not engaging in prickly political issues anyway, so I typically don't put campaign signs in my front yard or send letters supporting one candidate or another to the local newspaper. It's not in my nature to do that, but at the same time, not engaging in the political debate in a public way serves my business interests well, too.

Conservative or liberal, tree hugger or free trader. It just doesn't make sense to make your political views public if you're in business. Or does it?

It's clear not everyone agrees with me and the small-business friend mentioned earlier. At least once in every major election year, I see a local business display multiple signs supporting one candidate or political issue. I also read letters to the editor from business owners doing the same. If the electorate is split fairly evenly, how is becoming embroiled in politics not going to have an impact on the bottom line?

MOGUL DISAGREES

Daniel Roth, executive editor for LinkedIn, had an interesting exchange on the topic of mixing business and politics recently during an interview with Richard Branson, the flamboyant CEO of airline Virgin America. After watching Branson support Colorado legalizing marijuana during a press conference, Roth asked the business mogul if it was a wise thing to do. He suggested

It's your right to speak out in a democracy. But first, be sure to consider the consequences to your business. And realize that, fair or not, small-business owners are sometimes held to a different standard.

it might be in Branson's best interest to keep his opinions to himself.

"I think it's very sad if an entrepreneur or somebody who is running a company thinks the only thing that matters is profit," Branson responded. "If every single business leader in the world can adopt a problem or an issue, we would get on top of every single problem in the world. All you have to do is one thing. Pick an issue."

Roth's reaction? He said it might be easier for Branson to speak out because he's already made his billions. He wondered, though, if Branson represents a trend across the business spectrum; that maybe the traditional way of thinking my business-owning friend and I embrace is somehow old-fashioned and out of date.

I don't see it, at least so far as it concerns an emotional political battle like the one we face in the coming months. No matter who you back in a presidential election, almost half of the general public will disagree with you.

FIND A WINNING CAUSE

If you put a sign out front of your restroom business in support of one candidate, surely some of your customers who disagree will be less inclined to hire your service. Are you willing to take a chance at losing even a fraction of those customers who support the other side? And how would you feel if another small business you patronize has signs out front supporting the candidate you oppose? Would you want to take your business elsewhere?

Perhaps Branson wasn't talking party politics as much as encouraging business owners to find an altruistic cause to get behind. That's another story entirely. It's usually a winning proposition for business owners to become engaged in the community and raise awareness about an issue near and dear to their hearts.

Urge customers to support programs combating a debilitating illness, bringing an end to domestic violence, or helping youth in the community? Of course. Include these efforts in your advertising. Donate a percentage of your revenue to one of these worthy causes. I've seen many PROs raise awareness for important causes, and a byproduct of the effort is the goodwill generated by customers and the public.

The key is to use common sense in whatever or whomever you choose to support, whether you're doing so through the business or as an individu-



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al. Carefully guard your image and reputation as a business owner. It's one of the most important things you have and it can be tarnished quickly, at least in the eyes of some potential customers.

IT'S YOUR CHOICE

Maybe you see your neighbors staking candidate signs on their lawn, speaking out about an election on their Facebook pages, or even knocking on doors to support their favorite politician. In this emotionally charged campaign season, you might wish you could bring your voice to the debate.

You can certainly do that; it's your right to speak out in a democracy. But first, be sure to consider the consequences to your business. And realize that, fair or not, small-business owners are sometimes held to a different standard when it comes to speaking their mind. ■

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The unfortunate part about warm weather: This is the toughest time of year to provide a great experience to all of your customers. Heat does you no favors when it comes to keeping restrooms odor-free. But providing clean, stink-free restrooms during summer events is the key to keeping customers happy. Read up on how to step up your deodorizer game during the hottest months of the year.

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SURVIVING THE BUSY SEASON

Tips to Stay on Task



Summer is well underway and you probably have so much work to do the days seem to fly by. The season can get crazy, with special events every weekend and calls from customers 24/7. It's so important to stay on task and focused this time of year. This PRO gives some advice on staying organized and productive in order to survive the summer craziness.

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This Small-Business Advice is Never Out of Date

A DECADE AGO, THIS COLUMN SUGGESTED AN EQUIPMENT REPLACEMENT PLAN TO MINIMIZE UNEXPECTED BREAKDOWNS AND EMERGENCY REPLACEMENT EXPENSES. THAT ADVICE APPLIES TODAY MORE THAN EVER.

By Judy Kneiszel

If you were in the portable restroom business 10 years ago, recall what that business looked like. Did you have less equipment? Different equipment? In 2006, I asked readers to predict how much of their equipment used in the office and on job sites would still be around today. I suggested the computer system would be obsolete, the vehicles approaching dinosaur status, and the restrooms, if in use at all today, would be significantly worse for wear. Was I right?

If your equipment changes in the last 10 years were forced rather than planned, the result may have been financial stress. If you're new to this business, starting or taking control of a portable restroom company in the last 10 years, and you haven't created an equipment plan yet, the foundation of your business may not be as solid as you'd like. It was true 10 years ago and it's true now: Businesses that replace equipment only on an emergency basis or purchase new equipment only when a tax deduction is needed are likely to experience cash flow problems. While equipment emergencies can't always be prevented, if you're prepared, you can survive them.

Envision your business in 2026. Is it a larger company with more restrooms, more vehicles and more equipment? Are the trucks shiny and new or showing their age? Whether you plan to grow or simply maintain your present level of business, equipment replacement is in your future, so be smart and plan for it.

COME UP WITH A PLAN

Since every portable sanitation business is different, there's no "one size fits all" plan or schedule for replacing capital equipment. To make an equipment replacement cost plan for your specific company, create a spreadsheet listing all of the major equipment you currently own. In the columns to the right of this list, record the following information:

Column A – Estimated Age: How old is this piece of equipment?

Column B – Useful Life: How long (total) should this piece of equipment last? If you're not sure, contact the manufacturer.

Column C – Remaining Useful Life: Subtract the estimated age (Column A) from the useful life (Column B) to get the remaining useful life.

Column D – Replacement Cost: How much would it cost to replace this piece of equipment at today's price? Consult with equipment suppliers, dealers or manufacturers for estimates.

Column E – Annual Cost: Divide Column D (the replacement cost) by Column C (remaining useful life). This is the amount you'll have to set aside each year to replace the item when the time comes.

Column F – Annual Expense: If Column C (remaining useful life) is zero, but the item is still in use, and there are no immediate plans to replace

Include an evaluation of appearance. Older equipment might perform fine, but you might not want your company name on something that looks like it belongs in the junkyard.

it, record the cost of maintaining it. If maintaining it is costing more than replacing it would, it might be time to say goodbye.

USE THE PLAN TO TIME PURCHASES

The plan can help you time business growth. It will show when you will need to invest in replacement equipment and if there are windows of time when no major purchases are necessary. These are good times to add equipment without messing up the cash flow too much. For example, if the plan shows two trucks should be looked at for replacement in 2018, you might be stressing your finances too much to add another truck that year. If there is a year when you won't be expecting many equipment purchases, a truck may be added more easily then.

REVIEW AND REVISE OFTEN

An equipment replacement cost plan isn't carved in stone. You'll want to review it and revise it often, adding new purchases, deleting items that were replaced and adjusting replacement cost numbers as prices fluctuate.

Things happen. Some equipment breaks before its time, while other pieces keep going long after their predicted demise. Prices change, needs change and subsequently the plan will change, but it is always a valuable tool. Alter your strategic plan if there is a justifiable need. You probably won't always adhere strictly to the replacement schedule. There is a human factor in the equation too. If you aren't happy with something, don't force yourself to keep it just because it's on the plan for five more years — amend the plan.

When a vehicle or piece of equipment shows up for review toward the end of its scheduled life as determined by the plan, evaluate how it has been performing. Compare the cost of continuing to maintain it with the average maintenance cost for similar vehicles or equipment. Also include an evaluation of appearance. Older equipment might perform fine, but you might not want your company name on something that looks like it belongs in the junkyard.

After this review, determine whether to hold on to the item in question or send it off to auction. If it is performing well and still looks good, you may choose to extend its useful life and earn more interest on the money earmarked to buy its replacement.



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You might want to add a column to your plan for either the profit or cost of replacing old items. Disposing of some used equipment — computers for example — might cost you a fee, which adds to the replacement price tag. Money taken in by selling a used truck, however, offsets the purchase price of a replacement.

The replacement plan is a snapshot of where you will be equipment-wise in 10 to 20 years — not just a vague mental picture. Show it to your accountant and discuss budgeting to meet expenses outlined in the plan and use it to determine if adding equipment to grow your business is financially feasible.

CREATE AN EQUIPMENT FUND

Equipment replacement should be planned and budgeted to minimize surprises. If possible, establish an equipment fund that you can draw on for scheduled equipment purchases or in an emergency. Creating the equipment plan can help you decide how much you need to have in that fund. A plan and a fund are also helpful if you need to secure financing for equipment purchases. It looks good to lenders if you can demonstrate how much capital is required to finance the replacement of equipment for the next 10 or 20 years.

SEE YOU IN 10 YEARS

While you're putting so much time and effort into running your business, getting through each single day, especially during the busy season, can be a challenge. A decade seems like an enormous stretch of time. But before you know it, you'll look at the calendar and realize 10 busy seasons have passed. Having an equipment plan can make those years go by more profitably. ■

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YOU WANT IT. WE'VE GOT IT!

A successful portable sanitation specialty evolved from a broader tool and equipment rental business at Indiana's Midwest Rentals **BY BETTY DAGEFORDE**

In 1953, a couple of U.S. Army buddies opened up a tool rental store in downtown Lafayette, Indiana. It was slow going at first for Jim Schafer and Chuck Selby at Midwest Rentals, and after about a year Selby decided it wasn't for him. Schafer plodded along, always looking for new services and equipment to offer customers. He insisted the company not specialize in any one thing, because if that thing ever went out of style they'd be out of business. He believed diversity was the key to success.

"Jim Schafer was one of those guys who was always hanging the carrot out in front of you," says Paul Fassnacht, operations manager. "He'd say, 'Go find me something that'll make me money.' That's the reason the company (offers) so much."

Those rental items include tools, equipment, fencing, storage containers, tents, party supplies, costumes and portable restrooms, which the company splits up into two broad categories — the events division in Lafayette and portable restrooms a few miles away in West Lafayette.

Much has changed since Midwest Rentals was first featured in *PRO* more than a decade ago. The company continually evaluates its roster of rental offerings, expands its portable sanitation services, and follows progressive employee-retention strategies.

From left, owner Ruth Schafer and Nancy and Paul Fassnacht are the leaders of Midwest Rentals in Lafayette, Indiana. They are shown in the company yard with restrooms from T.S.F. Company. (Photos by Marc Lebryk)

Midwest Rentals, Inc. Lafayette, Indiana

Owner: Ruth Schafer

Founded: 1953

Employees: 30

Services: Portable sanitation, tool and equipment rentals, party supplies, fencing, storage boxes

Service area: 80-mile radius

Website: www.midwestrentalsinc.com



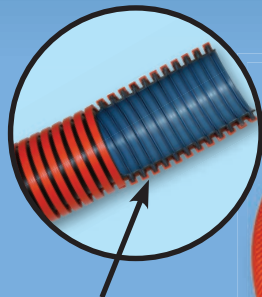
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Left: Midwest Rentals displays a wide variety of tools and equipment for homeowner rental, which complements portable restrooms.

Below: Dave Ancil pays special attention to an Ameri-Can restroom trailer interior.

CAN-DO PHILOSOPHY

Schafer died in 2000, but his family — three generations — still operates the company under this same philosophy. His widow, Ruth, is now the owner, still on site daily and actively involved at 80. Her daughters help manage the company — Nancy Fassnacht (Paul's wife) is CEO, and Karen O'Leary is CFO. There are about 30 people on staff, including three of Schafer's grandchildren — Nancy's daughter Amber Caudill, the office manager, and Karen's sons: Greg, a shop mechanic and route driver, and Ben, the warehouse manager.

After spending many years expanding his services — including adding portable restrooms in 1979 and constructing a 10,000-square-foot state-of-the-art party supply store in 1985 — a major change occurred in 1997 when Schafer moved the tool division to a busier location. "As soon as we did that, all the big-name companies started looking at us and one of them bought the tool division," Nancy Fassnacht says. Schafer used the funds to buy a portable restroom trailer. "That brought a lot more people and events to us that we would never have done."

Dave Ancil performs maintenance on an Advanced Containment Systems (ACSI) restroom trailer at the company shop.

In 2007, the family decided to get back into the tool business. "The big tool companies were taking care of the big companies, but there was a niche still for the homeowners that



wasn't being met," Nancy explains. More recent service additions have included fencing and storage containers.

New services and changing times also called for updated marketing techniques. In addition to networking through the American Rental Association of Indiana — of which Nancy is the statewide president — and each year sponsoring a bridal show highlighting their party supplies and theme-

decorated portable restrooms, the company is now working with a marketing company for social media advertising. And for the first time they've hired an outside salesperson.

"If we don't like an event, if it's rough or whatever, we turn it down. If someone's paying a lot of money we're going to deliver quality equipment."

PAUL FASSNACHT

SERVING EVENTS

Paul joined the company in 1979, initially as a small-engine mechanic. He quickly got a dose of Schafer's can-do attitude when Schafer bought 22 portable restrooms, handed him a list of their tool

customers and said, "OK, we've got everything in motion; now you've got to go sell them." To service units he used his personal truck, a 3/4-ton Dodge pickup, and a 300-gallon tank.

Today, the company has over 1,000 units from PolyJohn Enterprises and T.S.F. Company, and four restroom trailers, two 24-foot and two 28-foot, from Advanced Containment Systems (ACSI), Black Tie Products and Ameri-Can. They're adamant about keeping the trailers in top condition, Paul says. "If we don't like an event, if it's rough or whatever, we turn it down. If someone's

(continued)



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*- Brad Dean
Pit-Stop Event Services (Wisconsin)*



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They love a parade

The annual Christmas parade in Lafayette, Indiana, showcases local talent, including creative employees from companies who build floats for the event. Perhaps no business could be more suited to the job than Midwest Rentals.

"We have an advantage over anybody else," says Paul Fassnacht, operations manager. "Because we rent all this stuff — generators, a PA system, bubble machines, fog machines." They've also got costumes, confetti canons and heaters.

The company has built two floats over the last three years. The team of 30 comes up with the theme and is given free rein to raid the shelves. "We just back a trailer into a corner of the shop and say, 'Here you go, have fun,'" Fassnacht says. Employees work on it when they're not busy, which is usually the case during November, but they take it seriously and often come in after hours.

The 2013 float, "Tinkle all the way," won the Mayor's Choice award. It featured an outhouse sitting on a sleigh, confetti blowing out the stack and animal-costumed employees. The 2014 theme was "Christmas rap" with rap music and a bubble machine.

The floats have been real crowd-pleasers, Fassnacht says, which gives the team a great feeling. "You turn down that corner at Main Street and all the kids go, 'Oh!'"

paying a lot of money we're going to deliver quality equipment." They normally stick to about an 80-mile radius with portable restrooms, but will send trailers anywhere, even out of state.

The company does numerous events in the summers. "There's times I'll do four events in a weekend and never bring the equipment back to the shop," Paul says. A major year-round customer is a nearby university, whether it's parties, games, events or construction projects. Paul is a hands-on manager and says everyone helps out at events, including owners and managers. "Nancy will even drive trucks out in the middle of the night when we need it," he says.

Midwest sometimes loads units a little differently than most companies, Paul says. "When we've got something like 100 units going out to an event, the guys will get them washed, put in paper, water and (REZ Blue deodorant from R.E.Z. Packaging). We load them on the trailers ready to go, so the truck can unload and come back and not sit there filling the units with water."

Other additives the company uses for its equipment include PolyJohn chlorine tablets for hand-wash stations (also PolyJohn). "I do believe that's a must," Paul says. "The health guys check my hand-washers and we've never had any problems." And in the winter they put a salt brine solution in holding tanks to prevent freezing.

TRUCKS AND TRAILERS

Midwest has three transport trailers — 20-unit, 17-unit and 10-unit. "Way back in the day when we slowed down, Jim ordered a bunch of steel and we built the trailers from the ground up, and they're still in use today," Paul says.

Most of the company's nine International vacuum trucks were built by Abernethy Welding. One came from Wee Engineer. "It's simple, it's designed right for what we do, it's easy to work on," Paul says. They've got one older unit, 1995, mainly used to haul container boxes; three brand-new ones; and the rest range from 2003 to 2014. The steel tanks hold 1,000 gallons of waste and 300 to 400 gallons of freshwater. Waste is conveyed with Masport pumps.

Drivers do their own routing, but the company also uses StreetEagle GPS software from InSight Mobile Data to track the fleet. The software has

been used to show they were at a site when a customer accused them of not performing a service. And it has proved they were not at a location where someone said their truck ran them off the road, possibly preventing a lawsuit.

In 2003, the company began offering storage boxes — 20-foot and 40-foot sea shipping containers. "We buy them at the ports, like Chicago, when they bring in a big ship full of them," Paul says. Customers include homeowners or small businesses that want to store equipment. But the company has been coming up with new ideas for the containers. One is a durable version of a restroom trailer designed for construction sites.

"We take a 40-foot box and split it between men's and women's restrooms and put in flush toilets," Paul says. "We put the holding tanks inside the box because of the freezing weather." The unit is heated and air-conditioned.

Another idea is to build offices for use at events and construction sites. "Every construction job has an office trailer, but this is better because you don't have to stake it down, you don't have OSHA issues," Paul says. "I can just take it in, slide it off, they bring in the electricity and it's secured and ready to go."



SWEETEN THE POT

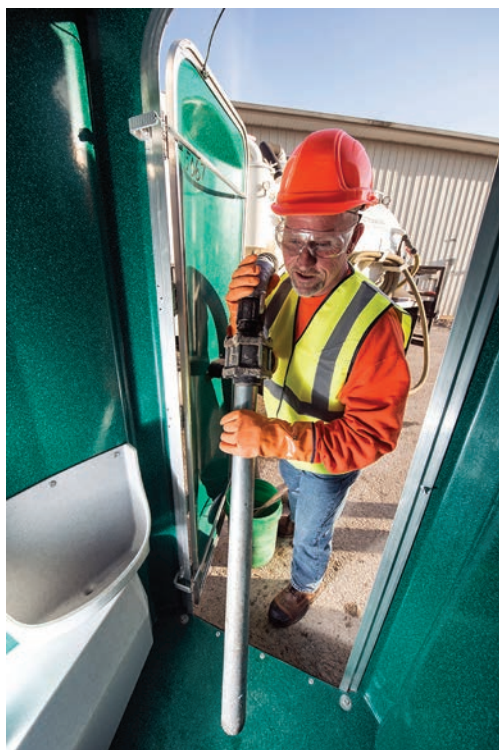
One of the company's biggest problems these days is finding and keeping good employees. Not only are they competing for labor against universities and manufacturing companies in the area, but they have special requirements. "It's tough," Nancy says. "We're regulated by DOT, plus all the health licenses we have to obtain; drivers have to have a clean driver's license for the insurance, and if they pull a trailer they have to have a Class A license. And then there's the drug screening."

To attract good people, the company offers a generous benefits package. In addition to above-average wages, employees get health care and 401(k) plans; nine paid holidays; six sick days; 10 to 20 days of vacation, depending on length of service; and a bonus to stay through the busy season.

The company also offers commissions. "We make a game out of it to keep the drivers motivated and also to help them," Nancy says. "If they sell a restroom they'll get a commission, and the one with the most sales in a month gets a \$100 gift card." The shop guys get a commission if a customer mentions they were courteous and helpful.

To pay for all these benefits, the company has to charge more for its services. "I remind the guys that we've got to give the customers something extra because of it," Paul says.

Warehouse worker Jeremy Blodgett uses a Nissan forklift to load a T.S.F. Company restroom onto a service truck built out by Abernethy Welding with a Masport pump.



Technician Mark Robins prepares to pump a T.S.F. Company portable restroom holding tank.

Although they're always looking for more help, Paul and Nancy couldn't be happier with the team they've assembled, from the office staff to the drivers and mechanics, many of whom have been with the company for 10 years or more.

"I can't say enough good things about all of them," Paul says. Midwest is the kind of place that once they take you in you're family. "We're a tight little team down here. We help each other and we have a lot of fun doing it."

DEPTH AND BREADTH

Their higher rates, contrasted by occasional low-ball competition, has cost the company some work, but they don't back down. "Sometimes you've just got to say no," Paul says. What they've found is very often lost work comes back to them because of the amount of resources they have.

"If a truck breaks down I can call in two more," Paul says. "Or I can call the shop and say, 'I'm getting behind, send another truck.' I've got extra trailers to haul stuff — whatever they need." In addition, they can call on their other division for emergency or last-minute needs for fencing, tools or equipment.

Customers have learned Midwest is a one-stop shop for just about anything they need, Paul says, and that can provide an edge. "We've got resources most companies just don't have." ■

MORE INFO

Abernethy Welding & Repair, Inc.
800/545-0324
www.abernethywelding.com

Advanced Containment Systems, Inc.
800/927-2271
www.acsi-us.com

Ameri-Can
574/892-5151
www.ameri-can.com

Black Tie Products, LLC
877/253-3533
www.restroomtraileronline.com

Insight Mobile Data
301/866-1990
www.insightmobiledata.com

PolyJohn Enterprises, Inc.
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www.polyjohn.com
(See ad page 47)

Masport, Inc.
800/228-4510
www.masportpump.com
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T.S.F. Company, Inc.
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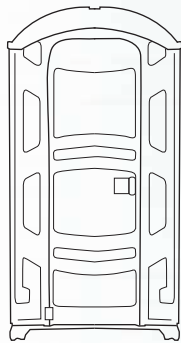
- New 80-gallon tank eliminates splashing chemicals on user.

"The bitterness of poor quality remains... long after the sweetness of low price is forgotten."

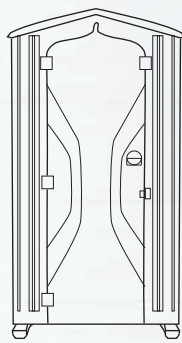


Which of these old models are you now using?

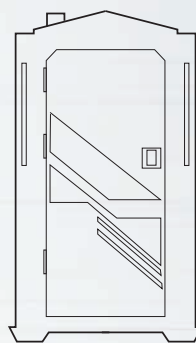
If you want to remain the same just keep doing the same thing over and over.



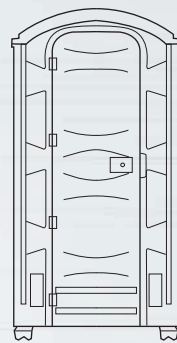
Age 30+ Years



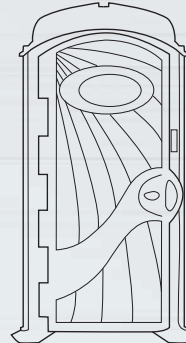
Age 25+ Years



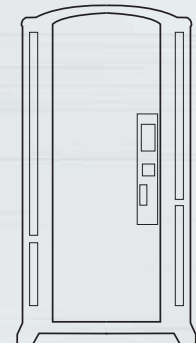
Age 30+ Years



Age 30+ Years



Age 20+ Years



Age 20+ Years

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- Quality is always easier to sell for more money.
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- If you offer the same thing as your competitors offer then it comes down to who rents them the cheapest.

Corey Trucksess of Port A Bowl/Relief Rentals in Philadelphia, Pennsylvania started buying portable restrooms from Sansom in 1991, '92, and '93. His companies purchased approximately 1,100 units from Sansom.

Corey reported to Sansom that over the next 25 years, during that time, they spent only \$1.14 per unit per year for parts replacement cost.

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FULL- AND MIDSIZED CARGO VANS MAY BE THE ANSWER TO HAUL PARTS AND TOOLS TO THE JOB SITE AND GIVE YOU A WARM, DRY PLACE TO KEEP YOUR ON-LOCATION PROJECTS MOVING ALONG

By Ed Wodalski

Tired of working in the snow and rain? Do you find yourself tripping over parts and tools? Need more power for towing VIP or restroom transport trailers? Perhaps it's time you parked your pickup, moved up to a full-size cargo van or stepped into a new midsize Metris.

Already established as a go-to service vehicle, cargo vans offer indoor comfort, carrying capacity and overall convenience that make them a smart choice for PROs looking to bring a workspace and organized parts supply to any job site.

Ready to kick some tires? Here's a look at some of the new models for 2016:

Ford Transit

Let's start with 2015's top-selling Ford Transit. New for 2016 is a dual sliding door option, available on its medium- and high-roof models. Delivering the most flexibility in its class, the Transit offers 58 vehicle configurations in 2016, up from 47 on 2015 models, along with a variety of wheelbases and body lengths to match your business needs:

- 130-inch wheelbase, 126-inch load floor with low (83.6 inches) and medium (100.8 inches) roof heights.
- 148-inch wheelbase, 143.7-inch load floor with low, medium and high (110.1 inches) roof heights.
- 148-inch wheelbase/extended body, 172.2-inch load floor with high (109.4 inches) roof height.

The Transit's cargo volume ranges from 246.7 cubic feet (regular wheelbase and low roof) to 487.3 cubic feet (long wheelbase/extended and high roof) with a payload capacity ranging from 3,060 pounds (single rear wheels) to 4,560 pounds (dual rear wheels, 148 inches extended). Ladder racks on the roof can carry up to 420 pounds. Maximum GVWR is 10,360 pounds with a maximum towing capacity of 7,500 pounds.

Engine options include standard 3.7L Ti-VCT V6 with advanced twin independent variable cam timing, 3.5L EcoBoost or 3.2L Power Stroke turbo diesel. The 3.7L V6 Transit is also available with a com-



The Ford Transit offers a dual sliding door option on its medium- and high-roof models in 2016.

pressed natural gas (CNG)/propane gaseous engine prep package that includes hardened exhaust valves and valve seats for improved wear resistance and durability.



The midsize Metris from Mercedes-Benz enters the U.S. market as a complement to its big brother, the Sprinter.

Mercedes-Benz Metris

The new kid on the block for 2016 is the midsize Metris. The van has been available in Europe since 1996 and joined the U.S. market in October. The Metris has a starting MSRP of \$28,950 and is powered by a four-cylinder gasoline engine (208 hp/258 ft-lbs) with an optional ECO Start/Stop mated to a 7G-Tronic seven-speed automatic transmission.

- Wheelbase: 126 inches
- Cargo volume: 186 cubic feet
- Payload capacity: 2,502 pounds
- Towing capacity: 4,960 pounds
- Length: 202.4 inches
- Width: 88.3 inches (including mirrors)
- Height: 75.2 inches
- Maximum roof load: 331 pounds
- GVWR: 6,724 pounds

Sprinter

The time-tested Sprinter has more air bags and a smaller fuel tank (24.5 gallons) in 2016 but otherwise remains basically unchanged. Both the Mercedes-Benz and Freightliner 2500 and 3500 models are available with a 144-, 170- and 170-inch extended wheelbase.

All 3500 models (9,990 (standard); 10,140; and 11,030 GVWR) feature dual rear wheels with optional high roof (144-inch wheelbase) and super high roof (170-inch standard and 170-inch extended wheelbase).

Engine options include the 2.1L, four-cylinder BlueTEC turbo diesel with seven-speed automatic transmission (standard) and 3.0L V6 BlueTEC turbo diesel with five-speed automatic.

(continued)

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Model 2500 (8,550 GVWR)

- Length: 233.3-289.8 inches
- Height: 94.5-114.3 inches
- Width: 95.5 inches (with mirrors)
- Maximum payload: 3,512 pounds (standard)
- Maximum interior height (no trim): 66.6-87.3 inches
- Towing capacity: 5,000 pounds

Model 3500 (9,990 GVWR)

- Length: 233.3-289.8 inches
- Height: 107.3-115.4 inches
- Width: 95.5 inches (with mirrors)
- Maximum payload: 4,456 pounds (standard)
- Maximum interior height (no trim): 77.8-87.3 inches
- Towing capacity: 7,500 pounds (standard); 5,000 (170-inch extended models)

Model 3500 (10,140 GVWR)

- Length: 233.3-289.8 inches
- Height: 107.3-115.5 inches
- Width: 95.5 inches (with mirrors)
- Maximum payload: 4,750 pounds (standard)
- Maximum interior height (no trim): 77.8-87.3 inches
- Towing capacity: 7,500 pounds (standard); 5,000 (170-inch extended models)

Model 3500 (11,030 GVWR)

- Length: 233.3-289.8 inches
- Height: 107.3-115.4 inches
- Width: 95.5 inches (with mirrors)
- Maximum payload: 5,507 pounds (standard)
- Maximum interior height (no trim): 77.8-87.3 inches
- Towing capacity: 7,500 pounds (standard); 5,000 (170-inch extended models)



Nissan's power options range from the 261 hp 4.0L V6 offered on the standard roof NV1500 to the 317 hp 5.6L V8 offered on the NV3500.

Nissan NV

Nissan offers three models of cargo vans (NV1500, NV2500 HD and NV3500 HD). Power options range from the 261 hp (281 ft-lbs) 4.0L V6 offered on the standard roof NV1500 to the 317 hp (385 ft-lbs) 5.6L V8 offered on the NV3500 standard or High Roof.

Model NV1500 (8,550 GVWR)

- Length: 240.6 inches
- Width: 99.5 inches (with mirrors)
- Height: 83.9 inches (standard roof)
- Maximum payload: 2,752 pounds; 2,645 (SV)
- Cargo volume: 299.7 cubic feet
- Towing capacity: 7,000 pounds

Model NV2500 (9,100 GVWR)

- Length: 240.6 inches
- Width: 99.5 inches (with mirrors)
- Height: 83.9 inches (standard roof); 105.5 (High Roof)
- Maximum payload (standard roof, V6): 3,301 pounds (S); 3,159 (SV); 3,144 (SL)
- Maximum payload (standard roof, V8): 3,144 pounds (S); 3,002 (SV); 2,987 (SL)
- Maximum payload (High Roof, V6): 3,138 pounds (S); 2,996 (SV); 2,981 (SL)
- Maximum payload (High Roof, V8): 2,991 pounds (S); 2,849 (SV); 3,783 (SL)
- Cargo volume: 234.1 cubic feet (standard roof); 323.1 (High Roof)
- Towing capacity: 7,000 pounds

Model NV3500 (9,900 GVWR)

- Length: 240.6 inches
- Width: 99.5 inches (with mirrors)
- Height: 83.9 inches (standard roof); 105.5 (High Roof)
- Maximum payload (standard roof, V8): 3,937 pounds (S); 3,795 (SV); 3,780 (SL)
- Maximum payload (High Roof, V8): 3,783 pounds (S); 3,641 (SV); 3,626 (SL)
- Cargo volume: 299.7 cubic feet (standard roof); 420.5 (High Roof)
- Towing capacity: 7,000 pounds

Chevrolet Express

The 2016 Chevrolet Express features a 4.8L Vortec V8 gasoline engine with optional 6.6L, Duramax turbo-diesel V8 that delivers 260 hp and 525 ft-lbs of torque, as well as a compressed natural gas (CNG) option (282 hp/320 ft-lbs). Mated to the Hydra-Matic six-speed automatic transmission (standard), the Express is offered in regular (135-inch) and extended (155-inch) wheelbase models.

New for 2016 is OnStar 4G LTE connectivity with Wi-Fi hotspot that connects to seven devices and navigation radio with Chevrolet MyLink infotainment system.



The 2016 Chevrolet Express delivers 10,000 pounds of towing capacity.

Model 2500 (8,600 GVWR)

- Length: 224 inches; 244 (extended)
- Width: 79.2 inches
- Height: 84.6 inches; 84.3 (extended)
- Maximum payload: 3,247 pounds; 3,013 (extended)
- Cargo volume: 239.7 cubic feet (regular wheelbase)
- Towing capacity: 10,000 pounds

Model 3500 (9,600 GVWR)

- Length: 224 inches; 244 (extended)
- Height: 84.5 inches; 84.1 (extended)
- Width: 79.2 inches
- Maximum payload: 4,120 pounds; 3,899 (extended)
- Cargo volume: 284.4 cubic feet (extended)
- Towing capacity: 10,000 pounds

(continued)



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Model 2500 (8,900 GVWR)

- Length: 213.1 inches
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- Maximum payload: 4,130 pounds
- Towing capacity: 5,100 pounds

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- Length: 236 inches; 250 inches (159-inch extended wheelbase)
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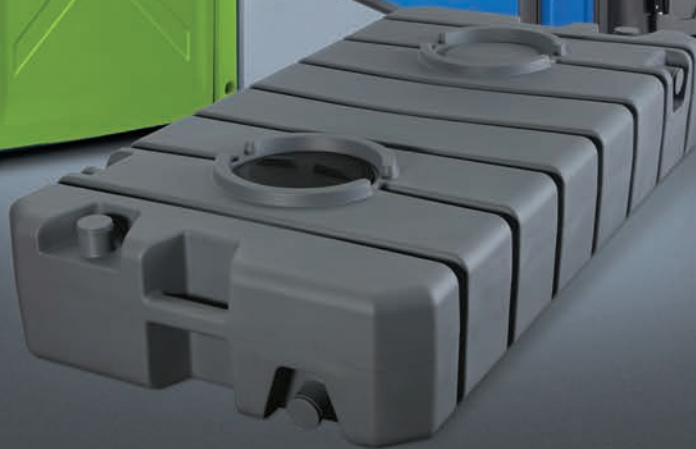
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Take 5 ... with Sammie Tritico

Eye On the Prize

Burgeoning construction market and focus on woman and minority owner service contracts help Texas PRO Sammie Tritico check off list of business goals **By Dee Goerge**

When Sammie Tritico grew tired of working in sales in the corporate world, she and her husband, John, decided to start a portable restroom business in Austin, Texas, based on her work experience and a perceived demand in the area. They purchased 120 restrooms and one service truck, and Tritico started knocking on doors. That was in 2007. Today the couple's business, Liquid Waste, has more than 1,000 portable restrooms, 10 employees and 10 trucks.

Early in her business career, Tritico worked in sales for a small portable restroom business. When she moved to Austin, one of her jobs for a waste management company had been dealing with unhappy customers. Not only did she solve their issues with the company, but Tritico also managed to convince many of them to sign contracts for another couple years of service.

"Basically, it created the person I am today. Sales and retention — you need that to be in business," says Tritico. "With good sales and good equipment, delivering quality service is a key to success for a portable restroom operator." The company has a mix of construction accounts that includes municipal projects, large hotel chains and universities.

"It's all about performance," Tritico says. "I can be as good a salesperson as I can be, but we have to have the backup from our guys and our equipment. Just because we get the job doesn't mean we keep the job."

"We are constantly looking ahead. That's my job, to find out what's coming up, what are we doing. I communicate with John; we work together really well. Each does what they are good at. The combination has worked great."

EXPLORE FIVE ISSUES THAT AFFECT SAMMIE'S PORTABLE SANITATION BUSINESS:



Sammie Tritico works on location. One of her vacuum trucks, a Hino from Lely Tank & Waste Solutions, is in the background. (Photos by Kelly West)

1 MASTERING EVERY TASK

Tritico owns land in Kyle and Buda, Texas, and is planning to build a new office facility this year. But she is thankful for lessons learned in leaner times. Early on, Liquid Waste shared space with other businesses. One was a junkyard, which had an ever-changing landscape that created an obstacle course for drivers.

"It really taught me how to maneuver around people, equipment and all kinds of material. With a big truck you must rely on your side mirrors. You have to use the mirrors, and it really did help create the driver that I am. I've not had any problem driving the big trucks," says Tritico.

"When John and I started, I did the selling, the billing, I helped drive. I serviced and delivered toilets. So I've done everything from top to bottom, and if I'm going to ask one of my workers to do something, I want to know what I'm talking about," she explains. "A lot of people think, 'You are just a woman and you don't know,' but I've done all the grunt work so I really do know what's going on. It helps me be a better manager."

(continued)



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Sammie Tritico wears appropriate safety gear while she services restrooms at one of her biggest construction job sites.

2 IDENTIFYING THE RIGHT CUSTOMER MIX

After building a strong client base, the Triticos added a website developed by Google in 2014, where clients and potential clients can fill out a request form. The site provides access to information, much better than handing out brochures that are typically thrown away, Tritico says, adding she is also updating a website she created.

From the beginning, Liquid Waste targeted the construction market, which makes up about 95 percent of the business. Tritico constantly looks for new opportunities in the Austin area, where all types of construction are booming. She networks and is a member of the Associated Building Contractors (ABC). The remaining 5 percent of Liquid Waste's income comes from residential, events and parties. Though she doesn't seek out private parties, Tritico contracts a few of them, including one for Texas and country music legend Willie Nelson. A client was a friend of the singer and recommended Liquid Waste.

"We often refer parties (to other portable restroom businesses), but for some clients who really want to use us, we'll work with them," she says. The parties take more time, people and equipment, and she is on site to ensure quality control.

3 QUALIFYING FOR MINORITY BUSINESS STATUS

At the suggestion of a client, Tritico explored obtaining minority certifications shortly after starting Liquid Waste. It required an enormous amount of paperwork and background checks on her work and personal history. Because she met the requirement of running a business that was at least 51 percent owned by a minority or American woman, she obtained three certifications: WBE (Woman Business Entity), DBE (Disadvantaged Business Entity) and HUB (Historically Underutilized Business).

When she places bids for city and state contracts, the entities are required to consider her business and other certified businesses. "It doesn't mean we are going to get the job," she notes. "You have to have quality equipment. Plus, I had the experience." Liquid Waste landed a variety of contracts with the Austin airport and the University of Texas, for example. "It's been a great opportunity for us. It's really put us on the map and helps people get to know us," Tritico says.

The certifications only provide the opportunity to bid on government contracts, she emphasizes. When they win a bid, her business has to prove it can provide quality service to earn future contracts. "Once we work for them, we get repeat business," she says.



The crew consults during a service stop.

4 BUILDING STRONG RELATIONSHIPS

Repeat business is due in part to relationships Tritico builds with employees and clients. She knows what she didn't like when working for others, and she knows what it's like to work as a portable restroom operator.

"We're just easy to work with. I treat my guys like I want to be treated," Tritico adds, noting her business has a low employee turnover rate. "I just feel like they're the heart of the business. If we don't treat them well, how are they going to treat our customers, or how are they going to behave with our vehicles?" Liquid Waste provides uniforms, time off when needed and frequent raises to employees.

Besides staff, building good relationships with clients is critical. Tritico believes entertaining is an important part of her job. She invites clients to lunch as often as monthly. "It's something I choose to do. I like to give back to my clients," she says.

"I treat my guys like I want to be treated. I just feel like they're the heart of the business."

SAMMIE TRITICO



The crew, from left, Tritico, Miguel Barrientos and Neftali Nunez, cleans restrooms from PolyPortables and Five Peaks.

(continued)

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Sammie Tritico builds her fleet with Hino trucks built out with tanks from Lely Tank & Waste Solutions and Masport pumps.



5 ORGANIZING EQUIPMENT FLEET AND INVENTORY

John Tritico handles equipment purchases and maintenance. "We have 1,000 construction portable restrooms by PolyPortables and Five Peaks," he says.

To accommodate the high-rise construction market, Liquid Waste owns about 75 PolyJohn PolyLift units. They also have Five Peaks and Poly-Portables units that clients can lift to rooftops and other locations using cranes. About a quarter of the units, from Five Peaks and PolyPortables, are earmarked specifically for event service.

John works closely with Lely Tank & Waste Solutions to expand the fleet with Hino trucks from 2007 to 2010. Most have 1,100-gallon waste/400-gallon freshwater tanks. One is stainless steel and the rest are carbon steel tanks, and all have Masport vacuum pumps. They are also equipped with LiveViewGPS software to track location and time. The trucks are large enough to efficiently transport loads to Austin's only wastewater treatment plant, yet small enough that drivers don't need CDLs. ■

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"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.

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PortaLogix Service Truck Designers are Portable Sanitation Veterans

By Craig Mandli

Most have heard the age-old idiom, “If you want something done well, do it yourself.” That idea was on full display at the 2016 Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, as a group of portable restroom industry veterans from western New York showed off their self-made PortaLogix portable restroom service truck. According to company co-owner Jerry Vecchiarelli, the unit incorporates effective features and solves problems faced by PROs.

“We’ve been in the porta-potty business for a long time, and know what the formula is for success,” he says. “We have used a lot of different service trucks over the years in our business, but never found one with all the features we wanted. That’s why we designed one ourselves.”

The truck allows a technician to service a route while carrying up to six units without a trailer. Placement of the 800-gallon waste tank is designed to distribute weight evenly on the chassis, while the flat 350-gallon freshwater tank is located in the bed of the truck, below the restroom payload. It is



built on a 1-ton heavy-duty truck chassis, which doesn’t require a CDL to operate.

“The frame is made of durable aluminum to keep the weight down and allow the tech to carry more units and more waste,” says Vecchiarelli. “We like to think that the unit is allowing companies to do more with less.”

PortaLogix co-owners, from left, Larry and Bryan Moravec and Jerry Vecchiarelli discuss options available on their new service truck with an attendee at the 2016 WWETT Show. The unit carries up to six units without a trailer. (Photo by Craig Mandli)

It comes with either a PTO-driven pump and high-pressure washdown pump unit, or a Honda prepackaged pump system. The bed has removable rails and multiple strapping points for various load configurations, and Thiemann liftgates for easier loading. The flat-tank bed has a water level sight glass, V-channel baffles and two drain points on both the driver and passenger side for easier draining on grades. The baffles help prevent sloshing, making the vehicle more stable at highway speeds. A fully loaded unit weighs in at 11,500 pounds with empty tanks, and 17,000 pounds with tanks full. The company has offered the units for sale since November 2015, and according to Vecchiarelli, the feedback has been overwhelmingly positive.

“People really like that we have several chassis options available in both two-and four-wheel drive, and many other component options,” he says. “If they run their portable restroom businesses anything like we run ours, they are going to want to customize the service truck to suit their needs.”

According to Vecchiarelli, his company runs 30 PortaLogix trucks in its fleet, and the feedback from his service techs has been glowing.

“These trucks can carry more because they’re made lighter, which allows a tech to work all day on service runs,” he says. “In the long run, that is saving time and money.”

Vecchiarelli says that the 2016 WWETT Show exceeded his expectations, and he’s already planning to come back in 2017 with an updated truck offering more customization options.

“We knew we had a good product, and the interest we received at the show confirmed that,” he says. “It’s justifying knowing that the issues we were dealing with weren’t just ours, but shared by a lot of people in the industry. We designed this truck to help solve a lot of those.” **585/484-7009; www.portalogix.com. ■**



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By Craig Mandli

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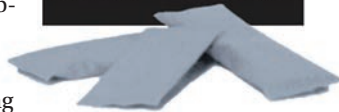
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Glacier Bay dry toss packets from **Five Peaks** contain a Metazene odor neutralizer designed to eliminate odors without masking. The convenient premeasured ready-to-use pouches provide the same effective odor control, fragrance and deep blue color mask as liquid deodorant. The design is meant to eliminate guesswork and allow for better inventory control. Powder is packed in a water-soluble pouch to prevent waste and contact with the product. Drop a single packet into the holding tank and add water. They are packaged in a stand-up, resealable gusset bag, reducing the risk of exposing packets to moisture. They are available in two strengths – normal to extreme conditions (heat and humidity) or special events/multiple services. **866/293-1502; www.fivepeaks.net.**



GREEN WAY PRODUCTS BY POLYPORTABLES TURBO DRIPAX

Turbo DriPax nonsticking paper portable restroom deodorizers from **Green Way Products by PolyPortables** bridge the gap between tablets and standard water-soluble pouches. They combine the self-mixing effervescence of a tablet with the lightweight efficiency of standard pouches. They have a large amount of fragrance, deodorizing power and a strong non-staining royal blue dye, according to the maker. Self-mixing technology allows them to be dropped into a holding tank to begin working automatically. They are offered in three sizes to meet the demands of any job. A raspberry fragrance is now available. **800/241-7951; www.polyportables.com.**



J & J CHEMICAL PROPAXX ELITE SERIES

ProPaxx Elite Series portion-control non-formaldehyde deodorizing packets from **J & J Chemical** provide long-lasting color and odor control designed for demanding conditions. They are formulated with multiple odor control components that engage when needed. The time-released fragrances help keep portable restrooms smelling fresh longer, while helping to clean the holding tank. They are available in a variety of exclusive fragrances and sizes. **800/345-3303; www.jjchem.com.**



JOHNNY'S CHOICE BY CHEMCORP INDUSTRIES SENSORY GRAND DISKS

Sensory Grand Disks for portable restrooms from **Johnny's Choice by Chemcorp Industries** are designed to eliminate tank odors. They are simple to use and are available in many long-lasting fruity fragrances. **888/729-6478; www.johnnyschoice.com.**



MASPORT PUMPER SCENT

The **Pumper Scent** odor-control device from **Masport** uses exhaust from the vacuum pump to eliminate odors.

The vaporizer chamber is placed directly after the oil separator on the truck.



Heat and airflow from the vacuum pump activate the scent that bonds with the air molecules to eliminate foul odors generated while pumping grease traps, septic tanks and portable restrooms. Piping sizes for the vaporizer chamber are available from 1 1/2 to 4 inches to fit all rotary vane vacuum pumps. **800/228-4510; www.masportpump.com.**

PORTA PRO CHEM CO. CHEM BLOCKS

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



SURCO PORTABLE SANITATION PRODUCTS FRESH STRAPS

Fresh Straps locking waterproof portable restroom air freshener straps from **Surco Portable Sanitation Products** cinch onto the vent pipe, or anywhere the tech can place them out of sight and out of reach. They are opaque white, scent-infused plastic straps with a self-locking feature



that deters theft. They freshen with powerful fragrance for up to 60 days, and are available in Xtreme Clean and SummerFresh Lavender scents. **800/556-0111; www.surco.com.**

(continued)

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Smooth bore grease, oil and chemical resistant Polyurethane liner. Crush proof and abrasion resistant cover. Poly welded end cuffs for longer hose life. **TEMPERATURE RANGE:** -40°F - 125°F

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2"	\$45.07	\$56.34	\$67.61	\$90.15	\$112.69

Add \$9.95 for MxF Quick Connects, Add \$12.95 for FxF Quick Connects

EBH PORTABLE TOILET HOSE



- Perfect for Removal of Liquids and Waste Materials
- Resistant to Kinking and is crushproof & includes cuffs.
- Standard Lengths only.

	20'	25'	30'	40'	50'
2"	\$43.14	\$53.93	\$64.71	\$86.29	\$107.86
3"	\$85.37	\$106.72	\$128.06	\$170.75	\$213.43

TIGER TAIL HOSE

- Also known as Bumble Bee or Crushproof Hose
- Perfect for Removal of Liquids and Waste Materials
- Kink resistant - includes cuffs. Std. Lengths only.
- Polyethylene Construction Corrosion Resistant
- Extremely Flexible, even at Sub-Zero Temperatures.

	20'	25'	30'	40'	50'
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3"	\$112.43	\$140.57	\$168.63	\$225.16	\$280.70

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- Includes a 30" long PVC Pipe threaded into valve at 45° angle.
- 2" Full Port Poly Valve, with metal Carry Handle bolted to body of valve.
- Available with a male adaptor or Female coupler at hose connection.

WITH HANDLE

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Polypropylene Female End	\$79.99 each

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Polypropylene Female End	\$59.99 each



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PRESSURE WASHERS AND SPRAYERS

CAM SPRAY RCJ SERIES

RCJ Series skid-mounted jetters from **Cam Spray** are offered in flows and pressures of 8 gpm at 3,500 psi and 7 gpm at 4,000 psi. A three-plunger industrial pump with pulse is powered by a 688 cc Honda engine. Its 200 feet of jetter hose can be used to supply an optional 200DS4 portable reel cart with 200 feet of 3/8-inch jet hose. It comes with a 35-gallon buffer water tank with float control, powder-coated heavy tube frame, washdown gun and a four-nozzle set. It easily mounts in the side door of a cargo van, on a truck bed or inside a service truck. **800/648-5011; www.camspray.com.**



SIOUX CORPORATION EN SERIES

EN Series all-electric explosion-proof pressure washers from **Sioux Corporation** have third-party certification for use in Class I Division 1, Group C and D; and Class II, Division 1, Group F and G hazardous environments. These units are certified to UL 1203, CSA C22.2 No. 25, and CSA C22.2 No. 30 safety standards. A unit built to Division 1 standards will also cover areas in Division 2 where ignitable concentrations of combustible or conductive gas or dust are not likely to exist but are possible under normal operating conditions. **888/763-8833; www.sioux.com.**



FNA GROUP DELCO COBALT 95000 PRESSURE WASHER TRAILER SERIES

The **Delco Cobalt 95000 Pressure Washer Trailer Series** from **FNA Group** offers five mobile gas-powered pressure washers designed to meet the needs of today's professional cleaning contractor. Each has an industrial triplex pump delivering up to 4,000 psi and 5 gpm to work on grimy parking lots, surface graffiti, greasy oil rigs and for fleet maintenance. Each pressure washer has a 225-gallon water tank, 100 feet of 3/8-inch high-pressure hose, and 75 feet of 3/4-inch low-pressure hose. The 13-foot, single axle, powder-coated steel trailer is rated to 3,500 pounds. **847/348-1500; www.fna-group.com.**

JENNY PRODUCTS STEAM JENNY

Steam Jenny direct-drive cold pressure washers from **Jenny Products** are powered by 9 or 13 hp Honda GX Series engines and have a triplex ceramic plunger pump with pressure ratings between 3,000 and 4,000 psi and flow rates between 3 and 4 gpm. They come with thermal pump protection, an unloader valve and a high-pressure relief valve to prevent pump damage. The unit automatically shuts down if low oil levels are detected. The chassis is made with powder-coated, 7-gauge steel. Standard features include a professional-grade insulated trigger gun with safety lock, quick-connect nozzles with nozzle control, high-capacity inline water strainer, gun/wand holder, hose reel mounting adapter and dual rubber isolators. **814/445-3400; www.steamjenny.com.**



WATER CANNON SH265

The 3,300 psi Kohler-powered **SH265** pressure washer from **Water Cannon** is UPS shippable for quick and convenient delivery. It has a 4PPX Series CAT triplex plunger pump, a Kohler SH265 engine, hose, trigger gun, wand, chemical injector and color-coded quick-connect nozzles. It is assembled in the U.S. and is offered with a 25- or 50-foot hose kit. A front handle is included. **800/333-9274; www.watercannon.com.**

ROTARY CLEANING EQUIPMENT

ALFA LAVAL TANK EQUIPMENT GAMAJET 9

The **Gamajet 9** from **Alfa Laval Tank Equipment** offers hands-free cleaning of portable restrooms. In 10 minutes, the high-impact, automated device scours the restroom interior, and can be used for holding tank cleanings as well. With no manual cleaning required, there is no backsplash or excessive water usage. **877/426-2538; www.gamajet.com.** ■



SHARK PRESSURE WASHERS & JETTERS TRS-2500

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

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PRODUCT NEWS

DPL Telematics GPS tracking system with anti-tamper protection

The Trackall OBDII vehicle tracking system from DPL Telematics delivers real-time vehicle and driver behavior data. The unit plugs into the existing OBDII port of most vehicles. Anti-tamper features include a backup battery that delivers immediate disconnection notifications with location, as well as GPS jamming detection. Managers can wirelessly monitor vehicles through an internet-based software package and mobile app. **800/897-8093; www.dpltel.com.** ■



INDUSTRY NEWS



Shaun Skinner

Isuzu Commercial Truck of America names Skinner president

Shaun C. Skinner was named president of Isuzu Commercial Truck of America, where he previously served as executive vice president and general manager. Skinner, who also serves as president of Isuzu Commercial Truck of Canada, joined American Isuzu Motors in 1987.

PolyPortables partners with Innovative Rotational Molding

PolyPortables partnered with Innovative Rotational Molding in Madeira, California, to better serve customers on the West Coast. PolyPortables also opened an office in Visalia, California.

Green Truck Association names board of governors

The Green Truck Association, an NTEA affiliate division, named Shawn Brougham chairman, Amy Dobrikova vice chairman and Chris Weiss treasurer. Brougham is director of product development at Altec Industries. Dobrikova is president of Intelligent Fleet Solutions and Weiss is vice president of engineering at The Knapheide Manufacturing Company.

Manitou presents 2015 Top Dealer award

Manitou presented Pete Smeretsky of Transport Equipment Sales (South Kearny, New Jersey) with the 2015 Manitou Top Dealer award. The award is based on overall sales performance for North American Manitou dealers. ■



Dan Miller (left), president and CEO of Manitou Americas, and Francois Piffard (right), executive vice president of sales and marketing for Manitou Group, present the 2015 Manitou Top Dealer award to Pete Smeretsky of Transport Equipment Sales.

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BUSINESSES

Portable toilet rentals in Berks County, PA, established 21+ years. Gross sales \$130,000+. Price \$220,000. Employees: Owner/ Operator. Excellent turn-key business opportunity that has grown 30% in the last year, more than 100% in the last 15 years. Steady customer base. Business includes all contracts, 150 portable toilets/sinks, 2 service/delivery trucks, and an 8-unit delivery trailer. Owner can assist with training and transition if requested. Vehicles, equipment, or customer list will not be sold separately. Call Rick at 610-927-9114 or email itspottytime@comcast.net (T08)

Small but profitable turnkey business. 20 like-new green Hampel toilets, 15 construction, 3 handicap, sinks. 1998 GMC 3500HD with 500/100 tank. \$23,000. 309-371-4236 (T07)

Successful portable toilet business for sale. 10+ years with a well-established customer base. Comes with toilets, brand new sinks, new 20-place trailer, 10-place and 6-place trailers; 1999 F-550 pump truck 650 gallons waste/300 gallons freshwater. 3-year-old slide-in tank 275 gallons waste/175 gallon freshwater. Comes with all supplies. Contact Mike 509-675-2690. (T07)

Well-established portable toilet business in panhandle of Florida. Excellent turnkey business opportunity. Steady customer base. Business includes all contracts, 110+/- portable toilets/sinks, four holding tanks and one service/delivery truck. Call Christal @ 850-573-0651 or email @ chrissy512@embarqmail.com (T07)

Very successful portable toilet business for sale. Established in 1946 and growing every day. South Florida area. Owner is retiring and moving. Have 14 service trucks and 3,500 toilets. 9-acre shop. For questions please call Bill Hickson 561-261-6289 or 561-996-2298. Email kay4167@aol.com. Will discuss price. (T08)

Very interested in purchasing portable toilet business(es) in Southern New England. Industry experience, well-funded, and ready to make a deal! Please email: purchaseportables@aol.com (T07)

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PORTABLE RESTROOM TRUCKS

2002 GMC T7500 portable restroom truck: 1,600 gallons — split 1,000/300/300 (1,000 waste/600 fresh heated) CAT 3126 rebuilt 4 yrs. ago. Allison MD3060P rebuilt 4 yrs. ago. Hose reel, washdown pump, air brake. Works daily. Dale 708-878-4391 (T09)

Keith Huber Princess on 1996 Ford F-700. 1,100-gallon waste/400-gallon freshwater tanks. Tank baffle needs repair. Truck runs great and vacuum system in good shape. \$19,500. Contact Mark 504-415-6067 or mroussel@matrixservice.com (P07)

1999 Ford F550: 7.3 diesel, 5-speed manual, well maintained. 500-gallon waste/400 fresh, 308,000 miles. Masport pump, 2-unit carrier. One owner. \$16,000. 336-625-6374 (T08)

Two (2) 2005 Ford F450 portable restroom trucks for sale. Satellite tanks 650 waste/300 fresh. 230k — 250k miles. Call Russ for additional information. 651-429-3781 (T07)

PRESSURE WASHERS

Industrial Pressure Washer - New w/warranty \$9,500. 2,000psi, 18gpm. 999cc Kohler & AR pump. Will deliver. 321-800-5763 (TBM)

Honda horizontal GX engines, new in-the-box w/warranty. GX200QX - \$399; GX-270QAG - \$579; GX390QA - \$599 delivered price. 800-363-9855 or GXParts.com (TBM)

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