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## FINDING A LIFESAVER

Florida operator turns to university work to keep company growing

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## Prepared for Takeoff

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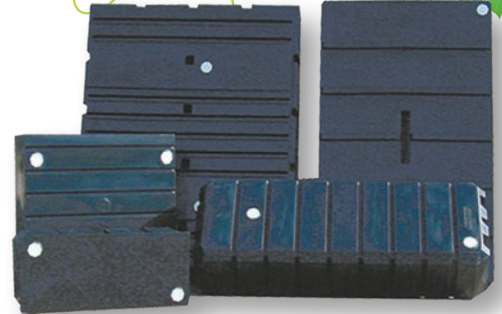
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**Finding a Lifesaver**

University work keeps Florida operator going through recession. Now business is booming as construction work comes back.

- **Betty Dageforde**

**ON THE COVER:** Talquin Portable Restrooms President Bill Strauss stands in front of portable restrooms (PolyPortables) at the campus staging lot at Florida State University in Tallahassee, Florida. (Photo by Amanda Thomas)

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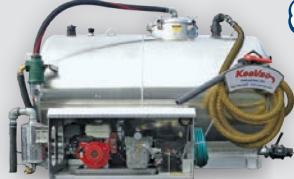
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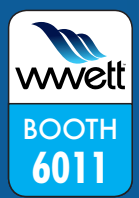
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# Change Is Always Happening

**PROS LEARN HOW TO HANDLE UPS AND DOWNS OF THE BUSINESS BY ADAPTING AND BUILDING ON THEIR BUSINESS**

By Cory Dellenbach

A few months ago, Jim Kneiszel, who had been editor of *PRO* for 12 years, introduced me as the new editor. It was an honor taking over this magazine and bringing you stories, but as you know in your own line of work, change is always happening.

We've recently gone through some changes in the editorial department at COLE Publishing, and because of those, Jim will take back *PRO* starting with the January 2017 issue. I'll be taking on our sister publication, *Plumber*.

A big reason for these changes is that longtime COLE staffer Ed Wodalski, who was editor of *Plumber* and wrote the In The Garage feature in *PRO*, passed away unexpectedly in late September. He will be greatly missed by all of us here. He enjoyed writing for you and giving tips on how to handle maintenance.

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**Change is around us all the time and we have to adapt to it, even though it can be difficult.**

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## ADAPTING TO CHANGE

Change is around us all the time and we have to adapt to it, even though it can be difficult. The portable restroom operators featured in this issue definitely had to change to make their businesses succeed.

Talquin Portable Restrooms, profiled this month, started in 2002 and served many construction customers. The company's other big client was Florida State University.

The recession in 2008 all but wiped out the construction work, forcing owner Bill Strauss to reevaluate his business and focus more on the university work. Doing those jobs, and the few construction jobs that remained, helped Talquin Portables survive. Today, the company still serves the university and has picked up some of those construction jobs again, while getting other special event jobs.

## FOR THE CUSTOMERS

Cal-State Site Services of Simi Valley, California, went through some changes of its own. The company, profiled in *On Location*, started out as a general engineering and contracting business specializing in water and sewer projects. Over time owner Rick Modlin found his way into fencing and eventually into portable restrooms.

Since then, the company has bought out two other portable restroom businesses and now serves a large area around its home base. Cal-State recently serviced a local event called Wings Over Camarillo. While it's not a huge event for the company, Modlin and his team are proud to service it because it's a hometown event.

Without being able to change from engineering to fencing and portable restrooms, the company wouldn't have been able to do that favor for its community.

## YOUR CHANGES

How have you seen your company change or adapt since you started it? You can email Jim at editor@promonthly.com and share your story.

It's been fun being editor of this title for the few issues I was here for. You can think of these few issues with me as rare collector's items now!

Enjoy this issue! ■

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WORKING TOGETHER

## Creating a Successful Team

Ask any coach and they will tell you how hard it can be to build a good team. Your employees are the backbone of your business so if everyone isn't on the same page, it can cause a lot of problems. When you can get your service technicians and your customer service employees to work together, you have truly hired a winning team. Here, a business owner discusses how to make your staff team players.



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# Give Your Tired Old Office a Facelift

**SPRUNGING UP THE DÉCOR OF COMPANY HEADQUARTERS DURING THE SLOW SEASON CAN USHER EMPLOYEES INTO SPRING WITH RENEWED ENERGY**

By Judy Kneiszel

**W**hether your portable restroom operation employs five or 50, its home base — the office — says as much about your business as your trucks and restrooms. Time and money spent renovating could be a valuable investment.

Like it or not, first impressions stick. An out-of-date facility gives visitors the impression a company doesn't care about appearances. If potential customers see your office is looking worn, they may assume you don't care how your business looks and jump to the conclusion that you don't pay attention to cleanliness and condition of your portable restrooms either. This is not the image you want to project.

## IS IT TIME TO REMODEL?

Updated office space can impress customers who visit occasionally as well as potential employees who are more likely to want to work for a company with clean, contemporary facilities. An office facelift can be a morale boost for longtime employees too.

After spending at least five days a week in the same office, month after month, year after year, you and your co-workers may take the space for granted, but it's possible your office isn't working as well as it could. Try to see it with fresh eyes and consider:

- Is there a lack of storage? Is every surface covered and every closet and cabinet cluttered?
- Is there a shortage of workspace? Are workers practically on top of each other? Is it easy to get around or could traffic flow use some improvement?
- Does the office give visitors a negative impression of your business? Is the décor dated? Is the furniture mismatched and worn? Does the color scheme scream 1990? Or are you screaming, "what color scheme?"
- Is your office too hot in summer, too cold in winter, or frequently too hot and too cold on the same day? Does it sometimes feel damp?
- Is the lighting too dim or too harsh? Is there little natural light coming in?
- Are there places for employees to collaborate as well as have privacy when necessary?
- Are your office energy bills too high?
- Overall, could the people who work in your office space be more comfortable, happy and productive on the job?

Answering yes to any or all of these questions means your office could do with some sprucing up. Whether that means a thorough cleaning, some rearranging and a fresh coat of paint, or a complete remodel with all new furniture, fixtures and floor coverings depends on your needs and budget.

## WHAT DOES YOUR OFFICE NEED?

Begin by looking at your office with a critical eye and then by getting

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**An out-of-date facility gives visitors the impression a company doesn't care about appearances.**

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input from all employees and customers. It's a waste of money to remodel without input from those who actually use the space daily, because you may miss opportunities to fix problems. There may be issues you're not even aware of.

Once you've gotten input, divide suggestions into "must have" items, "would be nice" items and "no way" items. This will help you with budgeting. For example, if an employee notes that loose carpet in an area of the office is becoming a tripping hazard, new flooring is a "must have." If an employee would like a \$5,000 massaging desk chair, scale back on this "no way" item with a compromise "would be nice" item.

This is also the optimum time to contact your utility and schedule an energy audit. Including energy-efficient lighting, efficient heating and cooling, increased insulation, ENERGY STAR appliances, and insulated windows in a remodel can have a return on investment that makes them wise investments. Also, a utility representative can tell you if there are rebates available when purchasing energy-efficient equipment.

A checkup from an HVAC contractor is helpful in planning a remodel too. Improving insulation and updating your heating and cooling systems may not be glamorous improvements, but the ability to maintain a consistent, comfortable temperature year-round will be greatly appreciated by employees, and could save on utility costs.

Once you know what you want in a remodel, it's time to find out what you can afford. Talk to several contractors and get their design and construction ideas, input and estimates.

## MODERN OFFICE TRENDS

As you think about remodeling, you may want to consider some of the current trends in office design that experts say will help you get the most out of your space and your workers. While it might just seem like simple paint and lightbulbs to you, there are lots of people analyzing office design in order to determine which paint, lightbulbs and other design factors increase worker happiness and productivity.

**Wide-open spaces.** Knocking down walls will make your space look and feel larger. Gone are the days of floor-to-ceiling walls dividing desks. Individual cubicles have given way to corrals or clusters of desks. The private

*(continued)*

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corner office for top brass that few workers ever enter has given way to managers being out amongst the people.

**New types of seating.** Office desk options have increased in recent years. Alternatives to the standard office desk and chair include high tables, standing desks, treadmill desks and adjustable-height desks. If you've been on a college campus lately, you've seen that students are provided a wide range of places to work both independently and collaboratively in student centers and college libraries. As those students enter the workforce, they may want to continue that style of working where they take their laptop from their traditional workstation to a sunny window one day, or to a comfy couch in a secluded corner the next.

**Collaborative spaces.** Having one large windowless conference room is out. Having multiple smaller meeting rooms is in. Community tables out in the open where a number of employees can sit and confer, or one or two

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**Talk to several contractors and get their design  
and construction ideas, input and estimates.**

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have ample room to spread out and work collaboratively on a project are also becoming popular.

**Include areas for privacy.** Office space designers understand that everyone needs to make a private call or just be undisturbed with their own thoughts occasionally, so as popular as open-concept office spaces are, it's still necessary to have a few places with doors where employees can shut themselves off.

**Go au natural.** To help relieve stress in the workplace, designers go back to nature. Natural surfaces like wood and stone are popular, and the calming colors found in nature are frequently used in decorating.

**Let there be light.** Just as the colors of nature are soothing, so is looking at nature itself. Adding skylights, increasing window size, and getting rid of heavy, darkening window treatments lets the light shine in, which can cut down on utility costs too.

**Writing on the wall.** In collaborative seating areas, covering walls with chalkboard paint or dry-erase paint encourages impromptu brainstorming.

**Hide the cords.** Offices designed and built before technology took over the workplace often have tangles of cables and cords everywhere. Wireless technology as well as innovative solutions for hiding wires and cords will cut the cluttered look.

**Make it easy to be green.** Incorporate green technologies in your remodel, from energy-efficient lighting to low-flow toilets and water-efficient faucets. In the kitchen area, include bins for sorting recyclables.

**Flexible spaces.** Be sure your office design isn't so stringent that there's no room to add more employees or rearrange things if staffing decreases.

## **GETTING IT DONE**

Remodeling is stressful. You probably don't have the luxury of shutting down for a couple weeks to do a big office renovation all at once. To decrease business interruption as much as possible, plan any remodel for your least busy time of the year. Encourage employees to take the vacation time they've got coming during the remodel or allow people to work at home if possible. Then work with your contractor to find ways to keep the business running smoothly through the renovation. Maybe this means moving everyone to half the facility while the other half is being worked on and then moving to the finished half while the project is completed.

Remodeling will be a bit of a hassle while the work is being done. But once it's completed you'll have a company headquarters you can be proud to invite potential clients to visit and a happier, more productive staff. ■



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# FINDING A LIFESAVER

The staff of Talquin Portable Restrooms. From left, Bill Strauss, president; Shad Wilson, service technician; Kev McDonald, service technician; Fill Griffith, general manager; and Vince White, service technician; in front of the company's Ford service fleet consisting of a 2015 F-550, 2008 F-550, and a 2013 F-550. (Photos by Amanda Thomas)

University work keeps Florida operator going through recession. Now business is booming as construction work comes back. **BY BETTY DAGEFORDE**

**C**onstruction work is often a PRO's bread and butter, but it can sometimes become undependable or dry up altogether depending on the weather, the economy or local circumstances. University life, on the other hand, tends to go on regardless of external circumstances. That turned out to be a life-saver for Bill Strauss and his company, Talquin Portable Restrooms, during the recent recession.

When we caught up with this PRO 10 years ago, the company was just getting started as a stand-alone entity. A big account for them was with Florida State University's Seminole Boosters for their tailgate parties. They were also building up a healthy pipeline of construction accounts. But the following year the country headed into an economic downturn and their growth trajectory came to a halt. Construction projects declined, but they were able to rely on a steady stream of work coming out of the university. They made it through the recession and have been growing ever since.

The company operates out of a 6-acre property in Midway, Florida, a town of 3,500 in the middle of the Florida Panhandle about 15 miles from the state capital in Tallahassee. Strauss is the active partner in the ownership team that includes his parents, Deanna and Fred

## Talquin Portable Restrooms Midway, Florida

**Owners:** Bill Strauss and his parents Fred and Deanna Strauss

**Founded:** 2002

**Employees:** 6

**Services:** Portable sanitation

**Service area:** 200 miles along the central Florida Panhandle

**Website:** [www.talquinportablerestrooms.com](http://www.talquinportablerestrooms.com)



Strauss. He calls his staff "the heartbeat of the operation" — general manager Fill Griffith, who's been there from day one; longtime service drivers Shad Wilson and Vince White; and newcomer Kev McDonald, who does cleaning and miscellaneous tasks. Deanna comes in once a month to handle some of the office work.

### GETTING STARTED

The roots of the company go back to 1987, when Strauss' father started a septic business. In 2002, acting on a hunch he'd had for years,

*(continued)*



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he added portable restrooms. Strauss took on management of that part of the business. By 2008, the family felt it made sense to separate the two divisions, mostly for accounting and tax purposes. Lawyers and accountants took care of the details, but customers were unaware of the change as the two companies continued to operate out of a single facility.

Talquin's service territory runs 20 miles north to the Georgia state line, 50 miles south to the Gulf of Mexico, and 100 miles east and west along the Panhandle. Other than restroom trailers, which Strauss says he'll take anywhere, he avoids heading into nearby states because of licensing and disposal issues. About 66 percent of their work is construction, 13 percent Florida State University-related work, and 21 percent other events and restroom trailers.

### TAILGATES AND TIGHTROPES

The company's inventory includes 541 standard units (25 percent PolyPortables Integras and 75 percent PolyJohn Enterprises PJN3s); 23 PolyJohn ADA-compatible units; 30 wheelchair-accessible units from PolyPortables, Sebach and PolyJohn; 12 PolyJohn hand-wash stations; and 14 250-gallon PolyPortables holding tanks. They also have two 16-foot restroom trailers from Advanced Containment Systems. The four company-built hauling trailers range in size from 8-unit to 16-unit. They use J&J Chemical deodorant products.

A few of the company's units are tan and white, but most are tan and



**Above, Left:** Fill Griffith pumps a 250-gallon holding tank (PolyPortables) at Florida State University's Doak Campbell Stadium in Tallahassee.

**Above, Right:** Kev McDonald puts the finishing touches on servicing a portable restroom (PolyPortables) near Doak Campbell Stadium.

burgundy to closely match the Florida State University garnet and gold team colors. During football season the company keeps 185 units at a storage facility on campus to be readily accessible for tailgate parties at the seven or so home games. They also set out units for the homecoming concert when it's held outdoors.

At the end of the 2015 football season the university began a construction project, which lasted until the start of the 2016 season, to redo the south end zone of the stadium. The company provided three holding tanks and 22 units with twice-a-week servicing.

Perhaps one of the more unusual events the company does on campus is the circus. Since 1947, the university's Flying High Three-Ring Circus has been offered as an extracurricular activity for registered students. It's not really designed to train people for circus work, but just to give students a taste of the life — everything from trapeze flying, high-wire acts and juggling, to rigging, costuming, lights and sound (no animal acts). Performances are held a couple times a year, spring and fall. During each two-week performance period the company sets up one of their restroom trailers, and six standard and two wheelchair-accessible units adjacent to the school's big top tent for use by attendees.

"We provide as good a service as we possibly can, and we say what we do and we do what we say."

**BILL STRAUSS**

### LESS IS MORE

While football and other school activities helped keep the company afloat during the recession, it was still a tough time for them as they watched construction dwindle. "We just held on tight," Strauss says of that time period.

He thinks another thing working in their favor was that they were still a small, young company. "Since we started in 2002 we were still growing when

(continued)

## Subleasing restroom trailers

A routine request for service on another company's restroom trailer about eight years ago led to the solution of a problem Bill Strauss, president of Talquin Portable Restrooms in Midway, Florida, had faced many times. He has two 16-foot Advanced Containment Systems restroom trailers, a five-stall and a seven-stall, but sometimes that wasn't enough to meet demand and he'd have to turn down work. The problem didn't occur often enough to justify buying another unit, but he doesn't like to disappoint a customer.

Tidy Coast Event Services out of Hobe Sound, Florida, specializes in restroom trailers. They have a large supply of units in inventory and a service territory that includes Florida, Georgia and Alabama. Strauss became acquainted with owner Anthony Heath when Heath asked him to service a unit he had on contract for a local Home Depot. They struck up a friendship and since that time he's been able to fulfill all his customers' requests. "If I'm out of one, which happens often, I rent from him," Strauss says. His trailer customers typically request units for weddings, black-tie fundraisers, and restroom remodel projects at businesses and restaurants.

Tidy Coast is about 400 miles from the company's office. When Strauss needs a unit he'll either send someone to pick it up or Tidy Coast will deliver it, depending on everyone's schedules. The companies have such a good working relationship that sometimes Heath will even leave units at the Talquin yard. "If he's bringing one back, because we have 6 acres and plenty of room, he'll leave trailers here as a drop-off point," Strauss says.

The arrangement has worked out well for both companies. Tidy Coast has gained a good customer and someone they can call on to service units in the Tallahassee area, and Strauss can feel more confident offering restroom trailers to his customers knowing he has a ready supply available.



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**Left:** Fill Griffith guides Shad Wilson, in the company's Ford F-550 service truck, through some units at the company's staging lot on the campus of Florida State University.

**Below:** Shad Wilson unloads units at the campus staging lot in Tallahassee.

it hit, as opposed to had we gotten big and then had to watch the bottom fall out." Not having a large staff to support, Strauss didn't have to face issues of finding enough work for everyone or laying people off. Mostly, he says, sales plateaued during the recession, then steadily climbed and over the last 10 years have increased by 60 percent.

### DURABILITY VERSUS AFFORDABILITY

The company services 403 units every week on their regular routes. Route work includes construction projects (about half residential, half commercial), county boat landings along the Gulf of Mexico, and a year-round contract with the state to provide restrooms and weekly servicing at several state parks. Some of their non-route work includes black-tie fundraising events for the state, fishing tournaments along the coast, and local festivals such as Springtime Tallahassee's Grand Parade. They also do a number of charitable events for which they donate units — Ronald McDonald House, the Salvation Army and several fundraising 5Ks.

*Shad Wilson and Fill Griffith pick up 14 hand-wash stations (PolyJohn) from a jazz festival at Cascades Park in Tallahassee.*



Strauss says the company used to run Isuzu trucks, but about eight years ago he decided to transition to Fords. "Isuzus go forever but Fords are easier and quicker to work on," he explains.

Today the fleet includes two pickup trucks, a 2004 F-250 and a 2013 F-350, and three F-550 vacuum trucks — a 2015 with a 2007 900-gallon waste/300-gallon freshwater aluminum tank from Engine & Accessory and a Masport pump, a 2013 with a 900-gallon waste/300-gallon freshwater aluminum tank and Masport pump built out by KeeVac Industries, and a 2008 with a company-built 600-gallon waste/300-gallon freshwater steel tank and

a Conde pump (Westmoor Ltd.). The company pays to dispose of waste at Tallahassee's treatment plant.

When Strauss bought the 2008 vacuum truck he ordered it with four-wheel drive specifically to handle a National Forest Service contract they've had for the last 10 years to provide units in the nearby Apalachicola Forest for hunters. Eighteen units are set up

in 13 primitive camping locations in off-road remote areas from early November to late February. The closest is 20 miles away, the farthest 60 miles. Service is weekly, usually on Fridays in preparation for weekend hunting. "It takes all day to service them because they're scattered all over the forest and are down narrow, bumpy dirt roads," Strauss says.

Strauss hasn't felt the need so far to have tracking software to keep track of his trucks, but as a routing aid he uses an Excel spreadsheet. He says his routes are fairly established and grew slowly over time but admits if he had to start from scratch he would definitely get routing software. Their system is set up with an A route and a B route, with five days on each route. "We have our own way of doing it," he says. "Just basically insert, copy, cut and paste."



**ALWAYS GRATEFUL**

Strauss gets a lot of his customers through word-of-mouth, but also uses his website for marketing and continues to invest in phone book advertising. He also tries to keep up a Facebook presence, posting pictures and event information — “When we get around to it,” he says. “Half the time we’re so busy we forget.”

The best marketing tool of course is keeping customers happy. Strauss’ philosophy is pretty simple — “We provide as good a service as we possibly can, and we say what we do and we do what we say.”

“We call ourselves a family owned and operated business but in my eyes these guys are family too. The best thing about this business is my customers and my employees.”

**BILL STRAUSS**

Strauss doesn’t take his customers for granted. He says he loves them all and is constantly thanking them for their business. He’s always pleasantly surprised when they say, “No, thank you.” He particularly enjoys hearing compliments about his drivers. If there’s one thing he appreciates as much as his customers, it’s his employees. “We call ourselves a family owned and operated business but in my eyes these guys are family too,” he says. “The best thing about this business is my customers and my employees.” ■

*Tripp Grable walks out of a restroom (PolyPortables) just as he did 10 years ago when Talquin Portable Restrooms was last featured in PRO magazine (December 2006).*

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Karleen Kos is executive director of the Portable Sanitation Association International. She may be reached at [karleenk@psai.org](mailto:karleenk@psai.org) or 952/854-8300.



# Image Transformation: A Lesson From the Auto Industry

By Karleen Kos

I bought my first-ever new car in 1987. It was low-end and nothing special to anyone but me — except for its one unique feature: cup holders.

Believe it or not, there was a time when cup holders were not a thing. As late as 1989, *US News and World Report* was calling “crannies for drinking cups” an unnecessary “future frill,” though they caught on fast with the car-buying public. People demanded cup holders, and more new autos had them. Then in 1994 a woman in a car was severely burned by too-hot coffee from McDonald’s, and the accident proved to be the tipping point, no pun intended. After that, cup holders became ubiquitous in American autos.

You may be wondering what all this has to do with portable sanitation.

As PSAI executive director, I have been party to many discussions about the difficulty of persuading customers to rent enough units or service

**We aim for a day when end users expect, and indeed get, a portable restroom experience that is memorable because it isn’t memorable.**

to ensure a positive experience. Sometimes it can seem like an unsolvable problem — mainly because the people who pay the bill lack sufficient motivation to make better rental decisions. Most of them never actually use the units themselves. The people who do use the units — the end users — don’t often understand how the rental process works. So they blame the portable sanitation company for their suboptimal experience, walking away with a bad feeling about the entire industry.

And round it goes — unless portable restrooms can become the new cup holders.

When consumers began demanding cup holders, auto companies — after 70 years of making cars without them — finally became motivated to provide “crannies for drinking cups.” At first they cost extra, and end users willingly paid extra. Today, people simply expect cup holders and won’t consider vehicles without them. Put simply, consumer demand and willingness to pay for what they knew was possible forced changes from auto manufacturers that might not have happened otherwise. This worked out pretty well for everyone involved with providing the cup holders, too.

Recently, PSAI committed to a long-range strategy for transforming the image of the portable sanitation industry. Our plan will require many years of time, talent and financial commitment. We aim for a day when end users expect, and indeed get, a portable restroom experience that is memorable because it isn’t memorable — with economics that work for all the parties involved.

This will happen when the public understands that portable restrooms do not have to be unpleasant, and they start demanding better options from our decision-making customers. When end users learn about the diverse equipment and services our industry can provide, and when they know where the decisions are made, things will start to change. Take PSAI’s mail carrier. She discovered luxury restroom trailers at a family wedding last summer and can’t stop gushing about her experience.

PSAI’s long-range strategy is aimed at harnessing the enthusiasm of satisfied users like our mail carrier to create market demand for better, cleaner, more pleasant portable restroom options. We know it will take time and money to really move the needle. Perhaps some unknowable event will help create a tipping point sooner. Whenever and however the change comes, everyone will win.

Maybe we should consider adding cup holders. ■

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3. The water and waste tank holds about 43 gallons water and 68 gallons waste.  
*Note: Frequency of pumping will depend on volume, etc.*
4. We use non-potable water so as not to waste drinking water.
5. An RV bowl that flushes only 16 ounces per flush or half full, to carry the solids through the neck of the bowl.
6. Chemical deodorizers are not needed to control odors.
7. A pressure plate switch below the polyethylene mat, allowing the lights and fan to turn on and off upon entry and exit.
8. An electric 12-volt water pump creates a washdown feature so anyone having a fecal accident can clean the unit without the help of others.  
*You can clean the interior first, then refill the water tank. There's no need to move the pump truck or drag a hose around or between the units.*
9. The water fill, battery box and waste tank openings are all in the rear of the unit, so attendees can still use it while it's being cleaned. Without having to get equipment in and out of doors, you can clean it faster than a chemical portable restroom.
10. The Sure Seal™ odorless waste tank design is like a P-trap in your home. No chemical deodorizers are needed, so profits are saved.  
*The unit vent pipe above to the rear will exhaust the fecal odor gases.*
11. The invention of plastic produced three great products in the early 1970s, the models of Poly-Portables, PolyJohn and Tufway. Other portable restroom products have since come to market, but we've been told these have been the most sold over time.
- 11a. Because of that, we have adopted these three models for our retrofit kit. Vendors who own one of these great portable restroom shells will not need to purchase another model. The existing model will fit on our retrofit tank, solar panel roof top, and fan adapter.  
*The idea is to use your existing models and reduce the cost of another purchase of walls, doors, and roof tops, while still owning a restroom with a solar panel feature. Use older models for construction. Save your profits.*
12. These units are not air conditioned. They're designed as an inbetween of the high-end air conditioned units and chemical portable restrooms.
13. The industry standard of the chemical portable restroom is over 45 years old.
- 13a. The cost to purchase a chemical portable restroom is about \$450-\$1,200.  
*Cost to purchase a single air conditioned unit is about \$3,900 to \$5,000. Nice units.*
14. Construction of our retrofit kit.  
*We have designed the water, waste tanks and skid to be about 200 pounds of polyethylene material, 70 pounds for the water and waste tanks, and 60 pounds for the skid that holds the two tanks together. After adding the shell and bowl and fan adapter and solar panel system the unit will be heavy. A chemical restroom weighs about 100 to 175 pounds.*
- 14a. We created on the tank's side a set of forklift ports for easier placement and removal/loading onto the truck with a forklift. You can load it full of 43 gallons of water for delivery to an event. The size of the VIP Best 1 unit is about 48" x 72" long. Four can fit atop the typical truck bed.
15. We made an adapter to recess into the roof and hold the exhaust fan to remove odors. The side vents must be sealed to work properly.
16. We offer an 80 watt solar panel; it produces almost 3.5+ amps per hour. Frequency of use to restoration will determine the size of battery wattage needed.  
*The solar panel bracket is also mounted on the back wall of the unit. It is reinforced by two aluminum 1/8" straps inside and outside. The existing walls are about 1/8" thick and not enough to support the panel and adjuster alone.*
17. We have developed a patent pending towable dolly system attachable to the base of the unit; it is available as an option. Used only for hard top surfaces.
18. We were issued a utility patent pending by the U.S. Patent Office for copyright protection.
19. Our goal is to remove the sight and odor. These are the most common complaints you have received by everyone who uses the chemical restrooms. If at all possible, women will not use them.

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**LOCATION:** Camarillo, California  
**THE PRO:** Cal-State Site Services

California contractor provides down-to-earth site services for annual high-flying air show **BY KEN WYSOCKY**

## THE TEAM

Rick Modlin is the owner of Cal-State Site Services. Based in Simi Valley, California, the company provides portable restrooms, temporary fencing and pedestrian barricades to customers throughout the Greater Los Angeles area. Event manager Kelly Kimes coordinates all aspects of servicing Wings Over Camarillo, an annual air show held in Camarillo, California. About 12 Cal-State employees work the event, including route driver Jesus Gomez, who takes care of servicing restrooms; Kimes, who oversees the VIP restroom trailers; and a three-man crew that erects fencing for security and pedestrian barricades for crowd control.

*(continued)*



*The Cal-State Site Services crew. From left, Kelly Kimes, Daniel Sanchez, Hector Saavedra, Rick Modlin, Eric Griffin, Jerry Nates, Mariano Cortez and Glen Hefflin. (Photos by Collin Chappelle)*

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## COMPANY HISTORY

Modlin started out with a general engineering and contracting business called Classic Construction Services, which specialized in water and sewer projects. He got into fencing in a roundabout way in the late 1980s when he realized the company was spending some \$20,000 a year to erect mandated temporary fencing to protect old oak trees standing on job sites throughout Ventura County.

Modlin used to hang signs on the temporary fencing to promote Classic Construction's services. But soon calls started rolling in from potential customers who asked if the company did fencing, too. Modlin responded by establishing Cal-State in 1991. He sold Classic Construction a year later to concentrate on temporary fencing.

In 2008, Modlin purchased Nature Calls Sanitation Inc., a portable restroom company in nearby Oxnard that specialized in farming and special-event portable sanitation. The rationale: He realized that customers who need fencing many times also require portable restrooms — and they'd prefer the convenience of getting them from just one vendor. About two years later, he bought another portable restroom operation. Cal-State's three primary restroom markets are construction, special events and agriculture, he says.

## EQUIPMENT MATTERS

To service customers, Cal-State owns about 1,000 standard Aspen restrooms made by Five Peaks; four restroom trailers made by NuConcepts; about 150 dual hand-wash stations made by PolyJohn Enterprises; roughly 18,000 feet of barricades; and about 1 million linear feet of temporary fencing (which includes both chain-link fencing and 6- by 10-foot fencing panels).

For servicing restrooms, the company relies on a 2017 Hino with a 1,500-gallon waste/500-gallon freshwater aluminum tank made by Tank World; three Freightliner trucks, each outfitted with a 1,500-gallon waste/500-gallon freshwater aluminum tank made by Southwest Tank and Steel; six Ford F-550 trucks that carry 750-gallon waste/400-gallon freshwater stainless steel tanks made by Satellite Industries; and one slide-in unit with a 750-gallon waste/250-gallon freshwater aluminum tank made by KeeVac Industries. All the units are equipped with Masport pumps.

To transport fencing and barricades, the company owns two Freightliner and four International 24-foot flatbed trucks. Modlin says he also buys promotional decals from J.C. Gury Co.

*(continued)*

*Sanitation specialist Jerry Nates lowers an Aspen portable restroom (Five Peaks) from one of Cal-State Site Services' trailers at the Wings Over Camarillo air show.*

*Cal-State Site Services' fence installer Mariano Cortez lowers a section of vinyl-coated picket fence from a trailer. The fence is being set up for the Wings Over Camarillo air show in Camarillo, California.*





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## THE MAIN EVENT

Established about 36 years ago, Wings Over Camarillo primarily features retired military airplanes, as well as general aviation aircraft and classic automobiles. About 15,000 people attend the two-day event, held every August.

Cal-State started providing just fencing for the event in 2010, but since then has added barricades, and then portable restrooms and restroom trailers to the mix. “We’ve handled everything for the last three years,” Modlin says. “It’s not the biggest special event we handle each year, but it’s near and dear to our hearts because it’s held in our own backyard and a lot of us live in the area.”

## BY THE NUMBERS

To properly service the event, Cal-State supplies about 60 Aspen restrooms, a dozen Bravo dual hand-wash stations, two restroom trailers, about 1,000 feet of fencing, 500 feet of barricades and two Five Peaks ADA-compliant restrooms. To clean restrooms, the company uses just one of its larger vacuum trucks that carries a 1,500-gallon waste/500-gallon freshwater tank equipped with a Masport pump, Modlin says.

## READY FOR LIFT-OFF

The event does not pose immense logistical challenges for Cal-State. It’s held only about 20 miles away from the company’s Simi Valley-based headquarters, so equipment either comes from there or is sourced from a service yard in Ventura, which is even closer to the show’s site.

The fencing crew heads out first on the day before the show. Modlin says it takes about six hours or so to set up all the fencing and barricades to secure the perimeter. Then the company uses 18-foot trailers to deliver the bulk of the restrooms plus the hand-wash stations, all on the same day that the fencing is erected. The company also uses three Ford stake-bed trucks, equipped with hydraulic lift gates, that carry four restrooms each. If needed, they can also tow trailers for extra restroom-carrying capacity. “We get everything done the day before the event,” Modlin says.

Restrooms are typically cleaned and restocked with toilet paper only once, starting at around 6 a.m. Sunday. Gomez also refills soap holders and water tanks on the hand-wash stations. Total service time: about four hours. “The grounds for the event don’t open until 11 a.m., so the driver has plenty of time to service the restrooms,” Modlin says. Waste is taken to a municipal treatment plant about 10 miles away, Modlin says.

On Monday morning, crews arrive at the site to break everything down and take it away; this requires about the same number of employees as

needed on the previous Friday. “We pretty much have it down to a science,” Modlin explains. “The whole site is on asphalt, so it’s easy to get around. And because the event is held at the Camarillo Airport, it’s a secure area, so we don’t have to deal with vandalism.”

**Right:** Cal-State Site Services staff relocate some of the portable restrooms at the air show grounds.

**Below:** Rick Modlin, president and owner of Cal-State Site.



**“It’s not the biggest special event we handle each year, but it’s near and dear to our hearts because it’s held in our own backyard and a lot of us live in the area.”**

**RICK MODLIN**

(Kimes) who’s second to none sure doesn’t hurt,” Modlin adds. “Kelly takes a lot of pride in what he does.” ■

## KEY TO SUCCESS

Modlin says being organized helps Cal-State earn repeat business, year after year, for the high-flying event. “Having done it for a few years doesn’t hurt, either,” he notes. Thanks to proper planning, the company has figured out how to minimize the amount of trucks and employees required for the job, as well as deliver restrooms and fencing in just one day, and break it down and take it all away in just one day. “Having an event coordinator

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ITEM#	SIZE	PRICE
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# Cold Weather Effervescence

QUICKBLUE POWDER PACKETS FROM SAFE-T-FRESH DESIGNED TO DISSOLVE IN LOW TEMPERATURES

By Craig Mandli

Servicing portable units during special events requires products that work quickly and effectively. Being able to service multiple units and get out before the crowd arrives is of the utmost importance. That concern is multiplied in cold weather, as freezing temperatures add challenges to restroom service. Fortunately, Safe-T-Fresh heard those concerns from its customers, and a product introduced at the 2016 Water & Wastewater Equipment, Treatment & Transport Show, QuickBlue, is its answer.

QuickBlue is a dual-film effervescent packet that actually dissolves in the brine that cold-weather portable restroom operators use to keep the liquid in the waste tanks from freezing. This process combines PVA film with a paper back to produce a deodorizer specifically designed for events and cold weather.

“It’s designed to be clean and easy to handle for service techs,” says Dean Carstens, deodorizer manager for Safe-T-Fresh. “All you have to do is pull it out of the bag and drop it in the tank. It dissolves in about a minute, regardless of the temperature of the liquid inside the tank.”

Along with its increased solubility, QuickBlue’s effervescent action disperses the contents to create a deep blue odor-fighting solution. Its effectiveness in cold weather allows PROs to reduce deodorizer inventory costs and improve service, as instead of stocking an event with winter de-

**“All you have to do is pull it out of the bag and drop it in the tank. It dissolves in about a minute, regardless of the temperature of the liquid inside the tank.”**

DEAN CARSTENS



odorizer, all units can be serviced using just one product. The premeasured packet also helps PROs provide more consistent service. QuickBlue was launched roughly 1 1/2 months prior to February’s show, and according to Carstens, his customers were excited to get their hands on the new product.

“People really love the increased solubility speed, along with the packets’ cleanliness and ease of use,” he says. “You don’t have to worry about getting chemicals or dye on your hands, or cleaning up spills.”

Carstens explains that QuickBlue is the company’s first non-liquid effervescent — and is a direct response to customer requests. “Obviously this isn’t the first non-liquid product on the market, but we believe it to be the first designed to effectively dissolve in brine,” he says. “Many of our customers, especially those in colder climates, have been asking us to come out with something like this for quite a while.”

Safe-T-Fresh, along with parent company Satellite Industries, has been a longtime exhibitor at the WWETT Show. Carstens says the 2016 show was a success, thanks in large part to the excitement caused by the new QuickBlue product.

“We’ve sold several cases right on the show floor,” he says. “Being in Indianapolis is a great market for this product. A lot of PROs from cold weather climates come here, and this product is made especially for them.”

Carstens says Safe-T-Fresh plans to come back to the show in 2017 with not only its line of popular portable restroom products, but also some new innovations.

“We get the best bang for our buck at this show,” he says. “It puts us in front of more operators than anywhere else.” 877/764-7297; [www.safetfresh.com](http://www.safetfresh.com). ■

*Dean Carstens, left, deodorizer manager for Safe-T-Fresh, shows a QuickBlue dual-film effervescent packet to an attendee on the 2016 WWETT Show floor. The packet actually dissolves in the brine that cold-weather portable restroom operators use to keep the liquid in the waste tanks from freezing. (Photo by Craig Mandli)*



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# Top Truck-Accessory Picks for Holiday Gift Giving

**YOUR PRESENTS WILL BE REQUESTED UNDER THE CHRISTMAS TREE WHEN YOU OFFER UP THESE SWEET WORK TRUCK ADDITIONS**

By Ed Wodalski

It's the holiday season. And like most people you've probably been wondering what to buy for that special someone on your gift list. If they own, drive or just like trucks, we have a few ideas that might save the day.

## A BLAST OF AIR

If you're looking for something with flare as well as practicality, give Truck Lungs a look. Basically, they're powder-coated nerf bars filled with compressed air. Customizable step plates are available. Finished in a semi-gloss black (other colors available), the onboard air system mounts like any other running board. Primarily designed for pickup trucks, they can be built for any-size vehicle. Made to power air tools and pneumatic jacks, remove dust and inflate tires, air capacity ranges from about 8 to 14 gallons at 200 psi. Each kit comes with a fill adapter that works with any air compressor. A small 12-volt compressor, mounted under the truck, is available to automatically fill the lungs.

Tanks are 3.5 inches in diameter and have a wall thickness of 0.12 inches. Mounting brackets are made of 1/4-inch steel. Pricing begins at \$750. Delivery typically takes two to three weeks and gift certificates are available. [trucklungs.com](http://trucklungs.com).



## SEE AND BE SEEN

For those late nights and early mornings, Maxxima offers a 1.8-inch round LED auxiliary emergency warning light with amber clear lens. The light is brighter and uses about 10 percent less energy than a standard halogen.

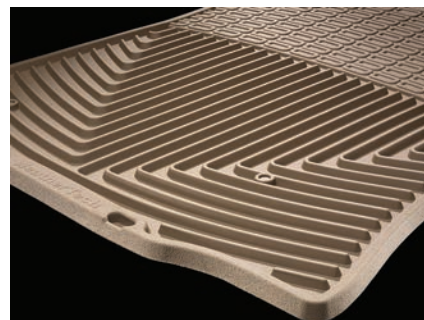
Distributed by Virgo Fleet Supplies, the light features 17 selectable flash patterns, synchronized/alternating flash, control module, chrome bezel, flange and gasket. It sells for \$59.95.

To keep your truck showroom sharp, Virgo also offers Mojo paint protectant and Mojo metal polish. Both come in a 12-ounce bottle and sell for \$20. It is a polymer-based formula designed to clean, polish and protect. The metal polish is formulated for chrome, stainless steel, aluminum, copper and brass. [www.virgofleet.com](http://www.virgofleet.com).



## KEEP IT CLEAN

Winter slop dragged into the cab can make it a challenge to keep a truck clean. All-weather floor mats from WeatherTech feature deeply sculpted channels designed to trap water, road salt, mud and sand. The mats are engineered to prevent curling and cracking in subzero weather. The mats also have anti-skid ridges to prevent shifting, and come with a protective, non-stick finish for easy cleanup. Available in black, tan and gray for select-model trucks, the mats sell for \$54.95.



**Above:** All-weather floor mats from WeatherTech feature deep channels to trap water and debris.

**Left:** Powder-coated nerf bars filled with compressed air from Truck Lungs are available with customizable step plates.

**Below:** Virgo Fleet Supplies offers the Maxxima LED auxiliary emergency warning light with amber clear lens.

For even greater protection, WeatherTech offers laser-measured FloorLiners. Made of a high-density material, the liners feature a rigid core for extra strength and tactile feel. The grippy underside is designed to reduce movement. Channels carry fluid and debris away from shoes and clothing. Available for select vehicles, the laser liners sell for \$109.95, depending on vehicle configuration. [www.weathertech.com](http://www.weathertech.com).

## GIVE IT A REST

Long days on the road can lead to sore elbows and shoulders — especially if your truck doesn't have an armrest. The RoadPro padded armrest from Pickup Specialties is a moveable pad that can be used with the window up or down. The armrest installs in seconds with no

tools or glue and is completely adjustable — simply slide it forward or back. Available in dark gray, light gray, tan and black, the armrest sells for \$19.95 and fits most pickups, vans and semis.

[www.pickupspecialties.com/truck\\_and\\_car\\_padded\\_arm\\_rests.htm](http://www.pickupspecialties.com/truck_and_car_padded_arm_rests.htm).

## GET ORGANIZED

Nothing is more frustrating than trying to find something in a cluttered cab. It gets even worse when you set that cup of coffee on the dash and it spills on your work orders. Raney's Truck Parts offers the V-Truck custom dashboard system in a variety of colors for Freightliner, Kenworth, International, Volvo, Sterling, Western Star and Mack trucks. *(continued)*



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The removable shelving (\$139.95) mounts on your dashboard, providing added space for your phone, pens and laptop. It even serves as a portable travel table when you stop for lunch. The shelving comes with gray and black carpet and chrome finish or in all black. Mounting hardware is included. [www.raneystruckparts.com/dashboard-shelves](http://www.raneystruckparts.com/dashboard-shelves).



**Above:** The V-Truck custom dashboard from Raney Truck provides added work space.

**Left:** The OverDryve dashboard tablet from Rand McNally provides a technology update for older vehicles.

## STAY CONNECTED

Making its debut at the 2016 Chicago Auto Show, Rand McNally's OverDryve dashboard tablet is a great technology update for older vehicles. The tablet provides hands-free calling and texting (phone required), and enables you to navigate to your next destination and receive collision warnings. Features include magnetic mount; 7-inch, high-definition screen; and Bluetooth wireless technology. Options include wireless backup camera, driving-habit analytics, vehicle diagnostics and tire pressure monitoring. Base price: \$399. [www.myoverdryve.com](http://www.myoverdryve.com).

## SCALE MODEL TRUCKS

Let's start with a new vacuum truck. Not the full-size version, although that would be an awesome gift, but a 1/34th scale model — true in detail right down to the hoses, pumps and graphics.



Bob Scribner of Granite State Collectibles in Rindge, New Hampshire, has built model trucks since 1989. He got the idea by paging through a friend's copy of *Pumper* magazine. With over 50 different cabs available, he requires a series of close-up photos of your rig, showing every possible angle. Delivery takes four to five weeks, so you might have to leave a card under the tree saying it's on the way.

**Granite State Collectibles offers detailed scale models of restroom service trucks.**

Portable restroom trucks are \$175 and up; vacuum trucks are \$229 and up. Graphics average about \$35.

Scribner airbrushes each vehicle, using authentic automotive paint. Vacuum trucks are about 12 inches long and portable restroom trucks are about 8 inches long. All have real rubber wheels. He also has "toy" septic pump trucks with Kenworth, Navistar, Freightliner or Peterbilt cabs for \$28 each. [www.granitestatecollectibles.com](http://www.granitestatecollectibles.com).

## STUFF THE SACK

Hopefully, you've found an item or two that will bring a smile to the trucker on your gift list this holiday season. ■

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# Holding Tanks and Transport Trailers

By Craig Mandli

## HOLDING TANKS

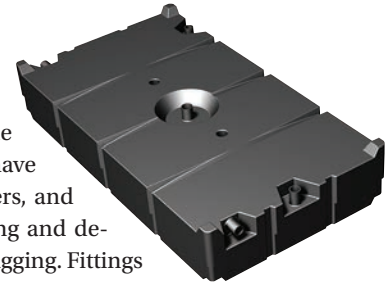
### FIVE PEAKS 250-GALLON HOLDING TANK

The 250-gallon holding tank from **Five Peaks** has a 17-inch profile that slides easily between the wheel wells in most pickup trucks and trailers. The durable tank comes with one manhole cover (plus an optional second) along with six fittings offering multiple plumbing configurations. Made from rotomolded polyethylene, the tank has heavy-duty grab handles for easy transport and a sloped design that prevents water from pooling. **866/293-1502; www.fivepeaks.net.**



### SATELLITE INDUSTRIES HOLDING TANK

Strong, impact-resistant polyethylene holding tanks from **Satellite Industries** have two internal pillars and thickened corners, and are designed to stack high, resist cracking and decrease wear-through from sliding and dragging. Fittings are molded, not spin-welded, for greater strength, and all ports and connectors are recessed to guard against breakage. The 300-gallon-capacity polyethylene tanks can be connected end to end with standard rubber fittings to increase waste storage when needed. They are available in gray or a natural translucent color. Optional 5- and 10-inch manways are available. **800/328-3332; www.satelliteindustries.com.**



### KENTUCKY TANK PRO-PUMPER 250

The **Pro-Pumper 250** low-profile, plastic holding tank from **Kentucky Tank** is designed for above-ground waste storage. It has a capacity of 250 gallons and easily fits under office trailers. It has seven 3-inch threaded inlets and a 10-inch lid with stainless steel tether for easy plumbing and pumping. The holding tank has a molded-in handle for easy positioning and securing. It is FDA approved for potable water. It comes in 16 colors. **888/459-8265; www.kentuckytank.com.**



### T.S.F. COMPANY 300-GALLON HOLDING TANK

The low-profile 300-gallon holding tank from **T.S.F. Company** is 16 inches tall, designed to easily slide beneath an RV or a field office. The placement of two 3-inch holes is standard, one in the corner for clean-out and easy access from the side of the trailer and another provided for the plumbing. Varied-size holes or spin-welds can be installed anywhere in the tank for any application. It has been certified in the states that require certifications, require it by the truckload for temporary waste storage due to devastation or are required to have above-ground tanks in campgrounds. **800/843-9286; www.tuff-jon.com.**

### POLYJOHN ENTERPRISES HOLDING TANK

Wherever there's a need for a job site trailer, there's also a need for a **PolyJohn Enterprises** holding tank. The tank is a durable, sanitary receptacle used for collecting waste in portable restrooms. It's a necessity for long-term portable sites where indoor plumbing is not an option. Made from highly durable plastic, the design is functional and discreet. It's also compatible with other PolyJohn restrooms and sinks, and can be easily configured with most any type of plumbing. For outdoor work sites or special events, it can be used to complete any portable restroom area. Tanks are available in 250- and 300-gallon capacities. **800/292-1305; www.polyjohn.com.**



## TRANSPORT TRAILERS

### AMERI-CAN TOTER TRAILERS

Rugged **Toter** portable restroom transport trailers from **Ameri-Can** are available in sizes from 16 to 40 feet in length, with the ability to carry up to 20 restrooms per large trailer. A drop bar enables large units such as ADA-compliant and handicapped-accessible units to be easily transported. Its easy-load design saves time in use. Each trailer is made of steel for strength and years of dependable service. **574/892-5151; www.ameri-can.com.**



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## TRANSPORT TRAILERS

### CUSITEC CUSTOM TANKS AND TRAILERS 3000 S

The **3000 S** portable restroom transport trailer from **CUSITEC Custom Tanks and Trailers** carries two restroom units and is designed for remote areas where it's difficult for a service truck to travel on a daily basis. It has a two-compartment self-contained bottom tank, with 126 gallons for wastewater and 65 gallons for freshwater. It can be used up to 3,000 times before servicing and has an easy-discharge valve and 42-gallon water tank for the hand-wash unit. **915/239-8919; www.syqonline.com.**



### EXPLORER TRAILERS TRANSPORTER

The **Transporter** from **Explorer Trailers** has easy-to-adjust carrier slats that box in virtually any-size restroom skid;

even multiple-size skids can be configured securely in the same load, providing safe, flexible transportation for the many styles of portables available. Models range in size from 8- to 48-foot, accommodating up to 24 toilets. All include fully independent suspension axles that virtually eliminate side-to-side shock transfer. An optional front wind deflector can protect units from road spray, stones and wind loading. Hot-dip galvanizing is available for corrosion protection. **866/457-5425; www.explorertailers.com.**



### JOHNNY MOVER TRAILER SALES TRAILER

The portable restroom transport trailer from **Johnny Mover Trailer Sales** has a skid-locking system utilizing an iron bar locked into place with a chain-binding system to secure multiple units. Models are available to handle from six to 20 restrooms, and all feature front deflectors, to protect units from road spray and debris; brakes; paint options; lighting; leaf-spring suspension; optional powder coating and chrome wheels. **800/498-3000; www.cesspoolcleaners.com/johnny.html.**



### LIQUID WASTE INDUSTRIES TRAILER

Custom-built portable restroom delivery trailers from **Liquid Waste Industries** can carry six to 24 portable restrooms, and come with or

without sides. They are built with heavy-duty steel and come standard with torsion axles, electric brakes, flush-mounted lights and, depending on the size of the trailer, 10- or 13-inch wheels and tires. Custom upgrades include gates, leaf-spring axles, fold-down ramps, LED lights and choice of hitch. **877/445-5511; www.lwiinc.com.**



## DECALS

### ALLIED GRAPHICS DECALS

Allied Graphics has developed a special adhesive designed for the portable restroom industry. The adhesive is engineered to stick and stay put on the challenging textures found on all major portable restrooms. When combined with durable UV-cured ink, the adhesive ensures decals will hold up to the harsh environments portable restroom units are subjected to, according to the maker. **800/490-9931; www.allied-graphics.com.**



### ROEDA SIGNS & SCREENTECH IMAGING DECALS

Decals from **Roeda Signs & ScreenTech Imaging** help distinguish one portable restroom service company from another. They typically include the company logo and phone number, but can be customized to include more information and images as requested. They are printed on high-tack permanent adhesive vinyl and can be custom-cut to any shape or size. A protective clear coat or laminate can be applied over the printed decals to extend their life. Service-record decals can be placed within each portable restroom. They can be ordered as a basic stock decal or customized to include logos and other company-specific details. **800/829-3021; www.screentech.com.**



## LIGHTING

### J&J CHEMICAL J-LIGHT

The solar-powered, motion-activated **J-Light** from **J&J Chemical** is a dependable light source that easily installs in the roof through a 1 1/2-inch hole. The self-contained solar panel acts as a day/night sensor, saving energy during the day and charging the batteries, allowing the light to activate only when it's dark. The long-life rechargeable batteries will save operators time and money not having to replace standard alkaline batteries, as well as being a more environmentally friendly solution. The motion sensor turns the light on when activity is detected. Once the toilet is exited or there is no longer activity, the light will remain on for 35 seconds then turn itself off. Five high-intensity LEDs emit 30 lumens of light. **800/345-3303; www.jjchem.com.**



### SOLAR LED INNOVATIONS SOLAR POD LIGHT

The **Solar Pod Light** compact lighting system from **Solar LED Innovations** provides 65 lumens of light, illuminating portable restrooms for nighttime use. About the size of a hockey puck, the unit protrudes less than 1/4 inch above the roofline and securely double-locks through the roof. Automatic and manual settings control lighting. A day in the sun provides up to 24 hours of lighting time. It exceeds Cal/OSHA illumination requirements for nighttime agricultural operations. **484/639-4833; www.solargoose.com.**





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**PORTABLE RESTROOM MOVERS**

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The **Armal** transport dolly is used to move Wave portable restrooms from one location to another. It is made of lightweight aluminum, making it easy for one operator to maneuver a portable restroom quickly. It is made for rigorous daily use and speeds up the process of picking up and/or dropping off portable restrooms in a safe and efficient manner. 770/491-6410; [www.armal.biz](http://www.armal.biz).



**DEAL ASSOC.  
SUPER MONGO MOVER**

The **Super Mongo Mover** hand truck from **Deal Assoc.** can be used to easily move standard and ADA-compliant handicap restrooms. The tall handle creates leverage so smaller operators can tip back restrooms with ease. It is constructed of steel and aluminum for light weight and durability, and is available with pneumatic or flat-free foam tires. Four-tire models make it usable around the yard or when moving mostly empty restrooms, while six and eight-wheel models are available for soft ground and heavier loads. 866/599-3325; [www.dealassoc.com](http://www.dealassoc.com). ■

able with pneumatic or flat-free foam tires. Four-tire models make it usable around the yard or when moving mostly empty restrooms, while six and eight-wheel models are available for soft ground and heavier loads. 866/599-3325; [www.dealassoc.com](http://www.dealassoc.com). ■

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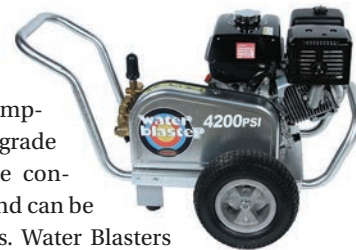
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## PRODUCT NEWS

### Simpson Aluminum Water Blaster Series

Aluminum Water Blasters from Simpson are designed to provide commercial-grade cleaning at a lower weight. Frames are constructed from aircraft-grade aluminum and can be topped with Honda or Simpson engines. Water Blasters are rated from 3,200 psi at 3 gpm up to 4,400 psi at 4 gpm. Other features include AAA or Cat triplex plunger pumps, thermal relief valve and detergent injection system. **847/348-1500; www.simpsoncleaning.com.** ■



## INDUSTRY NEWS

### GPS Insight ranks on Inc. 5000 list

GPS Insight was ranked No. 3,668 on *Inc. Magazine's* 500/5000 list. The *Inc. 5000* list recognizes the 5,000 fastest-growing companies in the United States. GPS Insight has ranked on the *Inc. 5000* for the last seven years.

### SkyBitz names VP of sales

Carolyn Rehling was named vice president of sales for SkyBitz Local Fleets division. Rehling has 20 years of executive sales experience. ■



Carolyn Rehling



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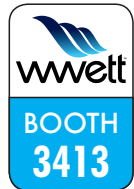


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