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## THE PIONEER SPIRIT

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Party Started**

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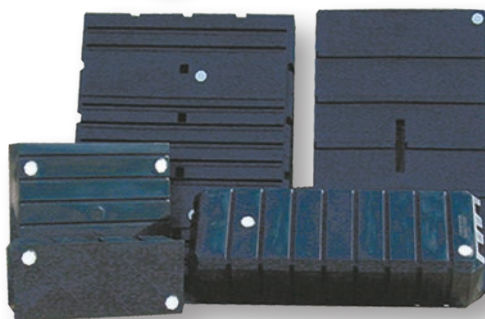
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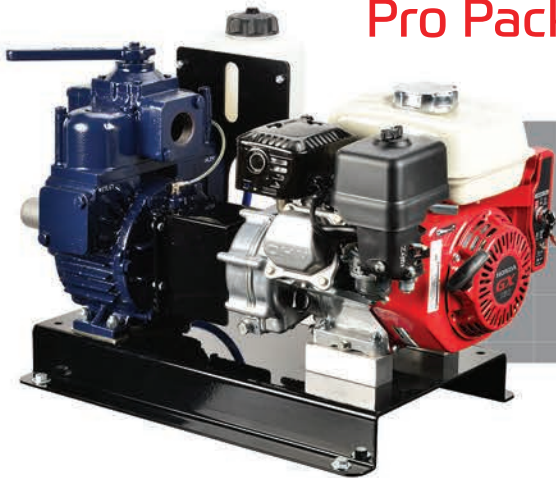
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# Resolve to Get Up and Get Moving

**IF SITTING IS THE NEW SMOKING, PORTABLE SANITATION WORKERS SHOULD UP THEIR ACTIVITY LEVEL IN 2017**

By Jim Kneiszel

It's the new year and many of us are resolving to lose weight, become more active and improve overall health. Sure, we find ourselves saying the same thing every year, but I was reminded recently about a doctor's warning that may motivate us all to get up and get moving this time around.

For a few years, Dr. James A. Levine, director of the Mayo Clinic - Arizona State University Obesity Solutions Initiative, has pushed a provocative message to promote a healthier lifestyle: "Sitting is the new smoking." Levine contends our lives are shortened by two hours for every hour we sit.

"Sitting is more dangerous than smoking, kills more people than HIV and is more treacherous than parachuting. We are sitting ourselves to death," the author of *Get Up! Why Your Chair is Killing You and What You Can Do About It*, said in an interview.

Levine explains that too much sitting increases the risk of death from cardiovascular disease and cancer by as much as 125 percent. It leads to conditions including increased blood pressure, high blood sugar, excess body fat around the waist and abnormal cholesterol levels, he says.

## SHAPE UP

Scientifically speaking, Levine calls this condition nonexercise activity thermogenesis, or NEAT. The website [www.medicalbillingandcoding.org](http://www.medicalbillingandcoding.org) came up with some interesting statistics that explain the problem in simple terms:

- People sit an average of 9.3 hours per day
- Obese people sit for 2.5 hours a day more than thin people
- Between 1980 and 2000, exercise rates stayed the same but sitting time increased 8 percent
- When you sit, calorie burning decreases, fat-burning enzymes drop 90 percent, good cholesterol drops 20 percent, and risk of diabetes rises

This message is important to any American worker, but it's especially important for the portable sanitation industry this time of year. Portable restroom technicians arguably have a pretty good job for keeping active — at least during the summer months when event and construction business keeps them hopping. But we should all heed Levine's advice when workers in the industry are least active. And a more active workday is important all year for our office staff stationed at desks.

As Levine points out, "This is about hardcore productivity. You will make money if your workforce gets up and gets moving. Your kids will get better grades if they get up and get moving. The science is not refuted."

With that in mind, I offer some tips to keep your body moving at work, especially in these dormant periods:

---

**When you have to talk to a driver, walk out to the garage to see him. When you have the time, call on customers in person to get away from your desk. Conduct staff meetings or training sessions standing up.**

---

### Encourage walking breaks

Office workers are most at risk of a life-shortening sedentary lifestyle. If you sit behind a desk all day, plan short walking breaks throughout the day. Get up and move around whenever possible: to confer with other workers, to get the mail, or just to walk down the street and back. Get out of the mindset that these walking breaks are time wasters, and realize they are making you healthier.

### Add sit-stand desks

Just a few years ago, it was quite expensive to purchase desks that move up and down to allow you to alternate between sitting and standing positions. That has changed since experts started talking about sitting as a major health risk. Today, you can purchase a variety of desktop units that easily elevate your monitor and keyboard for \$200 to \$300, and desks with electric motors that raise and lower the work surface can be bought for \$400 to \$500, though you can spend a lot more. Encourage your office crew to stand as much as possible. They may start with brief intervals of standing in front of the computer, and work up to spending most of their day up off their chairs.

### Get out of the cab

Portable restroom route drivers enjoy the benefit of lots of moving around during the day. If you service 40 to 50 restrooms on a route, you're getting in plenty of steps and a wide range of motion and activity. But there are still long stretches where you're sitting in the cab between stops. Break up long rides with short walks. And on slow days back at the office or warehouse, try to avoid sitting down on the job. And don't let good habits developed during the busy season slack off when winter comes. Keep moving year-round.

### Count your steps

Fitness tracking devices have come down in price, and using a Fitbit or a Misfit or any number of other brands of wearables can be a great motivator to keep moving. These devices will track your daily steps and other exercise





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activities, as well as monitor your sleep habits. They sync to your smartphone and let you know your progress toward healthy lifestyle goals. Compete against yourself to improve the numbers or purchase fitness trackers for everyone in the company and set up a group so you can encourage each other to get more active.

### Meet in person

The phone, email and texting have helped us improve efficiency in communicating with fellow workers and customers. But these technologies all play into more sedentary habits at work. When you have to talk to a driver, walk out to the garage to see him. When you have the time, call on customers in person to get away from your desk. Conduct staff meetings or training sessions standing up rather than seated around a conference table. Better yet, take the meeting outside for a walk around the block or through a park.

### Don't sit down for TV time

It's easy to reverse the good habits when you arrive home after a long day. Studies show many people spend five hours a day or more watching TV. Of course, the first goal could be to limit the eyeball time. One could argue there isn't five hours of anything worth watching no matter how many cable channels you pay for. After limiting your screen time, consider sliding that comfy reclining couch away from the TV and replacing it with a treadmill or exercise bike. Allow yourself only to watch TV if you're walking or riding at the same time. ■

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TAKE AN HONEST LOOK

## Turn Weakness to Strength

Admitting weaknesses can be really hard to do. But every company has them. Successful companies work to recognize their weaknesses and build a strategy to improve. Read about how this business owner uses weekly operations meetings to determine where the business is falling short and how those issues can be addressed and corrected.

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ROOM TO IMPROVE

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GROW YOUR CLIENT LIST

## Expanding Services

This month's cover star James Murdock started out small, but grew and diversified his business over time. The company began doing sewer cleaning projects with the help of an industrial jetting system. Find out about Murdock's equipment additions and how new applications for a trailer jetter helped expand his business.

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# Will Cyber Insurance Save You from Devastating Losses?

**MALICIOUS HACKING IS A GROWING PROBLEM COSTING SMALL BUSINESSES LOTS OF TIME AND THOUSANDS OF DOLLARS. FIND OUT IF YOU'RE COVERED.**

By Judy Kneiszel

**D**ata breaches and hacked accounts are big problems associated with big companies like Yahoo, Home Depot and Target because those are the cases that get media attention. Small businesses however, are not immune.

A 2015 study by the independent research organization Ponemon Institute and IBM found companies with fewer than 10,000 records are more likely to be hacked than those with more than 100,000 records, probably because smaller businesses are viewed as easy marks, with less-sophisticated cyber security technology. A Fortune 500 company has more resources to shore up firewalls than a mom-and-pop shop, and thieves are opportunists if nothing else.

## GONE PHISHING

How are small businesses being hacked? In a 2016 Internet Security Threat Report, cyber security company Symantec says businesses with 250 or fewer employees are often recipients of fraudulent emails whose senders aim to steal financial information. Known as phishing, this practice targeted small businesses 43 percent of the time in 2015 — a 9 percent increase over 2014. The report notes that in 2011 only 18 percent of attacks focused on small businesses, so it's clear how fast the risk is growing.

Symantec also reports about 1 in 40 small businesses are at risk of being the victim of a cyber crime. Within a targeted business, hackers will go after the email of employees with access to company finances. A malicious email opened by an employee who pays vendors or processes payroll, for example, could put financial information at risk, allowing hackers access to funds as well as personal employee, vendor and client information.

Criminals can use hacked information to remove money from bank accounts through wire transfers, steal customers' identity information, file for fraudulent tax refunds, or commit health insurance fraud. Cyber crooks can even use one small business' website to hack other small businesses.

Adding to the bad news, ransomware attacks are also increasing. This type of malware is used to freeze data or an entire computer network in order to extort money from a company. Hackers demand payment in exchange for a decryption key. Payment demands range from a few hundred to several thousand dollars.

## PROTECT YOUR BUSINESS

So how can a small business be protected? First, try to reduce risk as much as possible. Make sure all employees are smart about passwords, and monitor who has access to critical files. Once you've identified and reduced risk, the next step may be insurance.

Of course, if fire is a possible threat to a business, one purchases fire

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**Smaller businesses are viewed as easy marks, with less-sophisticated cyber security technology. A Fortune 500 company has more resources to shore up firewalls than a mom-and-pop shop.**

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insurance. If water is the threat, there's flood insurance. Today, it's a sign of the times that companies are offering cyber insurance, but many small-business owners don't purchase it because they mistakenly assume any loss caused by computer glitches or hacking are covered by traditional insurance policies. What many find out too late however, is that commercial property insurance and business liability insurance policies don't cover cyber liability, and the costs can be astronomical.

The price of a data breach includes financial reimbursement of stolen money, legal fees if lawsuits have resulted from the breach, and the cost of compliance with breach notification statutes. It can also be costly to identify what caused the breach and come up with solutions to keep it from happening again.

## ASSESS YOUR RISK

Cyber liability policies may be offered by the insurance company already providing your business liability coverage, so that may be a smart place to start shopping, especially since having more than one policy with a company can mean qualifying for a discount.

If you're still not sure this specialized insurance is necessary, take stock of your business. Cyber liability insurance makes sense if a business stores or transmits sensitive third-party information like credit card numbers, Social Security numbers, bank account numbers, etc., which is just about any business that accepts credit cards, pays bills or processes payroll. A good cyber liability policy will pay for damages associated with a breach including breach notification expenses, credit-monitoring fees, security investigation and repair, and cyber extortion expenses. Some of these are costs you probably never even thought about unless you've experienced a breach.

Another factor to consider is that as more and more companies safeguard themselves against cyber crime, they are becoming pickier about who they do business with. You may start to see big companies requiring proof of cyber liability insurance before agreeing to conduct business with you.

*(continued)*

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### RATES VARY

Cyber liability insurance rates vary depending on several factors including the type of industry, size of the company and amount of risk. You'll get added protection and may qualify for lower rates if you've put some effort into beefing up your network security.

This is similar to how owning a car with a good safety rating can lower auto insurance premiums. It can be as simple as improving firewalls, adopting better password practices companywide, training employees to identify and ignore phishing emails, and limiting the number of employees with access to sensitive information.

Christine Marciano, president of Cyber Data Risk Managers, an insurance agency specializing in cyber liability, put together a sampling of what clients pay for premiums. While premiums will vary widely, from hundreds to many thousands of dollars, one of her examples that might be close to a PRO company would be a doctor's office with \$700,000 in annual revenues and a premium of \$649.

While shopping around for cyber liability coverage, keep in mind that while no business owner looks forward to spending more to add insurance, the National Small Business Association technology survey reports the average cost of a cyber attack reported by small businesses that were targeted in 2013 was \$8,699. That kind of unplanned and unwanted expense can cause serious financial problems for any small business. ■

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# THE PIONEER SPIRIT

The Murdock Portable Toilets & Septic Tank Service team includes, from left, James Jackson, Amanda Carey, Stuart Sayer, James Murdock, David Holiman and Dawayne Murdock. (Photos by Stephen B. Thornton)

Starting nearly 50 years ago with plywood restrooms he built himself, Arkansas PRO James Murdock has stretched and grown along with industry technology advances **BY BETTY DAGEFORDE**

**D**iversification is one key to longevity for James Murdock's portable sanitation and septic pumping company, which has been serving the communities of the Arkansas River Valley for nearly 50 years. When customers in one segment of the business falter, others keep chugging along.

Or when the economy takes a downturn, he has clients immune to recession such as schools and agriculture. And even when the weather turns cold and construction work slows down, he always manages to keep busy by offering tools and equipment to tackle a variety of tough jobs.

Meanwhile, James' son, Dawayne, had experienced diversification of his own in his career as an accountant. He spent 20 years working in various industries and businesses, small and large, public and private. He now brings that broad experience to his father's company, overseeing accounting, marketing and business operations.

Murdock Portable Toilets & Septic Tank Service is located in Russellville, Arkansas. It operates out of a 64,000-square-foot facility, part of

## Murdock Portable Toilets & Septic Tank Service Russellville, Arkansas

**Owners:** James and Anna Sue Murdock

**Founded:** 1970

**Employees:** 6

**Services:** Portable sanitation, septic pumping, grease trap maintenance and line cleaning

**Service area:** 75-mile radius

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



which is rented out to others. James, 79, owns the business with his wife, Anna Sue. Dawayne, 55, describes his father's role as "general manager, truck driver and just about everything else, too."

The team is rounded out by dispatcher Amanda Carey and three service technicians — 22-year veteran David Holiman, 10-year veteran

*(continued)*



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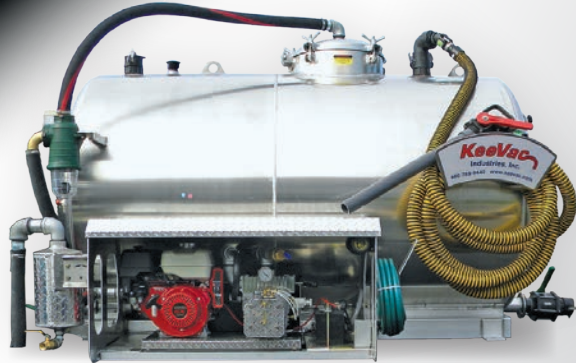


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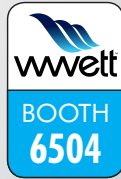


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James Jackson and relative newcomer Stuart Sayer. Drivers are cross-trained on all aspects of the business, including portable sanitation (about 75 percent of revenue), septic pumping, grease trap maintenance and line cleaning. They work within a 75-mile radius.

## STARTING OUT

Before starting his own business, James was a crane operator, working in different locations around the country. But he always had an entrepreneurial spirit. “When my son started first grade, I said I’d never work for anybody else if I didn’t have to,” he says. At the same time, he moved to Arkansas, where he had worked on a project and told himself he’d return if he got the chance. “We came back here and started from scratch — and sometimes I’m still scratching,” he says.

His venture into self-employment included trash services, construction of prefabricated metal buildings, and swimming pool installations. But the winning ideas were septic service and portable restrooms — a fairly new concept in the area at the time but something he was familiar with, having worked on projects in New York and California that required them.

Dawayne’s trajectory with the company began as a kid, helping out all through high school and college. After graduating with a degree in business education, he worked for a number of companies, everything from large corporations to mom-and-pops. “It gave me a chance to see all phases of accounting, some of the marketing, and a little human resources,” he says.

*James Murdock, right, discusses the daily routes with driver James Jackson.*

At one point, he also worked as a business

*Technician Stuart Sayer empties a holding tank manufactured by Kentucky Tank at a construction site office trailer.*

*Sayer services restrooms at a construction site using a service truck built in-house using a Jurop/Chandler pump.*



“Dad’s a people person. He likes meeting people, he likes knowing people around town. He’s managed to stay busy all these years and enjoys the work and being a part of the community.”

**DAWAYNE MURDOCK**

broker helping people sell and buy businesses, which he says gave him a new perspective on small business. In 2013, he returned to the family business. “The situation arose that I was in a commission job and needed a dependable paycheck, and Dad needed somebody he could trust to do the books. So we said let’s figure out something to make this work.”

## COMPANY ASSETS

Today, the company stocks 400 fiberglass portable restrooms, six Five Peaks flushable units, 10 PolyPortables hand-wash stations and Kentucky Tank holding tanks. The service fleet includes three 2011-14 Ford

*(continued)*



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# The evolution of portable restrooms

The history of portable restroom construction has played out on a micro scale at Murdock Portable Toilets & Septic Tank Service in Russellville, Arkansas. When James Murdock founded the company in 1970, he built his own units out of plywood. He even tried to set up a manufacturing operation, but never really had enough resources to do it properly. "Then I learned it was cheaper to buy them and not worry about the manufacturing part of it," he admits.

The units he bought were made of molded fiberglass, the new material of choice in the 1970s. Fiberglass was lighter. It was also easier to clean, something Murdock was especially adamant about. In fact, that's one reason for his color preference. "White has always been a choice for me," he says. "It's cooler and easier to keep clean — you can see where the dirt is."

Murdock was so satisfied with the performance of the fiberglass units that it wasn't until 2014 that the company purchased a few flushable restrooms made of the now-standard polyethylene. The flushable units are used mainly for weddings and other special events.

With the popularity of lighter poly restrooms, the fiberglass units they bought are no longer in production. However, Murdock still has enough in stock to hold them for awhile. "We're probably one of the few companies that still uses fiberglass units," says Dawayne Murdock, the owner's son and company accountant.

"White (restrooms have) always been a choice for me. It's cooler and easier to keep clean — you can see where the dirt is."

**JAMES MURDOCK**

F-350s with 1,000-gallon waste/200-gallon freshwater steel tanks, and two 2008 Internationals, one with a 2,300-gallon waste/225-gallon freshwater steel tank, the other with a 2,000-gallon waste/225 gallon freshwater steel tank. All have Jurop/Chandler pumps. They were built in-house and designed to be multifunctional. "The way Dad built his trucks was we run them primarily for portable toilets, but they're large enough that they can also pump a 1,000-gallon septic tank," Dawayne says.

The company also has three larger vacuum trucks — 2007 and 2010 Macks and a 2010 International with 4,000- to 4,200-gallon aluminum tanks and Jurop/Chandler pumps built out by Progress Tank. Most of the company's septic pumping is for residential customers, about a third of which is emergency work.

"You try to educate people," Dawayne says, "but the septic tank is hidden out in the yard, so it's out of sight, out of mind until it doesn't work." A small portion of their business is pumping out grease traps for local restaurants and schools. And for line cleaning they use two trailer-mounted jetters from Spartan Tool, models 740 (propane) and 758 (gas).

"Any kind of pumping that's nonhazard, we are capable of doing it," James says. "And most of the time we're capable of going with a couple hours' notice anywhere in this area." The company uses Verizon's Network-fleet to keep track of where their vehicles are so they can deploy the nearest truck for an emergency.

The company also uses a Hotsy pressure washer and CPACEX deodorant products, and disposes of waste at the local wastewater treatment facility.

*James Murdock uses a Hotsy pressure washer to clean fiberglass restrooms.*

*Dawayne Murdock is the accountant for the family business.*

events, some of which include the country's largest chuckwagon race at a private ranch in Clinton; swap meets and car shows at the Museum of Automobiles; local festivals — Atkins Picklefest, Johnson County Peach Festival, Valley Music Fest; the Petit Jean State Park Mountain Rendezvous; and races of all kinds. "And we get a lot of calls for family reunions and weddings," Dawayne adds.

The Arkansas River is the site of many of the events. Murdock's services portable restrooms on barges that pull into the nearest town when onboard units need pumping. They also do work for the U.S. Forest Service, pumping out vault toilets or bringing in portable restrooms for large group activities in the Ozark and Ouachita mountains.

To get the word out, the company markets through its website. They also have a Facebook presence and belong to the local chamber of commerce. Most of the new business comes through word-of-mouth and referrals. The Murdocks believe a competitive advantage is their longevity and operating philosophy.

"Dad always said anybody can rent you a portable toilet," Dawayne says. "But what we're selling is service. We give you a clean unit and good service."

Economic declines do not affect all industries equally, and the company was fortunate to have a number of clients fairly resistant to the downturn because of the services they provide. Some of those clients included poultry processing plants and farms, the Bridgestone Tire inner tube manufacturing facility, and two International Paper box plants.

"When they had what they called a recession in 2008, we never felt the

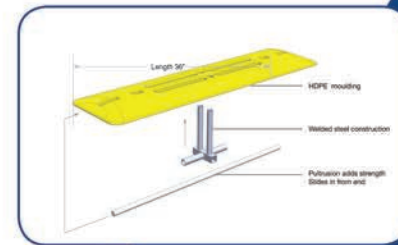
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## The alternative to tube stands

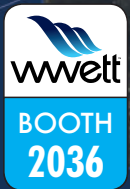
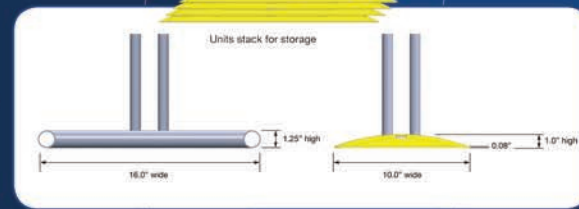
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downfall," James says. "We stayed level." The work they do on the industrial side is primarily cleaning lines, pumping holding tanks and furnishing portable restrooms for events and construction projects.

Another longtime recession-proof customer has been Arkansas Tech University. "We're in a college town and a town like that doesn't feel the slump," James says. "The college has had a steady growth for the last 40 years plus." The company provides restrooms for construction projects, outdoor student activities and sporting events such as the 2016 women's regional NCAA softball tournament.

### GAS RIGS AND NUCLEAR REACTORS

The oil and gas industry has had its ups and downs in Arkansas since the 1920s, but for Murdock the biggest benefit came in the early 2000s, when drilling rapidly expanded. The company provided portable restrooms and pumped out holding tanks for construction trailers and laundry facilities. During the boom, they expanded their service territory to 100 miles out.

When the price of gas dropped a couple years ago, drilling in the state came to a near standstill. It had been a big part of Murdock's business, but Dawayne says the effect on the company, although substantial, wasn't devastating. "We've always had other businesses besides that, so we just had to work that a little harder." Plus they had some time to adjust. "It was not a sudden drop," James explains. "It was a gradual drop-off because they have to maintain a certain amount of gas in all the big pipelines."

At the other extreme of the energy picture, the nuclear industry has provided work for Murdock for nearly 50 years. It was a bit of good luck that just about the time James started the business, the Arkansas Nuclear One reactor was being built just a few miles away. He provided pumping and portable restroom services for construction of both the first unit, which came online in 1974, and a second unit in 1978. Today, the amount of work varies from year to year, but the company continues to provide pumping and portable sanitation services for various construction or yard projects.

### JUST KEEPS GOING

As the company approaches its golden anniversary, James can't say for sure what has motivated him to stay in the industry so long. "I stayed in it to buy groceries," he laughs.

Dawayne elaborates — "Dad's a people person," he says. "He likes meeting people, he likes knowing people around town. He's managed to stay busy all these years and enjoys the work and being a part of the community."

But one thing that's kept the business going for so long is not having all its eggs in one basket. "We're diversified enough and with enough companies that we keep steady," James concludes. ■

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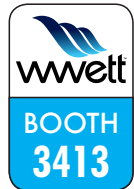


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# VIS-Polish System Gives Aluminum Rims a Mirror Finish

By Craig Mandli

Service trucks are your livelihood. They need to be properly maintained for driver safety, and kept looking sharp for both employee pride and the positive projection of your business in the community. VIS-Polish aims to help accomplish that.

VIS-Polish, demonstrated by Vehicle Inspection Systems on the floor of the 2016 Water & Wastewater Equipment, Treatment & Transport Show, is a robotic wheel-polishing system that restores the appearance of aluminum truck rims. According to a company spokesperson, it can quickly refurbish road-wear wheels to reveal any hidden damage before a wheel breaks.

“Oxidation can eat through a dirty wheel or camouflage cracks without the driver even knowing,” says Lauren Del Brocco, marketing manager with Vehicle Inspection Systems. “Not only does keeping the wheels clean make the rig look nicer, it adds life to the wheels and allows the driver to keep a closer eye on their condition.”

## IMPROVES APPEARANCE

The system is available for 19.5-, 22.5- and 24.5-inch aluminum wheels, including super singles and wide-base steer. Its automatic, enclosed process contains the dirt, dust and noise of aluminum wheel polishing in a sturdy work cell, isolating the aluminum and polishing dust from the operator. Even the most soiled and oxidized wheels are typically fully clean after the maximum 45-minute polishing cycle, according to Del Brocco. For fleet operators and truck dealers, the system boosts fleet pride while enhancing vehicle safety and ensuring maximum vehicle resale value.

“The system is so much faster and safer than polishing wheels by hand,” says Del Brocco. “All you have to do is put the wheel in and press a few buttons, and you’re good to go.”



The system’s computer automation means it’s faster than manual polishing and never has to take a break. The computer is programmed to apply a set amount of polishing motion and pressure to each wheel, ensuring all wheels come out looking similar. The automation also allows technicians to multi-task to reduce maintenance labor costs, as the unit requires very little attention during operating cycles, Del Brocco says.

*Steve Stone, left, a regional support technician with Vehicle Inspection Systems, demonstrates the VIS-Polish automated polishing system for a WWETT Show attendee. (Photo by Craig Mandli)*

While the 2016 WWETT Show was the first as an exhibitor for Vehicle Inspection Systems, Del Brocco feels the attendees are the target market for the polishing system.

“The majority of the attendees at this show own multiple trucks running aluminum wheels, whether they are from the septic pumping or portable restroom industry, hydroexcavation, or sewer cleaning,” says Del Brocco. “This is a great product for both the dealers that are selling those guys their trucks and the operators that have multiple trucks in their fleet and are concerned about both the safety and appearance of their units.”

## WWETT RETURN

Del Brocco says the biggest goal coming into the WWETT Show was to introduce the product line to the water and wastewater industry. She was enthused by the feedback received on all displayed products, but especially by the VIS-Polish, which was demonstrated on the show floor.

“We’ve gotten a ton of great comments, and a lot of good leads,” she says. “This is a big show; probably a much larger show than we’re used to, but that is good. I feel we’re making great inroads into this industry.”

Del Brocco says the company is prepared for the 2017 WWETT Show. “Being here and talking to the attendees at WWETT tells me that we are perhaps an even better fit for this show and this industry than we had originally anticipated,” she says. “So many of these guys are running large fleets, and there is a lot of pride in not only making sure those fleets are safe, but that they look good.” 866/847-8721; [www.vischeck.net](http://www.vischeck.net). ■



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# Let's Get This Party Started

A major outdoor country music festival in Prince Edward Island, Canada, keeps KM Liquid Waste Removal on its toes

BY PETER KENTER

## THE TEAM

KM Liquid Waste Removal is located in Charlottetown, Prince Edward Island, Canada. The business is owned by partners Stephen MacKinnon, Corey Peters and Michael Cassidy. Managing partner MacKinnon works full time for the business, alongside two employees, Wade Bruce and Paul McPherson. MacKinnon's cousin, a school teacher, joins the team during summers.

**THE JOB:** Cavendish Beach Music Festival

**LOCATION:** Cavendish, Prince Edward Island, Canada

**THE PRO:** KM Liquid Waste Removal

## COMPANY HISTORY

KM was established in 1980 by Ken MacDon-ald, whose initials remain in the company name. The business was purchased by MacKinnon and partners in 2009. KM covers the entire island province — all 2,200 square miles — offering portable restroom rentals and service, grease trap service, and pumping of lagoons, sludge tanks, lift stations and wastewater treatment plants. Portable restrooms total 40 percent of the company's business and its primary restroom customers are construction companies, with concerts, weddings and fairs rounding out the list.

## EQUIPMENT ROUND-UP

KM offers 215 portable restrooms: 100 PJN3 models from PolyJohn Canada and 115 Global models from Satellite Industries. In addition, the company provides flush units: six Aspen models from Five Peaks and two Fleet models from PolyJohn. Ten more are wheelchair-accessible models from PolyJohn. A hot-water shower unit is from PolyPortables. They also have one Pluto3 urinal unit from Atlas Sanitation Products. The business also offers a 25-foot restroom trailer as well and 14 hand-wash stations from PolyJohn and PolyPortables. Deodorizers are from PolyPortables and Surco.

*(continued)*

*The Cavendish Beach Music Festival features some of the biggest names in country music over three days. (Photos by Mark Lebryk)*



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**Right:** From left, Stephen MacKinnon, John MacKinnon and Chris MacKinnon are shown at the Cavendish Beach Music Festival.

**Below:** Stephen MacKinnon, left, and John MacKinnon unload borrowed Five Peaks K2 restrooms from a Linkletter Welding trailer before the music festival begins.



*Stephen MacKinnon returns the hose to a 2003 Chevy service truck carrying a Crescent tank and Masport pump.*

were built by Vacutrix and all carry Elmira Machine Industries / Wallenstein Vacuum pumps.

The 4 X 4 portable restroom service fleet includes: a 2006 GMC 3500HD with a converted propane tank (360 gallons waste/240 fresh) built out by Grand View Welding and outfitted with Elmira Machine pump; a 2003 Chevy 2500HD with a 250-gallon waste/100-gallon freshwater Crescent tank and

The company's big vacuum trucks include a 2010 Freightliner M2-112 with a 4,100-gallon hot-dipped galvanized steel tank, a 2000 International 4900 with a 3,600-gallon steel tank, and a 1988 International with a 2,650-gallon steel tank. All tanks

Masport pump; and a 2004 Chevy 2500HD with a 360-gallon waste/210 fresh tank and Conde (Westmoor) pump. All tanks are steel.

The trucks tow a 10-unit Explorer trailer from McKee Technologies - Explorer Trailers and a 22-unit transport trailer from Linkletter Welding.

### THE MAIN EVENT

The Cavendish Beach Music Festival is the largest multiday outdoor music festival in Atlantic Canada. Staged in mid-July, 75,000 visitors flock to the country music event each year. This was the ninth annual event, featuring such headliners as Blake Shelton and Kenny Chesney. The event has stretched to as many as five days but in 2016 ran from Friday, July 8, to Sunday, July 10, with some fans coming in Thursday evening to buy tickets.

### AN EARLY SETUP

"We begin setting up Monday before the event," says MacKinnon. "That gives us good lead time, but it's also coming off the Canada Day long weekend, which is also one of our busiest periods, so we're moving units from one set of contracts to another. This year, we brought in 100 restrooms, including units from two other operators, although we were doing all of the service."

Cavendish is a 40-minute drive north of KM headquarters. Both trailers are used to haul restrooms. MacKinnon sets up with only one other employee, working around crews erecting tents, fences, power supply, stages and food service venues.

"It's a good atmosphere and everyone cooperates," he says, "It's like a concert in itself — a well-oiled machine. If someone looks like they need a hand we help each other out. We generally set up our units in one central area for general use and another for wheelchair-accessible units."

In addition to portables, KM sets up a community washroom made up of 48 plastic urinals from Satellite Industries mounted to plywood sheets.

**"It's a good atmosphere and everyone cooperates. It's like a concert in itself — a well-oiled machine. If someone looks like they need a hand we help each other out."**

**STEPHEN MACKINNON**

*(continued)*



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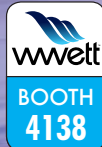
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A huge bank of PolyJohn and Satellite Industries restrooms is ready to go at the music festival.



**Above:** Pluto3 urinals from Atlas Sanitation Products were used to keep lines down at the traditional restrooms.

**Right:** KM secured Satellite urinal units to plywood sheets and plumbed into a pair of Fralo (Roth Global) tanks in a common men's portable sanitation area.



The urinals are located near the licensed beverage tents and are hidden by a fence with privacy skirting. They're plumbed into two underground Fralo (Roth Global) holding tanks totaling a capacity of 1,500 gallons. They also used their one Pluto event urinal and borrowed three others to place on site.

"We've left the underground tank there from year to year," says MacKinnon. "We bid the job, but we keep getting the contract so leaving it there hasn't been a problem."

The setup takes three days. The Thursday night "kitchen party" provides entertainment from a single tent for fans buying tickets, but attracts only small crowds and KM provides service the next morning.

"We'd prefer to do the service at night after 11 p.m. when the event shuts down, but local bylaws don't allow us to work late," says MacKinnon. "We also can't make any noise until 7 a.m., so we come in at 6:30 and fill the sinks with water and then begin pumping and cleaning at 7. The gates open at 11 a.m. and we remain on site during the whole day."

## TAKING THE STAGE

Service requires all three restroom service trucks and five workers. The team expands to about a dozen during the day, including local workers hired to provide additional maintenance support, replace bathroom tissue and liquid hand sanitizer in the restrooms. The service trucks pump into the 3,600-gallon tank of the 2000 International, and waste is delivered to the municipal plant in Charlottetown.

This year's service was far less eventful than the 2014 festival, when a hurricane blew through the area.

"It hit late morning with wind over 90 miles per hour and started to tip over the restrooms," says MacKinnon. "Thankfully they were already pumped and clean. We set them back up and tied them together for support, but it didn't work — they just fell over together! We decided that if they were going to blow over, they were going to blow over, so we just laid them down so they wouldn't get damaged."

"One of the tents was anchored to a 3-ton concrete traffic barrier and

we watched those barriers lift an inch or two off the ground. We let them attach some straps from the tent to our vac truck just to keep it from blowing away. Thankfully there was no real damage and the show continued the next day."

## THE FINAL ACT

The event ended on Sunday night. MacKinnon returned for one last service on Monday morning, drained the tanks, removed supplies and began to deliver the units back to their owners and his own home base.

"It's more relaxed," he says. "The show organizers want everything out of there in two weeks."

Typically, KM tries to coordinate the pickup with regularly scheduled work along established service routes.

## PARTING THOUGHTS

"At the end of the day, events like this are a lot of hard work," says MacKinnon. "People outside the industry don't realize quite how much. I really enjoy doing them and I appreciate that one moment when you're all set up and just watching what the people at the event are doing and seeing everyone have a good time." ■

## MORE INFO

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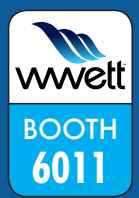
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2. An odor exhaust fan to remove odors.
3. The water and waste tank holds about 43 gallons water and 68 gallons waste.  
*Note: Frequency of pumping will depend on volume, etc.*
4. We use non-potable water so as not to waste drinking water.
5. An RV 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.

We think you can increase **YOUR** business over others and at the same time increase your profits with a quality product. We charge more rental than everyone else but still get orders. We have customers who will never go back to chemical portables.

We can share more about various uses with this product.

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By Ed Wodalski

**T**he world of power take-offs, or PTOs, continues to see a growing trend toward automatic transmissions in the work truck industry. While not yet 50-50, it's getting close, says Dave Douglass, director of training and education, Muncie Power Products.

"On a manual transmission, you have PTOs that are mechanically shifted," Douglass says. "It could be a cable shift or an air shift. You have PTOs that are engaged by gears sliding in and out. In the case of automatic transmissions, you have PTOs that are engaged by hydraulic pressure from the transmission that acts on a piston to engage a clutch pack. Those kinds of PTOs are commonly referred to as clutch-shifted PTOs."

The advantage of the clutch-shifted PTOs for a vacuum truck operator is the elimination of gear clash. In some cases, the PTO can also be engaged before the truck reaches a full stop.

"Currently, the pneumatic blower industry is not switching over to automatic transmissions," Douglass says. "That will probably come, but right now that's still a segment of the market dominated by manual transmissions. In the vacuum truck market, there's a mix of manuals and automatics. The larger vehicles — the Class 7s and Class 8s — are still predominately manual, although there are some automatics in the smaller Class 4 and 5 trucks. Automatics have made an impact there."

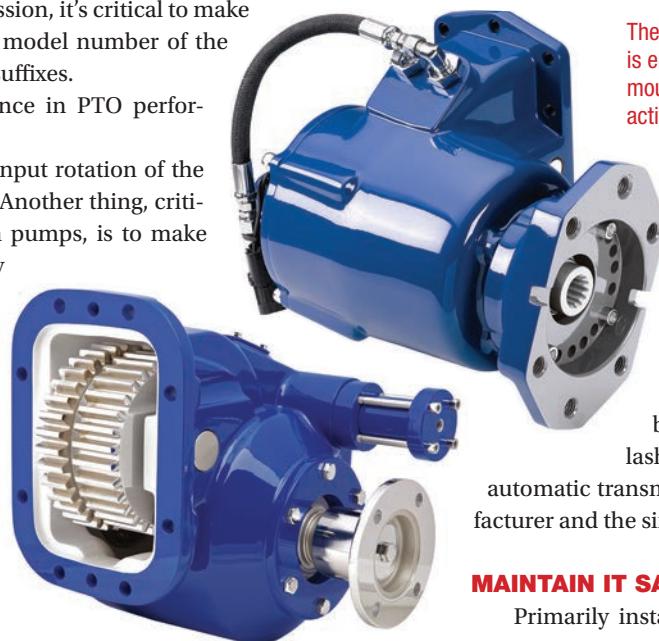
## SELECTION

When matching a PTO to a transmission, it's critical to make sure you have the complete make and model number of the transmission, including any prefixes or suffixes.

"Those things can make a difference in PTO performance," Douglass says.

You'll also want to make sure the input rotation of the pump matches the rotation of the PTO. Another thing, critical in the case of blowers and vacuum pumps, is to make sure the PTO can transmit the necessary torque and horsepower required to run your equipment.

The 82 Series eight-bolt power take-off from Muncie Power Products is built for high torque (maximum 500 ft-lbs) and heavy-duty requirements (maximum 95 hp at 1,000 rpm). The PTO features a lever or air shift cast iron housing and a single or dual optional hydraulic pump mount. (Photos courtesy of Muncie Power Products)



The CS24 power take-off is engaged by a direct-mounted solenoid that activates an internal wet clutch pack. It has a maximum torque of 325 ft-lbs and maximum 62 hp at 1,000 rpm.

transmission, you'll use the PTO on the bottom eight-bolt aperture because it can handle more horsepower and torque."

Many truck manufacturers have also eliminated the right-side option by mounting exhaust systems in that area, leaving only the bottom or left side of the transmission for mounting the PTO.

Backlash between the mating gear of the manual transmission and the PTO is determined by adding or subtracting gaskets to achieve a backlash between 0.006 and 0.012 inches, while backlash in automatic transmissions is determined by the transmission manufacturer and the single supplied gasket.

## MAINTAIN IT SAFELY

Primarily installed by upfitters, the hardworking PTO requires

Since blowers rely on high torque and high speed, PTO selection is critical. With vacuum pumps, selection often comes down to the size of the truck and the pump.

When evaluating torque ratings, it's important to determine if the driven equipment will be performing continuous- or intermittent-duty applications. A rating higher than the actual required torque will be necessary if the driven equipment is performing continuous duty. To determine torque rating, multiply the horsepower requirement of the driven equipment by the engineering constant of 5,252 and divide by pump input rpm.

## INSTALL THE PTO

Once you've selected the correct PTO, it's time to focus on installation and maintenance.

When mounting the PTO to the transmission, you typically have two options. In the case of manual transmissions, there's a six-bolt aperture on the right or curbside of the vehicle and an eight-bolt aperture on the bottom of the transmission offset to the left. Automatic transmissions have two 10-bolt apertures, one on each side. Accessibility is the primary determiner of which aperture is used.

"With manual transmissions, the eight-bolt aperture on the bottom of the transmission can typically be used to mount larger PTOs, as opposed to the six-bolt opening on the right side," Douglass says. "Usually, on a manual



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little maintenance beyond periodic checks of the mounting bolts for proper torque and the shaft seal for evidence of wear.

The SH Series air shift power take-off is designed for high-torque applications (maximum 400 ft-lbs) and up to 76 hp at 1,000 rpm.

Where the PTO is supplying hydraulic flow to drive a vacuum pump, it's important to keep the spline coupling between the pump and the power take-off lu-

bricated. Some manufacturers offer a wet spline that lubricates the cavity between the pump and PTO.

"There's really not much maintenance to a power take-off," Douglass says. "And if you would have called me 20 years ago, we'd be talking about just manual transmissions, and it probably would have been the same answer. PTOs aren't traditionally high-maintenance."

It's always a best practice to put safety first when working around equipment. And never inspect a PTO with the truck running. "We always say the best place for the keys if someone is going to be under a vehicle is in that person's pocket," Douglass says.

"And if you're doing maintenance on the hydraulic system, make sure the pressure is relieved before loosening any couplings. Never look for a hydraulic leak by running your hand along the hose or any of the fittings or couplings," he says. "Hydraulic oil systems can carry up to 3,000 psi and can result in a serious oil injection injury."

Always put safety first. ■


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# wwett 17 Product Preview

Professionals will have the opportunity to see the top wastewater tools and equipment in the industry on the WWETT 2017 show floor by **Craig Mandli**

The Water & Wastewater Equipment, Treatment & Transport Show will fill the Indiana Convention Center Feb. 22 to 25 with the best products and services the industry has to offer. To make sure you don't miss out on any of the new, innovative industry offerings in Indianapolis, be sure to check out the interactive floor plan on the WWETT website ([www.wwettshow.com](http://www.wwettshow.com)). All attendees are sure to bring home a new idea or product to assist them in the coming year.

Here's a look at some of the most exciting products and services that will be on the WWETT Show floor:

**BOOTH #4138**

## Allied Graphics

Portable restroom decals from **Allied Graphics** are available in custom shapes and sizes, and can be color-matched to any portable unit. The decals have an adhesive backing designed to stick to the plastic on restrooms, including textured surfaces. When combined with durable ultraviolet-cured ink, they will hold up to the harsh environments portable restrooms are typically subjected to. **800/490-9931; [www.allied-graphics.com](http://www.allied-graphics.com)**



**Booth #4339, 4342**

## Amthor International Matador

The 4,000-gallon aluminum **Matador** vacuum tank from **Amthor International** comes standard with a 5/16-inch-thick side shell and floor, full head baffles and no external rings. It is available as a dumping tank with or without full-opening rear doors, code or non-code, as well as with off-road construction options for various oilfield and mining applications. Various pump models are available, as are chassis and stock tanks. **800/328-6633; [www.amthorinternational.com](http://www.amthorinternational.com)**

**BOOTH #2033, 2039**

## Armal Transport Dolly

The **Armal Transport Dolly** is used to move Wave portable restrooms from one location to another. It is made of lightweight aluminum, making it easy for one operator to maneuver a portable restroom quickly. 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)**



**BOOTH #4234, 4237 & 4238**

## ART Company 207-W

The **207-W** restroom trailer from **ART Company (A Restroom Trailer Company)** is designed for fast and easy setup with a sleek, streamlined appearance. The 20-foot seven-station unit is available in several exterior and interior color combinations to match any existing fleet colors. It has a 780-gallon waste tank, 200-gallon freshwater tank, heavy-duty steel frame, integral trailer skirting, a 2 5/16-inch trailer hitch, heavy-duty tongue jack, maple cabinetry, Corian countertops with integrated sinks, and ducted heat and air conditioning. **269/435-4278; [www.arestroomtrailer.com](http://www.arestroomtrailer.com)**



**BOOTH #2501**

## Cam Spray Model TT4025HZ-350

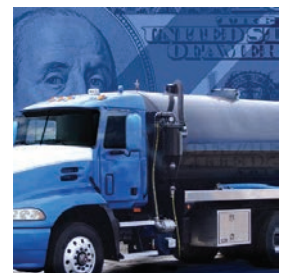
The **Model TT4025HZ-350** sewer jet from **Cam Spray** is rated to 25 gpm at 4,000 psi with a Hatz H50 liquid-cooled, turbocharged diesel engine producing 74 hp. It is EPA Tier 4 Final compliant and comes with a wireless remote to control engine functions and water flow. It has a hydraulic-powered swivel reel, over-center clutch, 500 feet of 5/8-inch hose and a 350-gallon tank. The remote control/valve package was engineered from the ground up. **800/648-5011; [www.camspray.com](http://www.camspray.com)**



**BOOTH #5465**

## Commercial Credit Group

**Commercial Credit Group** can help companies get the financing needed to make their next equipment purchase. Even if they're experiencing cash flow or collection issues, options include financing or leasing new and used equipment, converting rentals into purchases or refinancing, loan consolidation and cash out loans. The credit analysis model looks at the whole picture, not just a credit score. Dedicated to the waste industry, the company is familiar with the equipment looking to be purchased. They work through the full process to provide a quick response to financing needs. **704/944-2771, [www.commercialcreditgroup.com](http://www.commercialcreditgroup.com)**



**BOOTH #1773**

## CPACEX POWRPAK

The **POWRPAK Series** for portable restrooms and holding tanks from **CPACEX** offers continuous odor control and fragrance for up to seven days in the extreme heat of the summer. The additional effervescence ensures that the packet will dissolve quickly and disperse evenly throughout the holding tank. The packets are available in five different formulations to fit specific applications and climates. Packs are biodegradable and contain non-staining rich blue dye. **419/450-6208; [www.cpacex.com](http://www.cpacex.com)**



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After tremendous success with **Monster Stick** adhesive (a.k.a. **Death Grip**), customers asked for something a little less aggressive and more cost-effective for surfaces that aren't as textured, yet require a tough decal. **Lil' DG (Monster Stick Jr.)** from **Dynamic Decals & Graphics** is less aggressive and has a thinner layer of adhesive, but is a big step up from the industry standard of **Super Stick** for smooth, low surface energy plastic. **800/472-0285; www.dynamicdecals.com**



BOOTH #3113

## 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 holding tank has heavy-duty grab handles for easy transport and a sloped design that prevents water from pooling. **866/293-1502; www.fivepeaks.net**

BOOTH #6147

## Flowmark Isuzu NPR

The **Isuzu NPR 999-gallon aluminum portable restroom service truck** from **Flowmark** has an aluminum vacuum tank with capacities of 700 gallons of waste and 299 gallons of freshwater. Power is provided by a Masport HXL4 156 cfm vacuum pump, and it includes a FloJet water pump, LED lighting, and two-unit fold-up toilet hauler. It is designed for efficient operation. **855/653-8100; www.flowmark.com**



BOOTH #4125

## General Pipe Cleaners JM-1000 Mini-Jet



The compact, lightweight **JM-1000 Mini-Jet** from **General Pipe Cleaners** offers an easy way to clear small lines, clogged sinks and laundry drains from 1 1/2 to 3 inches with 1,500 psi

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BOOTH #1505, 4010

## Imperial Industries remote system

The new remote system offered on vacuum trucks from **Imperial Industries** puts the driver in full control of PTO, intake and vacuum operations to flush inefficiency and save as much as half the time spent on site. It can save time running back and forth from the end of the hose to the truck. **800/558-2945; www.imperialind.com**



BOOTH #2422

## J&J Chemical Disintegrator



**Disintegrator** from **J&J Chemical** is a self-dissolving packet designed to clean restroom trailer tanks. It will remove residual waste

and paper buildup from those hard-to-reach places inside the tank and on the walls. It helps eliminate lingering odors in as little as 12 hours. Its advanced, super-concentrated formula is packed with natural enzymes that target and penetrate buildup on the interior walls, making it a powerful and safe solution for cleaning the holding tank. It is environmentally friendly, fast dissolving and easy to use. Drop one packet per 100 gallons, fill the tank to capacity and let it sit for 12 to 24 hours. **800/345-3303; www.jjchem.com**

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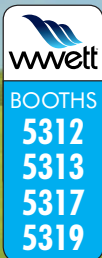
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### Reelcraft Series HD70000

**Series HD70000** hose reels from **Reelcraft** are designed to accommodate up to 100 feet of 3/8-inch-I.D. hose or 75 feet of 1/2-inch-I.D. hose. The heavy-duty base design, all-steel construction and a baked-on powder-coat finish combine to produce a rugged, corrosion-resistant product. A newly redesigned latching mechanism provides longer service life of the latch components. The containerized drive spring offers safer and easier handling during maintenance. Two sealed ball bearings produce a smoother spool rotation and easier operation. The guide arm adjusts to seven positions for various mounting locations and applications. **800/444-3134; www.reelcraft.com**



BOOTH #3101

### OMSI Transmissions

**OMSI Transmissions** offers split-shaft and engine power take-offs used in sewer cleaning machines, drilling rigs, concrete pumps, fire

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BOOTH #5312, 5313, 5317 & 5319

### Rich Specialty Trailers

Commercial-grade restroom and shower trailers from **Rich Specialty Trailers** are both attractive and durable. Each restroom trailer is built with all-aluminum studded wall superstructure and a seamless, dent-resistant, quality gel-coat



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BOOTH #4213

### Pik Rite used tank service work

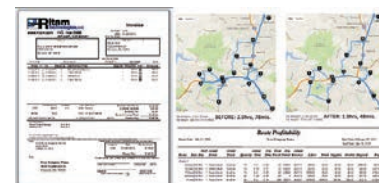
**Pik Rite** provides complete makeovers to used trucks. This 2004 Sterling cab was repainted to a clean white and the 4,000-gallon **Pik Rite** tank was cleaned up and repainted as well. New aluminum hose trays replaced the old ones, along with new wiring and toolboxes. In the end, this 12-year-old tank and chassis was made to look new again. One smooth transition at **Pik Rite**, rather than subbing it out to various shops, allowed for a complete team approach, and the components fit together seamlessly, from paint to wiring, and chassis and tank fit-up. **800/330-3965; www.pikrite.com**



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BOOTH #2505

### PolyPortables Axxis

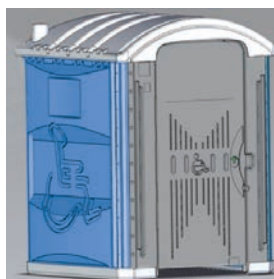
The **Axxis** portable restroom from **PolyPortables** has self-closing hinges that operate from an internal stainless steel spring, a heavy-duty rotary latch that is tough enough for rugged users, a deep ambidextrous door pull for convenience and a re-engineered door frame for structural integrity. It includes a 60-gallon waste tank, rotationally molded plastic skid, urinal, coat hook, and a three roll toilet paper holder. **800/241-7951; www.polyportables.com**



BOOTH #2045

### Sansom Industries Zenith ADA

The **Zenith ADA** unit from **Sansom Industries** has many innovative features, including a wrap-around floor that is nearly indestructible, and the choice of 45- or 70-gallon sump tanks. It exceeds ADA and California ADA Title 24 signage requirements, and includes ADA handrails on three walls. **844/972-6766; www.sansomindustries.com**



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BOOTH #5259



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An independent lease and finance company, **Trans Lease**, covers the U.S. and Canada, with a focus on the transportation industry. The company's specialty markets division covers specific industries, such as industrial cleaning and excavation. **877/600-6423; www.transleaseinc.com**

BOOTH #5358, 5361, 5363, 5465

### UltraLav UltraSite

The **UltraSite** restroom trailer from **UltraLav** is designed to address the needs of today's construction site and field office needs. It boasts two restrooms with running hot water, a 330-gallon waste tank and a 105-gallon freshwater tank. It has plenty of working space with its 60-square-foot office with restroom access. All of this is connected to an air-conditioning unit to ensure that users are always comfortable. The trailer also includes a 125-square-foot garage space with heavy-duty roll-up door. **877/301-3837; www.ultralav.com**




BOOTH #5255

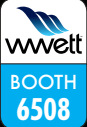
### Water Cannon 16T55

The **16T55** turnkey jetter package from **Water Cannon** is road-ready with an onboard 200-gallon water tank capacity and customizable jetter hose up to 500 feet. It includes a two-wheel road-ready commercial jetter trailer, electric-rewind high-capacity hose reel that can hold 500 feet of 3/8-inch or 350 feet of 1/2-inch hose, poly toolbox, lights, front jack with wheel, safety chains, and aluminum fenders. The jetter includes a Honda GX690 twin-cylinder electric-start engine, V-belt drive, trailer-mounted skid, and 15-gallon EPA- and CARB-approved poly fuel tank. Its TS-Series General triplex plunger pump supplies 8 gpm at 3,500 psi. It has a pump-mounted jetter pulse valve, foot valve with 8-foot jumper hose, and three jetter nozzles — the Penetrator, Flusher and De-Greaser/De-icer. **800/333-9274; www.watercannon.com**






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## Standard Restrooms

By Craig Mandli

### ARMAL WAVE

The **Wave** portable restroom from **Armal** is designed for easy assembly, handling and cleaning. The single block floor is resistant to impact. The units are made of high-density polyethylene and are treated to resist UV damage, creating color stability and parts durability at extreme temperatures. The unit can be configured with several options. **866/873-7796; www.armal.biz.**



### POLYJOHN ENTERPRISES PJN3

The **PJN3** from **PolyJohn Enterprises** has a spacious interior and a translucent roof. It includes anti-slip floors, maximum ventilation, a two-roll paper dispenser and an occupancy signal latch. Options include a hand-wash sink or hand-sanitizer dispenser, convenience shelf with hook, locking kit, and gender signs. It is available in the standard static tank model or with the optional recirculating flush tank. The waste tank is designed for easy servicing. Units come with a door-mounted mirror, handle and a non-splash urinal. **800/292-1305; www.polyjohn.com.**



### FIVE PEAKS GLACIER II

The **Glacier II** from **Five Peaks** is designed with a smooth door and sidewalls to promote easy cleaning. Integrated vents eliminate unnecessary screen maintenance. Deep molded-in grab handles are located in all four corners for ease of maneuverability. Manufactured from durable high-density polyethylene with UV stabilizers, the unit is built to withstand the toughest environments. For durability, the unit has twin-sheet heavy-duty door and jamb with integrated hinge and return spring. The 65-gallon tank has sloping lines, keeping the tank top dry and clean. **866/293-1502; www.fivepeaks.net.**



### POLYPORTABLES AXXIS

The **Axxis** standard-size portable restroom from **PolyPortables** is designed to be durable, customizable and easy to maintain and clean. Its self-closing hinges operate from an internal stainless steel spring. It is made of outdoor-rated materials and molded polymer construction, with a heavy-duty, easy-to-use rotary latch made to withstand the roughest users. An ambidextrous door pull provides better grip and handling convenience. Its re-engineered doorframe has a single jamb point and twin-molded construction. **706/864-3776; www.polyportables.com.**

### IMPERIAL INDUSTRIES GLOBAL

The **Global** from **Imperial Industries** includes a Dirt Buster base with an open-grid floor design that allows more fresh air to circulate throughout the restroom. It has a convenient corner shelf, an extra roll of toilet paper and a large door latch that can be operated with the elbow rather than by hand to help prevent spreading germs. Units have a sturdy framework with a one-piece continuous door-frame. Upgrades include increasing the side panel thickness by 12 percent, and a tank and urinal that are larger, stronger and easier to clean. **800/558-2945; www.imperialind.com.**



### SANSOM INDUSTRIES ZENITH

The **Zenith** portable restroom from **Sansom Industries** includes an 80-gallon holding tank with deep sump, blow-molded construction, a roomy interior with ample headroom, smooth interior surfaces for easy cleaning, all stainless steel fasteners, a three-roll paper holder and attractive aesthetics. Many custom options are available. **844/972-6766; www.sansomindustries.com.**



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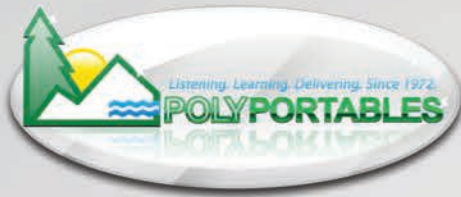
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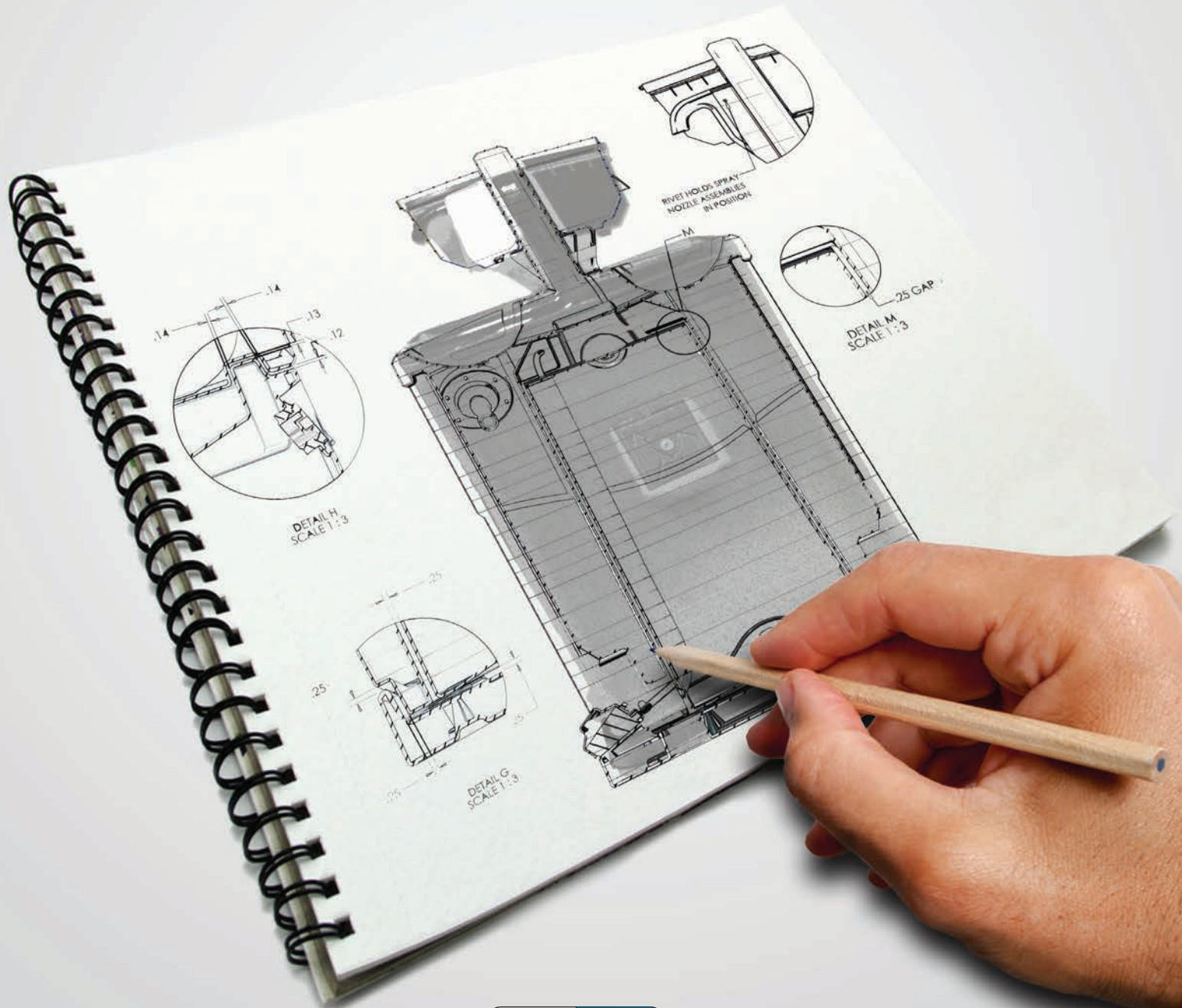
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