

# P R O

PORTABLE RESTROOM OPERATOR

December 2017  
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## BRAND BUILDING

Consistent marketing and wedding service keep Take a Break Portables on the grow for 10 years **Page 16**

12 winning business ideas you can try right now

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## Patriotic Duty

Boston Pops Fourth of July festivities provide service opportunity for USS

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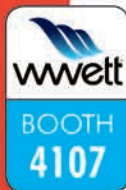


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Website: [www.promonthly.com](http://www.promonthly.com) • Email: [pro@promonthly.com](mailto:pro@promonthly.com)  
Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

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- Judy Kneiszel

**COVER STORY**



**Brand Building**

Yellow restrooms, a buzzing bee logo, and full service for wedding customers keep Take A Break Portables on the grow after 10 years in business. - Sharon Verbeten

**ON THE COVER:** Ten years after being featured in *PRO* with her North Carolina startup company, Sherry Rodriguez continues to focus on smart marketing, hard work and yellow restrooms as a formula for success. Rodriguez is shown with a Forest River restroom trailer that is part of her Mountain Elegance wedding service brand. (Photo by Robert Walters)

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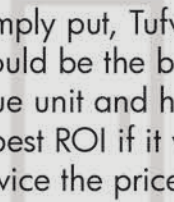
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**Ron Crosier**  
President

*Crosier's Sanitary Service, Inc.*

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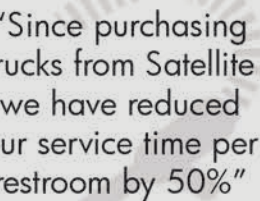
— *The Satellite Family* —

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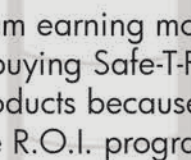
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**Doug Gredvig**

Owner  
*Area RR Solutions*



"Since purchasing trucks from Satellite we have reduced our service time per restroom by 50%"



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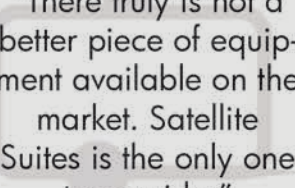
**Braden Jones**  
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**Jon C. Wilson**

*Access Portable Toilets, Inc.*



"There truly is not a better piece of equipment available on the market. Satellite Suites is the only one to consider"



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# Make This a December to Remember

**REFLECTING ON THE PAST YEAR IN PORTABLE SANITATION, THESE ARE A FEW OF MY FAVORITE THINGS.**

By Jim Kneiszel

**M**any of you may be, like me, in the mood to count your blessings this time of year. The meaningful holiday season is on the horizon, and there's an industry-wide sigh of relief as demand seems to slack off a bit with the cold and (in some areas) snowy weather. For me, it's a good time for me to reconnect with PROs about potential stories for upcoming issues, look ahead to 2018 trade shows, and reflect on the trends that will shape your companies in the months and years ahead.

For 2017, here are a few of the things I am thankful for as a trade-publication editor:

## Contractors who share their knowledge

Thank you to all of the PROs who've told their success stories in our PROfile and On Location features in 2017. Our year-end Back at the Office column in this issue reflects on one piece of advice from each of the 12 PROfile companies from the past year. I know that the advice these contractors generously share has an impact on the entire portable sanitation industry. How? I hear this message regularly from other company owners. They express their thankfulness to the featured PROs, often explaining that one piece of advice stuck with them and was crucial to their business-building efforts. You should all be proud because helping others helps the whole industry improve professionalism.

Oh, and I want to include one side note about the companies we feature. Sometimes the owners have reservations, feeling like there's a perception that they are boasting or bragging about themselves in these stories. I don't see it that way. I believe most PROs approach this opportunity with an attitude of helping others succeed and raising the standards of the industry. I am in their debt for letting PRO in for a glimpse at their operations. If you see any of these company owners — for example, at the WWETT Show — congratulate them and let them know what you learned from their story.

## Growing events that fuel the industry

Isn't the growing scope and sophistication of special event restroom service amazing? It wasn't so many years ago that a contract for 100 restrooms represented a top-tier customer for just about any portable sanitation contractor. While that's still an event to be proud of, PROs are serving many supersized special events these days that require hundreds of standard restrooms, a number of VIP restroom trailers, showers, sinks, holding tanks and an elaborate plan to service them. And many of these music festivals, parties in the desert, and gatherings for the solar eclipse — to name a few — would not be possible without portable sanitation. The services you provide are making the seemingly impossible possible. I can't wait to see what's coming next year.

**Many of these music festivals, parties in the desert, and gatherings for the solar eclipse — to name a few — would not be possible without portable sanitation. The services you provide are making the seemingly impossible possible.**

## A strong wastewater industry infrastructure

PROs promise and deliver vastly improved service all the time. But it wouldn't be possible without a dynamic infrastructure of equipment manufacturers. Standard restrooms are more attractive and functional. Manufacturers are making them lighter and more durable in addition to continually offering more variety in the products. Demand for restroom trailers — chiefly for weddings, high-end events and commercial remodeling projects — is way up. And many PROs say they must have VIP trailers in the yard to remain competitive. In response, builders are presenting many more just-like-home-or-better designs, and this sparks the imagination of customers to find new uses for high-end service. Innovation is also happening in other areas — vacuum tank design, deodorant products, etc. — and it all helps bring more legitimacy to the industry.

I hope I have the pleasure of catching up with all of you this month or in the year ahead. If you want to reach out to me, send me a note at editor@promonthly.com. With Christmas music playing in the office and the snow falling outside, it's a good time for me to chat.

## A TRIBUTE TO HERBY

I bet you've all known your share of guys like Herby.

Harold Ross of Room to Go in the Toronto area recently sent a tribute to his friend, Herbert James "Herby" Lindsay, a pioneer in the wastewater business in Canada, as the one-year anniversary of Herby's death approaches. Herby passed away Dec. 21, 2016, at age 80. Ross wanted to let the portable sanitation industry outside of Ontario know a little bit about Herby, and I wanted to oblige his request as the holidays approach, a time when we are especially thankful for good friends.

"Herby was one of life's special characters — he lived life full-blast. When he was in the room, everybody knew. Although his voice might be loud, he was not a loudmouth. What he had to say was important to him and to almost all who listened," Ross writes. "Not everyone agreed, but everyone listened. His heart was in the right place for his business and for our industry."

Herby got into pumping the same way many others have over the





Robert James "Herby" Lindsay, who passed away a year ago, is shown with one of Harold Ross' restroom units. (Photo courtesy of Harold Ross)

years. He recognized a need and went out to fill it. Ross explained that Herby worked in an accounting department at a construction-related company in Sudbury, Ontario when in 1965 he thought it was costing too much to handle the company's waste. So, he bought a vacuum truck and started doing it himself.

A moonlighting job started with a handful of wooden restrooms, and Herby Enterprises Ltd. was born. After a lot of years of hard work and expansion, portable restrooms around Sudbury came to be known simply as "Herbies."

Over the years Herby served his community in many ways: through the chamber of commerce, the Masonic Lodge, and donations to many organizations including his favorite — the Special Olympics. He served as the president of the Ontario Association of Sewage Industry Services.

I didn't know Herby, but he represented the kind of stand-up small-business owners who populate this industry. Ross will forever recall an image of a smiling Herby riding on his backhoe in the company yard.

"Herby was good to his employees. He demanded hard work and was strict, but he shared the company's success ... through regular raises, year-end bonuses, incentive awards and a family-business atmosphere," Ross writes. "Most of his employees were there for the long haul, and many children of employees signed on with the company — a good place to work."

It's good to take time to remember and be thankful for Herby and all the great industry friends we've lost over the years. As the holidays approach and we look forward to the challenges a new year brings, I wish you all health and happiness. ■

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— Fighting the 'Porta-Potty' Stigma  
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### ADDING ELEGANCE

## Finding a Niche

This month's cover star has turned her business into two. The growth of Take a Break Portables led Sherry Rodriguez to start a second business about five years ago — Mountain Elegance, a full service wedding event-planning company. Read more about her company and its growth in an exclusive online story.

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### EBB AND FLOW

## Navigating Business Cycles

Most businesses have ups and downs, and portable sanitation is no different. You'll have seasons where business tapers off a bit — in some cases, more than you're comfortable with. However, there are some things you can do to skillfully maneuver those cycles.

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# 12 Winning, Business-Building Ideas You Can Try Right Now

**OUR PROFILE COMPANIES FROM 2017 EACH SHARED A VALUABLE BIT OF ADVICE TO HELP YOU BUILD PROFIT AND WORK MORE EFFICIENTLY**

**By Judy Kneiszel**

Every month, this magazine runs a PROfile article, which I'm sure you read from start to finish the day *PRO* arrives in your mailbox. Each PROfile is packed with information — from the history of a company and tales of events served to descriptions of its trucks and restrooms. PROfiles are also filled with nuggets of business advice, much of which can be implemented back at the office. To refresh your memories, I reread all the 2017 PROfiles and put together a sampling of things the featured companies are doing to increase their success. If the pretty truck photos distracted you the first time around, here's another chance to benefit from the business knowledge of the 2017 PROfile subjects.

## **January – Murdock Portable Toilets: Diversify.**

Diversification is the key to success for this Russellville, Arkansas, company, which provides portable sanitation and septic pumping as well as grease trap maintenance and line cleaning services. From the story: "When customers in one segment of the business falters, others keep chugging along." Bottom line: If all your eggs are in one basket (i.e., a single customer or industry accounts for more than half of your business), it may be in your long-term interest to hit the pavement and do some selling to diversify your customer base. If all your work is of the same nature, consider adding services to keep your equipment and people busy.

## **February – Powell's Sanitation: Emphasize teamwork.**

Training and teamwork were stressed in this month's PROfile. Jonathan Powell says his Loris, South Carolina, company's new drivers are trained by riding along with an experienced technician. He also keeps the drivers on their toes by conducting random inspections, and he conducts monthly staff meetings to keep the team working together.

## **March – QP Energy Services: Embrace technology.**

Cy Quakenbush and J.R. Pickens — the "Q" and "P" in this Smithville, Texas, company's name — had several good business practices to share, including one most folks back at the office would appreciate. QP Energy Services has embraced technology to the point where there's little paper to shuffle. All orders and pickup slips are texted and emailed to technicians. Time stamps indicate when technicians receive messages, and they don't have to stop and waste time writing down messages the way they have to with verbal messages. The ability to ship delivery tickets and pickup slips to the server allows invoices to be sent out more efficiently, which increases cash flow.

## **April – Jersey Shore Restrooms: Have an exit strategy.**

This month's nugget of advice was that every business owner should

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**By managing the size and range of the routes in its original market, JOTS Rentals has been able to expand into a new, larger market without having to significantly add to the payroll or truck fleet.**

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have a plan for getting out of the business. You'll have to find the April issue either online or in that stack in your bathroom to read the whole story of how Don "Buddy" Van Sant started his second portable restroom business, but unlike his first go-around, this time he's got a plan to hand it over to a younger partner when he gets to the point where he wants to spend more time on his hobbies than working. He says he was too young when he sold his first business, but this time, foresight and planning are priorities. There may be cases when you're too young to retire, but it's never too soon to start planning for it.

## **May – JW Craft Portable Restrooms: Stick by your pricing.**

When you have a customer across the desk, internet, or phone line who's pressuring you to cut prices, keep the philosophy of Naples, Florida PRO Jennifer Corrigan in mind. She politely declines to play the how-low-can-you-go game, saying she believes cutting rates to earn market share only promotes price wars and devalues the service provided by professional portable sanitation contractors. And both of those harm the industry.

## **June – JOTS Rentals: Assess your routing.**

A memorable lesson from the PROfile of this Longview, Texas, company is the difference effective routing can make to the bottom line. By managing the size and range of the routes in its original market, JOTS Rentals has been able to expand into a new, larger market without having to significantly add to the payroll or truck fleet.

## **July – Outdoor Restrooms: Try creative scheduling.**

Another way to increase productivity was shared by this PRO in Kansas City, Missouri. This team sat down and scratched out a staggered schedule, allowing them to reduce labor and capital expenses while still keeping their restrooms serviced. They run eight service routes a week with only six trucks by having drivers work in staggered shifts.

## **August – Pete's Toilet Rentals: Learn the office side.**

This month's office tip was simply to get in there and do it. Dan Smart just started this Plaistow, New Hampshire, portable sanitation company



this year. And with only three employees, he has to be a jack-of-all-trades, meaning office tasks can get pushed to the back burner. Office work may not be what your customers hire you to do, but doing it is the only way you're going to get paid and gain an understanding of how your income is spent. Smart admits the office part of the job is not his favorite, but he says it's good for him to become familiar with all of the tasks involved.

**September – Site Equip: Be an original.**

All the way from Lasham, England, the message in this PROfile isn't so much a business operations tip as a business philosophy: Don't be afraid to try something new. In 1988 when the company was founded, the portable sanitation industry was nearly nonexistent in the U.K. But by their willingness to take on something new and introduce it to construction contractors and event planners, owners Geoff and Sonia Gilbert have grown the business to 3,000 standard units as well as restroom and shower trailers, dozens of employees, two locations, and a service territory that covers most of south England, including London.

**October – Nelson Sanitation & Rental: Delegate.**

While the August PROfile source was an advocate for getting into the office and getting tasks done, the company in the October spotlight advocated delegating. "You can't do everything yourself — you can't be on every job," says owner Derrick Nelson. He hired someone to answer the company's phones, handle payroll and do some dispatching. The new employee also made sales calls to event planners and construction companies, as time allowed. Did it pay off? Nelson says within three years the Rice, Minnesota, company almost doubled its restroom-rental business.

**November – Waste Now Restrooms & Dumpsters: Get social.**

This Louisville, Kentucky, company showed off the benefits of embracing new media. Waste Now has a website including several pages of information and blogs, and it uses social media tools including Facebook and Google AdWords. "Social media is a huge part of today's society. We use it to find more employees and more customers, and to promote our company," says Waste Now owner John Payne.

**December – Take A Break Portables: Commit to cold calling.**

The message you should receive loud and clear from the PROfile in this issue is that persistence pays off. Take A Break Portables owner Sherry Rodriguez made her success happen by making cold calls to construction sites across her target area and handing out promotional brochures. That ensured she got her company name in front of Hayesville, North Carolina-area decision-makers. "Keep asking for the business," she says. ■



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Yellow restrooms, a buzzing bee logo, and full service for wedding customers keep Take A Break Portables on the grow after 10 years in business

BY SHARON VERBETEN

# BRAND BUILDING

Sherry Rodriguez is flanked by employees Mitch Anderson (left) and Rick Goodall at the company headquarters. (Photos by Robert Walters)

Over the past decade, more and more bright yellow portable restrooms have dotted the picturesque mountainous areas of western North Carolina. It's all to the credit of one hardworking "queen bee," Sherry Rodriguez, owner of Take A Break Portables.

"Ten years ago ... starting this business, pretty much on my own, I had a dream," recalls Rodriguez, 58. "I had a goal and was very determined to make this the most successful female-owned restroom business around. ... And it worked because hard work does pay off.

"Also, I have been blessed with an amazing team that is very much committed; I treat them like family," she continues. "Three of my employees have been with me since day one. In these little towns, you have to build a relationship with them. It's not a 'me' thing; it's a 'we' thing."

Rodriguez was first featured in *PRO* when she kicked off her business venture following her equipment-buying spree at the 2007 Pumper & Cleaner Environmental Expo. The magazine included a profile story about her startup efforts in small-town Hayesville, North Carolina, and then followed with monthly dispatches about her progress over the first year.

(continued)

## Take A Break Portables/ Mountain Elegance Hayesville, North Carolina

Owner: Sherry Rodriguez

Founded: 2007

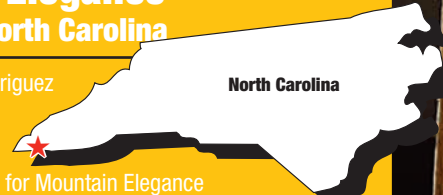
Employees: Six for  
Take A Break; eight for Mountain Elegance

Services: Portable sanitation, wedding planning/rentals

Service area: Seven counties in North Carolina and Georgia

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

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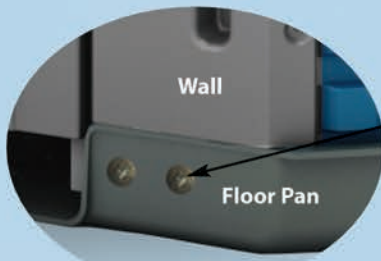
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Today, we return to celebrate an important 10-year anniversary and recount some of the lessons she learned while building a successful small business.

*Rick Goodall pumps one of the signature Take A Break Portables yellow restrooms using a truck from Best Enterprises and carrying a Conde pump (Westmoor Ltd.).*

### PUSHING THE BRAND

While Rodriguez had no previous experience in portable sanitation, she did have a solid marketing background, although she admits, “It’s all been self-taught.” For 16 years prior to launching Take A Break Portables, Rodriguez and her ex-husband owned a marketing company, and suppliers nationwide would hire their company to provide promotional materials.

“I would oversee all the employees and the hiring. And I would attend shows, and I knew the suppliers,” says Rodriguez, whose company provided “magnets, pens, apparel ... anything and everything you could put a corporate logo on. That made me see what advertising can do, especially in a startup company. ... But at the end of the day ... it is all about service.”

Rodriguez parlayed that marketing savvy into launching Take A Break Portables, which services about a 75-mile radius straddling North Carolina and Georgia. And with that, she soon laid out a carefully determined path of yellow Satellite Industries units (marked with her company’s trademark bee logo).

“It’s really key to get out there and make a presence,” Rodriguez said in

*The fleet of vehicles used by Take A Break Portables was built out by Best Enterprises and uses Conde pumps (Westmoor Ltd.).*

the first *PRO* story — and she has done just that.

Rodriguez started with 22 restrooms, and after six months, she had an additional 120 units — all were from Hampel Corp., which was acquired by Satellite Industries. It was a strong start, and Rodriguez said at the time, “I truly believe this will be the biggest portable restroom business in the area.” Today, she has more than 900 units in her inventory, all from Satellite Industries.

While Rodriguez has always been assertive about her marketing, she is more measured in her buying practices, purchasing additional units only on an as needed basis. “I’ve had some really close calls,” she admits, where she had only a few units left on the lot and worried about having enough.

“What’s been helpful for me ... is to keep a really close eye on inventory,” she says. “As long as I have maybe 50 plus available in the yard at all times for emergency use, I’m OK.”

### TRUCKLOAD BUYING

Take A Break Portables has made several separate restroom purchases, always a truckload at a time. “That’s worked out for me,” she says, adding, “I always know I have to have X amount of units available just for the month of October for many special events ... one large attraction is the John C. Campbell Folk School.” The school’s fall festival brings 15,000 to 18,000 attendees over two days; Take A Break Portables supplies 40 to 45 units as well as hand-wash stations, tents and staff every year.

“What’s been helpful for me ... is to keep a really close eye on inventory. As long as I have maybe 50 plus available in the yard at all times for emergency use, I’m OK.”

**SHERRY RODRIGUEZ**

“That is why we do this festival and others ... because people know Take A Break Portables will be here to provide excellent service ... one of the biggest things that has been a huge success for us is word-of-mouth. Women, especially, appreciate our immaculate restrooms. It’s like a snowball effect,” Rodriguez says.

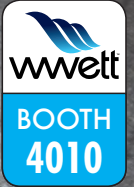
While that festival is one of Take A Break Portables’ largest special events, Rodriguez says her company mainly focuses on construction sites — the audience she targeted 10 years ago with a “pound the pavement” approach. She started by making cold calls to construction sites across her target area, handing out promotional brochures. That ensured she got her name into decision-makers’ hands.

*(continued)*





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Rodriguez's assertive approach was a very beneficial, especially in the early years. "There's a system to my madness," she said shortly after launching, when she estimated that about 80 percent or more of her early contacts turned into jobs. She said, "Keep asking for the business. I must admit that I'm pretty persistent ... but I try to take a very soft approach to it. Then I stop and let them respond. There is a fine line, and I try not to cross it."

As her business expanded, so did her fleet, which started with just one truck — a 2007 Ford F-350. She currently owns a 2016 Dodge Ram 4500 with a 400-gallon waste and 300-gallon freshwater tank, a 2000 Ford F-350 with 300-gallon waste and 240-gallon freshwater tank, and a 2008 Ford F-450 with 300-gallon freshwater tank. "When we set up at all of our events, we can take that truck and haul 10 units at a time," Rodriguez says. "All we need is fresh water; we don't need the pump to haul waste; it frees up our service trucks."

**Above, left:** Becky Pierce is shown in the Mountain Elegance office where employees meet with brides to plan wedding services.

**Above, right:** Sherry Rodriguez moves a Satellite Industries restroom into place on a job site.

Right now, it's working; I don't feel like I needed to invest in another tank right now." All tanks are stainless steel from Best Enterprises and carry Conde pumps (Westmoor Ltd.).

She also has 12 300-gallon holding tanks from PolyPortables for commercial account projects and two 28-foot transport trailers from Porta-John Systems to haul 10 units at a time.

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## Why yellow restrooms?

Do you ever wonder what drives restroom color choices for PROs? Some like green units — presumably to blend into the surrounding woods landscape, while others choose purple or orange — presumably to stand out at a crowded festival or busy construction site.

Sherry Rodriguez of Take A Break Portables buys only units in a soft yellow color from Satellite Industries. Why?

She picked the color because "it represents happiness and sunshine. I didn't want anything dark. I wanted something cheerful and happy and pleasant," she explains.

"Everywhere you drive, you see yellow portable restrooms," Rodriguez beams. That familiarity with the Take A Break Portables name and service has served the company well. The yellow units have become as recognizable as her buzzing bee logo.

And the public is used to seeing them. "They stand out. You can see them anywhere. That was real important to me," she says. Rodriguez adds that a 96-year-old woman once told her, "I see your yellow daffodils all over these mountains."

## WEDDING SPECIALTY

While Take A Break Portables made its niche and grew its business in the construction sector, Rodriguez soon began getting calls to serve weddings. "As a result, I always keep a certain number of restrooms just for weddings ... so (the units) are immaculate," she says.

Soon, however, that service led her to start another business about five years ago — Mountain Elegance, a wedding event-planning company that rents not only portable restrooms, but also tables, chairs, tents, decorations, linens and other party accessories.

"I never dreamed it would take off the way it has," Rodriguez says. "No one in this area does rentals. ... Little by little, I just started adding to our inventory." That inventory includes her first restroom trailer — a 16-foot, two-stall unit from Forest River, which she purchased about a year ago.

Now, Rodriguez divides her time between the two businesses under her corporate umbrella, overseeing seven employees and two warehouses of inventory for Mountain Elegance. "It is a balancing act," she admits, "but I love being busy. I don't like downtime. I love my work; I love my customers; I have incredible relationships."

That's why, despite offers to buy her out, Rodriguez has always declined. "I started this on my own, and this is what I love. ... I'm very much connected," she says.

## OVERCOMING CHALLENGES

Rodriguez has weathered her share of hardships. Only one month into her launch, Take A Break Portables' only service truck died, just past its warranty. She has also faced increasing diesel fuel costs and harsh East Coast





winters in addition to some private, personal challenges, which took a toll but didn't keep her from going on.

"It's (the challenges) made me so much stronger and realize how much I can do," she says.

At first, Rodriguez did get some stares and questions as a female portable restroom operator. "It was hard," she recalls. "I wanted these guys (potential customers) to take me seriously, and I had to prove that, and I did. ... I've never had anyone step out of line."

For the first three to four years of her business, Rodriguez drove a truck and serviced restrooms.

"With that, I gained respect really quickly," she recalls. "They didn't expect a female — let alone the owner — to come out and clean their (restrooms)."

And while she hasn't pursued official status as a woman-owned company, she believes she's landed some clients based on her gender, such as setting up holding tanks for a casino on a nearby Native American reservation. "I think (being a female-owned business) helped. It was basically a cold call.

"I really do think it boils down to the fact that I wanted to have a one-on-one contact; it was a bit surprising to them to see that there was a female there asking for the business. But I do think being a female-owned business does help; I don't think it's that common (in this industry)."

Rodriguez says hard work and good fortune were factors in the company's successful first 10 years. And she intends to keep focusing on all the sound small-business practices she's utilized along the way.

"You cannot treat this as a 9-to-5 job; I'm on call 24/7," she says. "But we have been incredibly blessed. I don't take any of that for granted. Don't think for a second that all of this couldn't go away." ■

*The Take A Break Portables team, celebrating with anniversary T-shirts from last year, includes, from left, Bethany Lowe, Hannah Anderson, Rick Goodall, Sherry Rodriguez, Mitch Anderson, Cecil Martin and Kery Morgan.*

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# Stop Relentless Rust From Eating Your Fleet

**TRUCKS AND EQUIPMENT ARE YOUR BIGGEST CAPITAL INVESTMENT. TRY THESE SOLUTIONS TO PREVENT CORROSION FROM COSTING YOU A BUNDLE.**

By Peter Kenter

**G**iven enough time, any object made of iron or steel that's exposed to oxygen or moisture will oxidize, or rust. Exposure to chemicals such as road salts or acids only accelerate the process. The good news is that there's a host of strategies — from chemical treatments to barriers — that can be used to beat rust at its own game.

The first question any work vehicle owner should ask is whether a corrosion treatment makes financial sense, says Leslie Wong, vice president of customer and dealer service at [www.unhaggle.com](http://www.unhaggle.com), a service designed to help buyers negotiate the best price for a vehicle.

He notes that new pickup trucks, for example, offer warranties against rust perforation or surface corrosion. "If you don't intend to keep the vehicle beyond the point where the vehicle's manufacturer rust warranty runs out, then there is absolutely no point in paying for rust-proofing," he says.

Even GMC's own website notes: "Application of additional rust-inhibiting materials is not required under the corrosion coverage, and none is recommended."

## MANY CHOICES

The home turf of the vehicle also plays a part. Locations experiencing heavy winters and lots of road salt offer more corrosion risk. So do coastal areas where salty sea spray eats metal. While rust-proofing can make a big difference to vehicle longevity in salt-prone locations, simply washing the vehicle regularly is the best way to remove the salt that causes rust.

Most rustproofing treatments fall into several categories: undercoating with tar-based sprays, dripless oil sprays, drip oil sprays, rust conversion sprays, and bed liners. Some of these treatments are available as do-it-yourself products while others are proprietary products that can only be applied professionally.

### Undercoating with tar-based sprays

Using this method, tar-based sprays are applied underneath the vehicle and into wheel wells and harden into a solid barrier. While the barrier remains intact, the protected surface won't rust. However, undercoating should be inspected annually to ensure it remains intact. If the surface cracks or peels, moisture can penetrate the coating and migrate behind the barrier, forming unseen rust.



**Above:** Mike Stansbery, owner of Wyandot RustProofing LLC, applies an undercoating of FLUID FILM, a lanolin-based rust inhibitor, to the undercarriage of a 1969 Chevy truck. (Courtesy of Wyandot RustProofing LLC)



**Left:** Rocker panels in northern climate are often subject to damage and corrosion. A black LINE-X coating has been applied to this truck. (Courtesy of LINE-X)

### Dripless oil spray

Dripless oil sprays form a waxy barrier and generally covers more area than undercoating. It can be applied to wheel wells, hoods and rocker panels. To fully apply the product, holes must be drilled into door panels and other areas of the car.

### Drip oil sprays

Drip oil sprays are thinner than dripless sprays, and they are similarly applied through holes drilled into door panels and other sections of the vehicle. The upside: The thinner sprays tend to reach the inner crevices of the car a little better than dripless sprays. The downside: The car will drip a little oil for a few days after application.

### Rust converters

These chemicals can transform red iron oxide into a more stable form, ferric tannate, which can be painted.



**Right:** While contractors can rustproof their own vehicles, outside services offering specialized equipment and expertise can provide more thorough coverage in a shorter time. (Courtesy of Ziebart International Corp.)



**Left:** The LINE-X truck bed liner protects against rust using a durable coating applied to truck metal. (Courtesy of LINE-X)



### DIY APPROACH

Theoretically, truck owners can buy products in each

category and perform rustproofing themselves.

Pro Form Products Ltd., for example, sells a range of dripless oil products, wax-oil blends, rubber plugs to seal drill holes, and anything else a truck owner might need for rustproofing.

However, Pro Form Products tech expert Robin Wason points out that many of the company's customers use the products for loving restoration and maintenance of cherished vehicles — not a quick rustproofing job for a company pickup.

"The largest part of our market is people who spend an inordinate amount of time taking their vehicles apart and putting them back together again," he says. "We sell these products with a complete kit with wands and applicators. The buyer would need to supply a wire brush, sandpaper to loosen any rust, and typical protective gear for automotive work — nothing exotic."

On the other hand, Mike Stansbery, owner of Wyandot RustProofing LLC in Upper Sandusky, Ohio, believes that truck owners can benefit from the thorough work of a professional. He exclusively applies FLUID FILM, a lanolin-based formulation applied under nonaerosol pressure and acting most like a dripless oil spray.

"I've rustproofed everything from farm machinery to pickups, dump trucks, and semis," he says. "If it can rust, we'll do it."

Having a full range of equipment and rustproofing experience makes all the difference, he says.

"I have a gun specially optimized for spraying the product," he says. "I also have a series of wands that you won't likely find in the average garage. One of them is a 3-foot flexible wand with 360-degree spray head. With that

**"I ... have a series of wands that you won't likely find in the average garage. ... With that equipment, I can be more thorough and much quicker. I had a customer in here with a pickup truck who rustproofed it himself last year. It took him more than eight hours, and it took me 90 minutes."**

**Mike Stansbery**

equipment, I can be more thorough and much quicker. I had a customer in here with a pickup truck who rustproofed it himself last year. It took him more than eight hours, and it took me 90 minutes."

### BED LINERS

Some truck owners choose bed liners to rustproof their trucks, using either do-it-yourself or professionally applied products.

Paul DeSmet, executive vice president at LINE-X, notes that his company's bed liner is applied using advanced equipment at high temperature by trained professionals to ensure a durable bond to the metal beneath, while do-it-yourself products are often rolled on.

"LINE-X could be considered a rustproofing treatment," he says. "Any existing rust would need to be removed and treated prior to the LINE-X application, but once LINE-X is applied, it will resist future corrosion."

The product is available in several formulations and is now often used beyond bed liners. In a formulation stable under ultraviolet light, it's used to coat exterior panels, floors, or any part of the truck that requires corrosion and abrasion resistance.

"LINE-X has been applied to Bobcats, UTVs, forklifts, tractors, haulers, trailers and more," DeSmet says.

He notes that company techs have seen LINE-X coatings that have lasted as long as 15 years in the field. The one common factor that predicts longevity is the condition of the metal substrate.

As with most rust protection products, the best time to apply is before you see any rust at all. ■

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# Patriotic Duty

The Boston Pops Fourth of July festivities culminate in an outdoor concert performed before 500,000 people. United Site Services is there to provide necessary sanitation services.

BY KEN WYSOCKY

About 500,000 people attended the Boston Pops Fireworks Spectacular. (Boston Symphony Orchestra photo)

**THE JOB:** Boston Pops Fireworks Spectacular

**LOCATION:** Boston, Massachusetts

**THE PRO:** United Site Services

## THE TEAM

Brian Tompkins, area manager for United Site Services (or USS) operations in Foxborough and Sandwich, Massachusetts, quarterbacks operations for the Boston Pops Fireworks Spectacular. "He has managed this event for 12 years," says Mike Byrne, vice president of sales - New England. "He ensures that we have the right products and people in the right place at the right time." Tompkins gets an assist from Michelle Stratton, sales account manager; Santo Stramacchia, operations supervisor; and service technicians Joel Wescott, Roland Barone, Dwight Gundlach, Russ LeDuc, Thomas Lydon, Matt Hansen and Jason Thibault.

## THE COMPANY

Headquartered in Westborough, USS is a national provider of portable restrooms, temporary fencing and other site-related items through more than 85 locations. USS was recently acquired by the investment company Platinum Equity. The restroom provider has served the fireworks/concert event for about 20 years. "It's not the biggest special event we service in terms of size, but it's definitely one of our higher-profile public events," Byrne says.

*(continued)*





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**Above:** Technician Matt Hansen moves a PolyPortables handicapped-accessible unit into place alongside a row of Satellite Industries Maxim units.

**Right:** Hansen delivers a load of PolyPortables restrooms for the Boston Pops July 3 and 4 concerts. (Scott Eisen photos)



**“It’s a well-coordinated logistics exercise with various professionals performing different roles, including 12 employees at the event at all times, plus operations support.”**

**MIKE BYRNE**

## EQUIPMENT ROUNDUP

To service the event, USS provides roughly 430 restrooms and six hand-wash stations manufactured by Satellite Industries and PolyPortables, and one restroom trailer manufactured by Satellite Suites. Up to six vacuum trucks are used to support the event. All these trucks feature Hino chassis, carry 1,000-gallon waste and 500-gallon freshwater steel tanks, have Masport and National Vacuum Equipment pumps, and were built out by Amthor International. “It’s a well-coordinated logistics exercise with various professionals performing different roles, including 12 employees at the event at all times, plus operations support,” Byrne says.

## THE MAIN EVENT

The annual Boston Pops Fireworks Spectacular is held July 3 and 4 in Boston in a park along the Charles River. It’s one of the biggest events of the year for the Boston Symphony Orchestra, or BSO. (The concerts on both days are the same, but there are no accompanying fireworks July 3.)

The decades-old event is no small undertaking. The primary performance, of course, is the Fourth of July show, which lasts about three hours and is attended by about 500,000 people who flock to the Hatch Memorial Shell, a large shoreline amphitheater. (In comparison, about 100,000 people attend the July 3 show.)

People also line both sides of the Charles River, where speakers carry the orchestra’s music to the masses. A traditional fighter jet flyover, coordinated with a rousing version of the “Star-Spangled Banner,” kicks off the event, which features the orchestra playing along with musical celebrities. It concludes with fireworks shot from barges on the river; they explode in sync with music.

## PLANNING AHEAD

Servicing this event takes a lot of communication and coordination. A couple weeks before the fireworks/concert, USS and BSO officials meet to discuss specifics in planning the event. “We get good information each year from the BSO team,” Byrne says of the process. “We also know what’s happened in years past. ... We have a lot of experience, so we know what to do and where to go — what makes sense. We take things like construction and traffic challenges in stride.”

The concert site is about 30 miles from the nearest USS equipment yard in Foxborough, and traffic congestion can be problematic. “It’s a challenge getting in and out because the show is held in a state park that’s open to the public 24/7,” Byrne explains. “The only pathways in and out are bike paths lined with trees, benches and wastebaskets.”

As such, only the company’s most experienced service techs work the event, according to Ron Rotti, vice president of the company’s northeast region. “The bike paths are just wide enough to handle a truck and a trailer, with just eight inches or so of space on either side, so safety is paramount,” he says.

*(continued)*



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### GETTING IT DONE

The bulk of the restrooms are delivered on July 1 and 2; the schedule may vary slightly depending on the day of the week the Fourth of July falls on. Staging starts around 1 a.m., with drivers making approximately 20 trips to deliver all the restrooms. “Our service techs plan the setups in the late hours of the day to minimize the amount of impact we have on public access to the park,” Rotti says. “We do it when the city is sleeping — it’s the only way to get things done efficiently.”

*Huge crowds, seen behind conductor Keith Lockhart, required more than 400 restrooms provided by United Site Services (Boston Symphony Orchestra photo)*

The first round of servicing occurs early in the morning of July 4; it takes four to five hours to complete the job. The vacuum trucks take waste back to the equipment yard, where they off-load into an 8,000-gallon tanker trailer. “We probably haul about 20,000 gallons of waste for the whole event,” Byrne says. The final round of pumping and cleaning occurs early in the morning July 5 before units are returned to the yard.

### ALL HANDS ON DECK

The layout of the park and the timing can be challenging, depending on how close the Fourth of July falls to a weekend. “But our teams work well together and our relationship is super strong,” Byrne says of USS and the BSO. “We know what they need for a successful event ... and we know that public safety and their enjoyment of the event is foremost.”

As for handling both a normal workload and a large special event, Byrne says the entire New England team pitches in to make it all work. “We’re used to planning for holidays,” he explains. “If we need help, we lean on employees from other branches in Haverhill, Springfield, Northborough, and Sandwich as well as Branford and Stamford, Connecticut. After all, it’s a matter of pride; we’re Boston proud.” ■

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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.



# The Day May Come When PROs Turn Urine Into Cash

By Karleen Kos

**D**id you know that urine diversion is going on all over the world? From Vermont to Europe and Africa, experts and entrepreneurs are exploring the business opportunities, sanitation implications, and ecological benefits of separating urine at the source. There's even an annual urine reclamation "summit meeting" each summer. There, researchers and business owners gather to talk about urine and its uses.

The Rich Earth Institute, a nonprofit organization that engages in research, education and technological innovation to advance the use of human waste as a resource hosts the annual Urine Diversion Summit in Brattleboro, Vermont, each August. More than 40 people attended the conference. It focused on technical innovations, regulatory and policy challenges, economic implications, social

barriers, and environmental impacts associated with the current process of waste disposal at publicly owned treatment works and — more importantly — the possibilities involved with reclaiming urine as a distinct resource.

During the two-day conference, Rich Earth Institute staff provided a tour of their urine nutrient reclamation projects. A dozen presenters with expertise ranging from chemistry and business development to farming and marketing talked about various aspects of waste disposal and reclamation in western markets. I, too, gave a short talk about the work of the PSAI in helping develop new international standards that may play a role in the long-term viability of business strategies involving urine reclamation.

So what is the "short and sweet" summary of the business environment as it pertains to urine reclamation? Here are my observations:

- Turning waste into a resource from which money can be made or saved — rather than an expense to be borne — is a big theme around the world.
- Reclaiming waste is not an isolated or crackpot idea. The same concept was on full display in South Africa when I visited there in June 2017, and experts from around the world were discussing it at our meeting of the International Organization for Standardization. It's becoming a "thing" — and one that could present portable sanitation operators and suppliers with opportunities for saving or making money in the years to come.
- As of now, the state of the research and experimental approaches are "not ready for prime time." On the technology side of things, equipment solutions are needed that would allow urine to be easily diverted at the site of its production. On the business side of things, the full value chain needs to be more fully developed. When I speak to knowledgeable people who are working hard to monetize urine, I ask, "If a portable restroom operator had 500 gallons of reclaimed urine every day, where's the market for it?" Right now, the answer isn't really there for urban areas. Even in rural areas, regulations would need to be rewritten in some states to accommodate the use of urine as fertilizer.

In short, over the next few years, smart portable sanitation professionals will be paying attention as new ways of turning waste into cash find their way into the market. Things that are currently in development will come to fruition. The kinks will be worked out of concepts being tested, and portable sanitation professionals will have options for how they deal with the waste they pump from their units — especially if they separate urine at the source.

Whatever happens, you can be sure the PSAI will be there. Urine luck! ■

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# Holding Tanks, Transport Trailers and Accessories

By Craig Mandli

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### POLYJOHN ENTERPRISES HOLDING TANK

Holding tanks from **PolyJohn Enterprises** are designed for many portable sanitation uses, including job site trailers. The tank is a durable, sanitary

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

### SATELLITE INDUSTRIES HOLDING TANK

**Satellite Industries** offers 250- or 300-gallon holding tanks made with interlocking stacking posts, recessed ports and connections, two internal pillars for added strength, molded fittings, thickened corners for extended wear, and end-to-end fittings for linking tanks. They are available in gray or a neutral, translucent appearance with a height of 16.35 inches, width of 60 inches, length of 95 inches, and weight of 136.3 pounds. **800/328-3332; www.satelliteindustries.com.**



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

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

## TRANSPORT TRUCKS/TRAILERS

### AMTHOR INTERNATIONAL FLAT VAC

The **Flat Vac** multipurpose portable restroom vacuum tank from **Amthor International** allows the operator to carry up to 12 restrooms on top of the tank and also pull a restroom delivery trailer. The tank has a rounded bottom with a full-length formed sump design for drainage and full baffles for strength. The flat tank has wastewater and freshwater compartments as well as an option for a chemical or brine compartment. It is available in steel, stainless steel or aluminum. It comes with a workstation and a vertical cabinet with an aluminum extruded door including numerous shelves. A liftgate is installed behind the tank to load and unload restrooms. All units are custom built to specifications. **800/328-6633; www.amthorinternational.com.**



(continued)



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**CRESCENT TANK MFG. VACUUM TANK**

The Crescent Tank Mfg. vacuum tank is completely flat inside and out. It has no baffles, allowing it to be emptied completely to avoid internal corrosion, according to the manufacturer. With the included pump at specified cubic feet per minute, unnecessary fatigue of the structure is eliminated and the life of the tank is prolonged. It is made from 1/4-inch steel for structural strength. The workstation is designed for the portable restroom industry. The liftgate rail width allows units to fit, and multiple liftgate deck and rail options are available. It carries up to 10 portable restrooms based on the model, and the weight capacity is the same as a flatbed truck, the maker says. Freshwater is held inside the external 1/2-inch-thick poly tank to avoid wastewater contamination. It can be installed by Crescent Tank on any chassis within the specifications required for each model based on axle ratings and maximum load capacity, or it can be installed by the purchaser. **585/657-4104; www.crescenttank.com.**



**LIQUID WASTE INDUSTRIES TRAILER**

Custom-built portable restroom delivery trailers from Liquid Waste Industries 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 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.**



**F.M. MFG. 30-FOOT TRAILER**

The 30-foot flatbed trailer from F.M. Mfg. has three 3,700-pound torsion bar axles, side roller for easy loading, low-profile tires, solid front header, and tie-downs on both sides. The customizable trailer has electric brakes on all axles and LED lights. **877/889-2246; www.fmmfg.com.**

**IMPERIAL INDUSTRIES PORTABLE RESTROOM SERVICE UNIT**

The portable restroom service unit from Imperial Industries has a single-compartment, 700-gallon, epoxy-lined, aluminum waste tank and a 500-gallon, aluminum flat water tank. It comes with a steel flow-through liftgate and is able to haul six restrooms on the aluminum flat water tank. Its water hose mixes chemicals with water attached to the suction hose, so users never have to leave restrooms while servicing them. This dual-sided service unit comes with hose cabinets, two garbage cans, a Burks DC10 water pump, a Cat pressure washer, two LED work lights and six strobe lights. **800/558-2945; www.imperialind.com.**



**JOHNNY MOVER TRAILER SALES TRAILER**

The portable restroom transport trailer from Johnny Mover Trailer Sales has a skid-locking system using an iron bar with a chain-binding system to secure multiple units. Models are available to

handle six to 20 restrooms, and all feature brakes, paint options, lighting, leaf-spring suspension, front deflectors to protect units from road spray and debris, and optional powder coating and chrome wheels. **800/498-3000; www.cesspoolcleaners.com.**

**McKEE TECHNOLOGIES - EXPLORER TRAILERS TRANSPORTER**



The Transporter from McKee Technologies - Explorer Trailers has easy-to-adjust carrier

slats that box in any size restroom skid. Even multiple-size skids can be configured securely in the same load, providing safe, flexible transportation. Models range from 8 to 48 feet long, accommodating up to 24 units. To eliminate side-to-side shock transfer, units include fully independent suspension axles. An optional front wind deflector protects units from road spray, stones and wind loading. Hot-dip galvanizing is available for corrosion protection. **866/457-5425; www.explorertrailers.com.**

**PIK RITE PORTABLE RESTROOM TRAILER**

The Pik Rite portable restroom trailer enables standard-size restrooms to be secured by a foot bracket in the center and a foot clamp on the outside, so no strapping is required. The easy clamp system has a handle at the front and rear of the trailer for operator convenience. The center foot bracket can be inverted to create a flatbed surface. It can carry any combination of standard restrooms or ADA units using the foot bracket or pre-installed, low-profile D-rings. The trailer comes with electric brakes and a truck-light wire harness. Recessed wheel wells allow for full-sized, 14-inch tires while still maintaining a low, 26-inch load height. The trailer is available with a removable Mongo Mover holder. **800/326-9763; www.pikrite.com.**



**DECALS**

**ALLIED GRAPHICS BULLGRIP**

BullGrip decals from Allied Graphics are designed for the portable sanitation industry. They are engineered to adhere to the challenging textures found on all major portable restrooms. When combined with durable, UV-cured ink, the adhesive has double the thickness of the company's standard material, which allows the adhesive to seep into the textured surface when applied. Just clean the surface with isopropyl alcohol to remove any release agents or dirt. The decal can be applied with a squeegee, and the adhesive will have maximum hold after 48 hours. **800/490-9931; www.allied-graphics.com.**

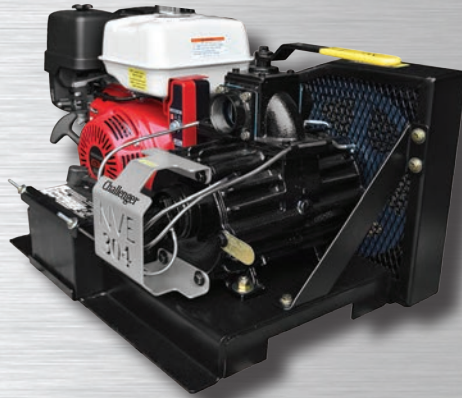


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## DECALS

### DYNAMIC DECALS & GRAPHICS MONSTER STICK

Monster Stick portable restroom decals from Dynamic Decals & Graphics are made from flexible, 3.2-mil material that contours to textured surfaces and adheres without excessive amounts of adhesive. The decals include UV lamination for long life and are made with UV inks for maximum pigment and life span. 800/472-0285; [www.dynamicdecals.com](http://www.dynamicdecals.com).



### ROEDA, FORMERLY SCREENTECH IMAGING, GRAPHICS

Graphics from Roeda, formerly ScreenTech Imaging, are printed on a high-tack, permanent, adhesive vinyl with UV fade-resistant ink to adhere to rough surfaces like portable restrooms, garbage totes and other plastic products. A wide variety of stock UV inks are

available, along with any custom Pantone match. Decals can be made to any size, shape and quantity. UV clear-coat or lamination can be added for extra protection against the elements. An existing logo can be used, or a new one can be designed. 800/829-3021; [www.roedainc.com](http://www.roedainc.com).



## LIGHTING

### J&J CHEMICAL CO. J-LIGHT

The solar-powered, motion-activated J-Light from J&J Chemical Co. 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 don't require constant replacement like standard alkaline batteries and are a more environmentally friendly solution. The motion sensor turns the light on when activity is detected. The light remains on for 35 seconds after the unit is used and turns off. Five high-intensity LEDs emit 30 lumens of light. 800/345-3303; [www.jjchem.com](http://www.jjchem.com).



## PORTABLE RESTROOM MOVERS

### ARMAL TRANSPORT DOLLY

The Armal transport dolly can be used to move any Wave standard portable restroom from one location to another. It is made of lightweight aluminum and is compact, making it easy for one operator to maneuver a portable restroom quickly. It is designed for rigorous daily use and speeds up the process of picking up and/or dropping off portable toilets 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. is designed to easily move portable restrooms, including full-size ADA units. Its tall handle height provides leverage to make tipping back easy, even for smaller people. It balances on two axles when tipped back, so it's easy to roll into position. While tipped

back, the roof is in position for cleaning. It is available with different wheel configurations. Four wheels are most commonly used when handling empty restrooms on firm ground or in a gravel lot. The six-wheel model is for moving partially full restrooms or going over soft ground. Its aluminum and steel frame is light but strong, and no steel touches the body of the restroom, so there is no fear of rust stains. It is available with pneumatic tires with inner tubes or solid urethane foam tires. 866/599-3325; [www.dealassoc.com](http://www.dealassoc.com). ■

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# INDUSTRY NEWS

## Thomas Edwards, Owner of J-Town Johns, Passes Away

Thomas Edwards, longtime owner of J-Town Johns and GMF Associates in Johnstown, Pennsylvania, passed away Sept. 25 at age 75. In addition to running a family portable sanitation business from 1977 to 2012, Edwards sold products for several companies serving the wastewater industry, including TOICO Industries, Hampel Corp. and Olympia Fiberglass Industries. He is survived by his two sons and wife, Rita. ■

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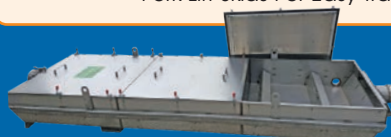


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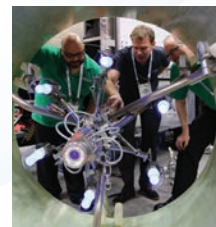
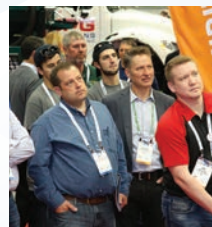
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Portable toilet company in the Texas Hill Country for sale. For more information please email lance@centexwww.com (P12)

Portable toilet rentals & septic business for sale in West Texas. 30+ yrs in business. 150 Polyjohn toilets, 5 handicap toilets, 5 hand-wash stations, 1 trash trailer, 30 holding tanks, 3 trucks (all running daily). \$140,000. Call 325-656-6007. (P12)

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2009 International DuraStar with 76k miles. Ready to be used on route. New pump 7/17 along with other misc. upgrades. Asking \$35,000 OBO. Call/text 614-560-7505. (P12)

2013 Mitsubishi Fuso, 77k miles, automatic, a/c, power windows. New 1,500-gallon (1,000 waste/500 fresh) vacuum tank. Honda/Jurop powered. 2-unit carrier. Shurflo freshwater pump and hose reel. Turnkey truck. \$50,000. 337-315-0692 (P12)

Non-emission service trucks, prices reduced NJ: 1996 International LowPro service truck, DT466 automatic, 700 waste/300 fresh, stainless hose trays, great for pulling trailers \$11,500. 1999 International, DT466 automatic, stainless 900 waste/400 fresh, hydraulic-drive PTO, auxiliary washdown tank \$12,000. 2000 International, 444E automatic, 1,000 waste/400 fresh, stainless hose trays, hydraulic-drive PTO \$14,000. Email your cell # is better for pictures and info customerservice@mrbobs.com or call Bob @ 609-859-3629 (P12)

2006 International 4300, 275,000 miles, 20,000 hours. Best Enterprise stainless steel 1,100/400 tank, hydraulic-driven Conde pump. \$12,000. Contact Thomas for pictures and more information: 228-493-7327; tjphares@scenicgroup.com (P12)

2012 Ford F550 Best Enterprise built 800-gallon waste tank/300-gallon water tank. 2-unit carrier. 30 ft. Tiger Tail hose. 119,647 miles. Runs great. \$46,000 OBO. 608-835-3459; sales@buckyspt.com (P12)

2014 International pump truck, Flow-Mark aluminum 1,850-gallon tank, 62,000 miles, \$85,000; 2007 International 4300 1,350-gallon, 265,000 miles, \$37,500. 256-757-9900 or www.pbsos.com (PBM)

2011 GMC Sierra 3500HD: Duramax diesel, auto., 4WD. Flat bed, new aluminum vac tank 300w/150f, Conde pump. www.pumpertrucksales.com. Call JR. @ 720-253-8014, CO. (PBM)

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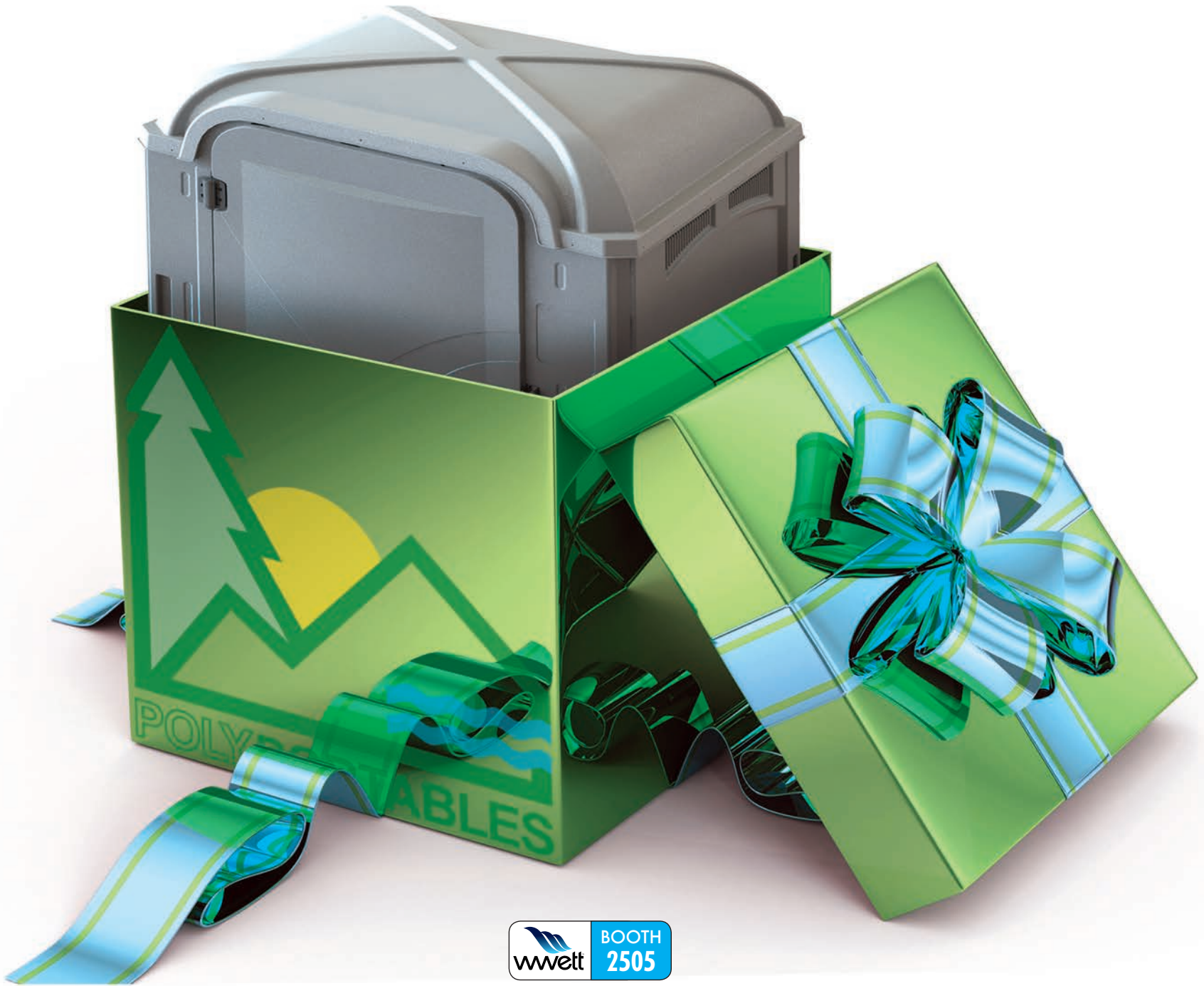
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