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June 2018
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ANNUAL
BUYER'S GUIDE
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LIVIN' THE DREAM

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Mississippi's Lauren McGraw wasted no time building a highly successful restroom company

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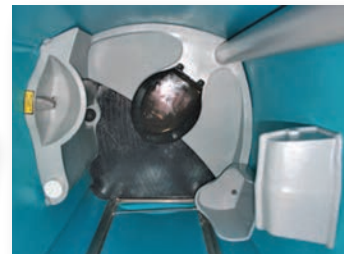
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Published monthly by



COLE Publishing Inc.
1720 Maple Lake Dam Rd. • PO Box 220
Three Lakes, WI 54562

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In U.S. or Canada call toll-free 800-257-7222
Elsewhere call 715-546-3346 • Fax: 715-546-3786
Website: www.promonthly.com • Email: pro@promonthly.com
Office hours 7:30 a.m.-5:00 p.m. Central Time, Monday - Friday

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CIRCULATION: 2017 circulation averaged 7,775 copies per month. This figure includes both U.S. and International distribution.

REPRINTS AND BACK ISSUES: Visit www.promonthly.com/reprints/order for options and pricing. To order reprints, call Jeff Lane at 800-257-7222 (715-546-3346) or jeff.lane@colepublishing.com. To order back issues, call Nicole LaBeau at 800-257-7222 (715-546-3346) or email nicole.labeau@colepublishing.com.

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On Location: Livin' the Dream
Working restrooms at Super Bowl LIVE meant huge crowds with great expectations, as well as frigid cold in the nation's icebox. But the crew at Jimmy's Johnnys loved every minute of it. - Dee Goerge

ON THE COVER: Providing restrooms for the Super Bowl LIVE event in Minneapolis was the job of a lifetime for the crew at Jimmy's Johnnys, based in North Branch, Minnesota. Owner Rich Anderson is shown with a row of PolyJohn Enterprises restrooms with the Super Bowl logo shown in the background. (Photo by Brad Stauffer)

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COMING NEXT MONTH — July 2018

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- **On Location:** A pilgrimage in India

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Here Are 5 Important Messages to Share With Your Employees

AN UPLIFTING WORD WILL KEEP YOUR FRONT-LINE WORKERS MOTIVATED AND HAPPY THROUGHOUT THIS BUSY SEASON

By Jim Kneiszal

When you started a portable sanitation company, you expected to run routes to clean restrooms. You also knew truck maintenance and equipment repairs would be in the job description. And you were certain that some degree of accounting would be necessary to build a successful company. But did you ever figure understanding the millennial worker's mindset was going to monopolize so much of your workday?

It's that time of year when you start to separate the women and men from the girls and boys on your service crews. With summer demand hitting its stride, everyone's got to step it up, work longer hours and concentrate on top-notch customer service. Some of your workers make the adjustment and give you a great performance. Others fall by the wayside. And when that happens, you need to quickly find solid contributors that — hopefully — will stick around for the long haul.

I had those challenges in mind recently when I read some interesting advice about employee retention and creating job satisfaction from Tammy Stone, writer for the blog *The Psychology of Business* and a LinkedIn influencer. Stone says it's important to study the employment patterns of today's workforce and align your business practices accordingly. Failing to do so can create a revolving door and the costs associated with constant recruitment and retraining.

NO SATISFACTION

Stone reports that 20 years ago, the average worker held two jobs by age 32, but now that number has doubled to four jobs. And while she says better pay is one way to lure new workers, it isn't necessarily the answer to stopping job-hoppers in their tracks. No, the trouble is today's workers — to quote *The Rolling Stones* — can't get no ... satisfaction.

"People want a sense of purpose with their jobs. They want something to work toward besides a paycheck," Stone writes. "Feeling needed ... or being good at your jobs, can be a much higher motivator than money."

Stone goes on to say that workers aren't concerned with where they'll be in 30 years; they're more worried about how they'll like their job over the next three years. So you need to worry less about feeding a 401(k) than feeding their soul. "The perks of a good work-life balance, or job experience are more appealing than a good retirement plan," is how she puts it.

Now the fiscally conservative saver in me doesn't quite buy into the argument that retirement planning is irrelevant. The failure of workers to take a long-term view of their financial picture is what has led, in general, to many folks having an alarmingly small nest egg. The state of saving in America is a huge problem that could turn catastrophic as baby boomers and Gen Xers face the prospect of missing out on those golden years. But that's a topic for another column ...

That big outdoor summer spectacle couldn't happen without your 100 restrooms parked on location. ... Your crew hustles to service all those units, ensuring sanitary conditions for your clients. And what's more important than cleanliness and public health?

C'MON, GET HAPPY!

So the priorities of your workers are different from what you might think. According to Stone, they want to enjoy the company of their coworkers, to feel that what they do is worthwhile, to get flextime and other lifestyle benefits that were not offered in the old, familiar employment model.

Taking that into consideration, I've come up with a few moves you might make to keep your well-trained crews on the road throughout the busy event and construction season this year. Take a look, and let me know if you'd add any items to the list.

It's one for all and all for one.

When the going gets tough — you know that big, demanding event every year in the miserable heat of summer — you need to foster a positive attitude of teamwork. You're all in this thing together, so make sure that message is heard loud and clear. If it's practical, see that everyone shares in the burden equally. Set the tone yourself by pulling a shift in the field, even if you don't ordinarily drive a service truck or handle a suction hose. Don't ask anyone to do what you're not willing to tackle. The team won't mind if you drive them toward success if you also reward them as a team. Throw a thank-you party for your staff at the completion of a big job. Give everyone a little gift, a bonus or a few hours off to show your appreciation for a job well-done.

Stress the public service aspect of portable sanitation.

Let's face the facts. That big outdoor summer spectacle couldn't happen without your 100 restrooms parked on location. Restrooms are indispensable for many of your customers. They are not a luxury, but a necessity. Your crew hustles to service all those units, ensuring sanitary conditions for your clients. And what's more important than cleanliness and public health?

On any given day, your technicians can be serving the Little League at a public park and construction projects that are the backbone of your community and providing needed relief for friends, neighbors, and visitors

(continued)



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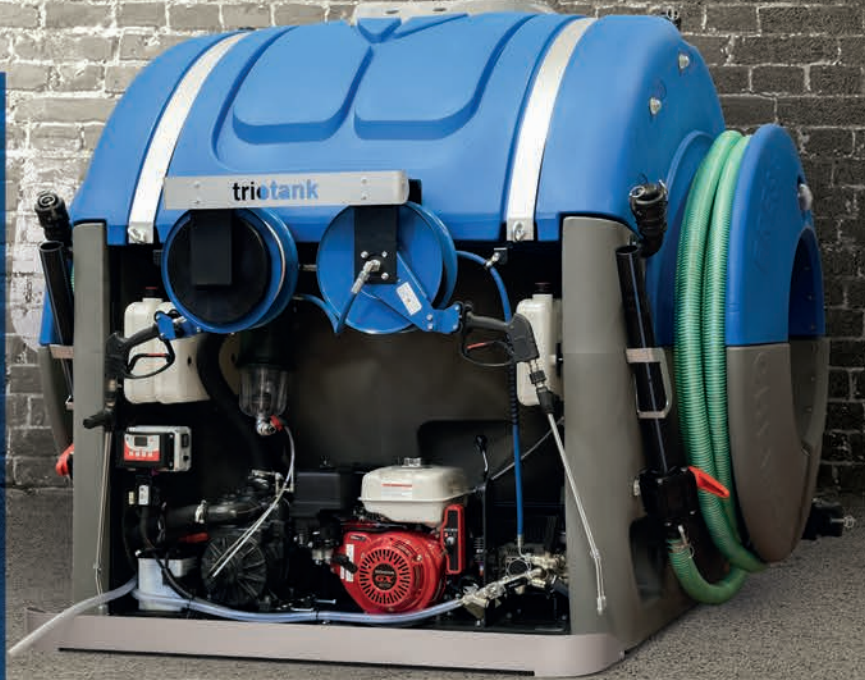
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in your area. Remind your crew of the essential tasks they perform so they take pride in their work.

You are an environmental steward.

Do your crew members think of themselves as working on the front lines of an environmental movement? If they don't, they should, and it's up to you to share that message. Portable sanitation slows the spread of pathogens and the consumption of the world's freshwater supplies. As the Portable Sanitation Association International stresses, portable restrooms save 125 million gallons of freshwater daily. Through its campaign to stress the value of portable sanitation, the PSAI reports that restrooms save 45 billion gallons of freshwater annually over the use of traditional flushing toilets. And with regulations and spill prevention, portable restroom usage promotes the safe return of wastewater to the environment. Share this important news with your workers.

Don't delay gratification or rewards for employees.

If they are well-deserved, grant pay raises, vacation days, and bonuses today rather than putting them off. Thank your crews today for doing a good job. Keep those lines of communication open — be liberal with praise when it's warranted, and encourage feedback to the boss at all times. If you wait to do any of these things, you risk losing a good worker who will seek job satisfaction elsewhere.

Give them the best tools to work with.

One contractor told me he involves his technicians in choosing the new truck they will be driving on daily routes. Why? It's simple. A driver with a say in spec'ing the features of his truck will feel pride in ownership and work hard to keep the rig clean and running properly. The same goes for restrooms. The next time you have to order a truckload of units, ask your team what they like about the restrooms you currently use and how they could be made more convenient to service. You may look for sloped holding tanks, smoother walls or sturdier construction to make for faster cleaning or fewer repairs on the fly. Seek input from those who deliver and service the restrooms, restroom trailers, hand-wash stations and the like. They know better than anyone how to improve service to the customers.

YOUR MOM WOULD BE PROUD

Cleanliness counts. That's what your mom taught you. And your workers need to hear that message. Their moms would be proud of the work they do to serve the public good, give everyone a better-than-expected restroom experience, and make the daily grind just a little more pleasant for everybody. Keep up with the positive messaging and job satisfaction will surely follow. ■

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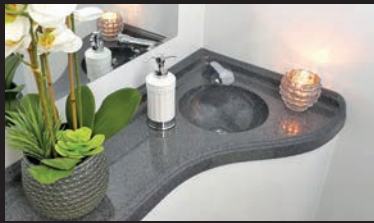
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GOING ALL IN

Trailers Build Revenue

Lauren McGraw first tested the market for restroom trailers some 20 years ago, shortly after she started her company, Gotta Go Site Service Rentals in Jackson, Mississippi. It didn't take her long to decide to go all in. Read about how she grew her rental business in this exclusive online story. promonthly.com/featured

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Changing Things Up

Events that need portable sanitation services can be anything from a backyard barbecue of 20 people to a music festival with tens of thousands of attendees. Any customer deserves your best, but what, if anything, do you change about your services and products for different kinds of events? promonthly.com/featured

CREATING A TEAM

Tips to Motivate Summer Help

Temporary workers are necessary for a lot of portable sanitation companies. The summers are so busy but often there isn't enough work to go around in the winter and you end up letting those people go. So how do you motivate someone who knows there is a short life span to his or her job? Check out this online story about onboarding your summer help and making them feel like part of your team. promonthly.com/featured

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12 Ways to Perk up Your Website

THE INTERNET IS ENORMOUS. DON'T LET YOUR COMPANY'S WEBSITE GET LOST OUT THERE!

By Judy Kneiszel

A portable restroom business' website is everything from a 24/7 customer support center to a sales and marketing tool. Websites make a company discoverable by a wide audience and give it credibility among its competition. A good website can put a small PRO on even footing with much bigger competitor. But just having a website for your company isn't enough. Like any good business vehicle, a website needs an occasional tuneup. It needs to be refreshed regularly so it will continue to attract visitors and boost its search engine rankings.

I'll admit, before I started doing research for this column, I assumed with little effort I would find a lot of terrible portable restroom rental company websites. I anticipated seeing sites created a decade ago and ignored for the past nine years. I was going to rant about cluttered layouts created on obviously free and now outdated templates with bad flash animation, rainbows of clashing bright colors, and again as many horrible fonts.

But, to be honest, I couldn't find sites like that. I'm still writing this column, however, because what I did find were the opinions of many experts who agreed that keeping a website fresh is critical to its effectiveness. A website — even a great one — shouldn't be viewed as a static thing like a billboard or brochure. To get the most out of a website, it must be maintained.

Your business isn't web design, of course. You don't have endless time to devote to updating your site nor are you big enough to hire someone to maintain your site full time. But having a never-changing website is like having a shiny new truck you never drive. Sure it looks great parked in front of your business and your company logo is on the side, making it an advertising platform, but that's not its optimum use.

Same with a website. It's a tool that can do so much more than simply look pretty and provide your phone number to anyone who happens to glance at it. So dedicate some time to it, and reap the rewards. Here are a few places to start:

1. If you haven't already ... dump the Flash. Sure it was all the rage at one time, but now most Adobe Flash animation is considered a distraction that slows loading times. If that's not bad enough, Flash animation can also negatively affect search engine rankings. Fast-loading, content-rich websites get higher ratings than those with cutesy animation.

2. Make sure it is responsive. A responsive website is one that works on any platform. The goal should be easy scrolling and navigation on any screen from a massive desktop monitor to a laptop screen, tablet, or tiny smartphone screen. Be sure your site loads quickly and looks right whenever and wherever someone might call it up.

I found one website where the “blog” button took me to a page with the framework for creating a blog and the words “here you can add some text.” That one click made the whole site less credible.

3. Make sure your site works on every possible browser. Look at your site using as many different browsers as you can, from Safari to Firefox to Internet Explorer and Chrome, or use an online tool like Browsershots, which tests your site for compatibility on a vast array of browsers and all the different versions of each browser people may be using.

4. Update photos/replace stock photos with originals. People want to see current, original photos of your business, staff, trucks, restrooms, etc. — not dated old shots or pretty stock photography. Sure, your kids were cute when you first created your website. But if the kid you're holding by the hand in a website photo is now a head taller than you and driving the trucks himself, updating the photo will give your adult child and the website credibility. Also, if your website has pictures of retired equipment or staff members who have moved on, it's time to shoot some new photos. The good news is you don't necessarily have to pay big money for professional photography. You or someone on your staff with a digital camera or even a good smartphone and an eye for composition should be able to take pictures you can use on your website.

5. Check all links. This is an easy tweak that can be done any time you've got a few minutes to spare. Go to your website and click all links to make sure they still work and go where you want them to take you. If not, fix, replace, or delete them. If you don't want to check them individually, use an online tool like Dead Link Checker.

6. Add or update testimonials. If you've had the same customer testimonials on your website for years, it's time for some new ones. Praise for service received 10 years ago tells potential customers little about what your business offers today.

7. Update content. Search engines get bored. They love new content and will boost a site's ranking when they detect it. Also, search engines keep humans guessing by constantly changing their analytics, so what was

a ratings booster yesterday might not be tomorrow, which is another reason to add new content often. How do you come up with new content? First, make sure all content on the site is up-to-date and relevant. You may have added services offerings that aren't mentioned on the website or perhaps you've dropped some services still listed. Maybe you've moved, changed or added a phone number, or gotten into social media but haven't linked your Facebook page to your website. Also consider if there are any problems some new content could solve.

8. Blog regularly or drop it. Blogging regularly on a website can boost search engine ratings. I found, however, many people have good intentions of posting to their blog regularly and then don't. I personally think it's better to not have a blog at all than to have one with one or two 4-year-old posts. I found one website where the "blog" button took me to a page with the framework for creating a blog and the words "here you can add some text." That one click made the whole site less credible.

9. Link to social media by adding social sharing buttons. For maximum effectiveness of all your online marketing efforts, make them work together. Add buttons to your website that take users to your Facebook page, YouTube videos or Twitter feed in a single click. Conversely, make sure your social media pages link back to your website.

10. Add call-to-action buttons. Sometimes customers will come to your website just to find your phone number. Don't make them scroll all the way to the bottom of your homepage for your contact information. Add a call-to-action button so with one click, users can get a quote, call your office, or take whatever action it is you want them to take.

11. Add video content. Video increases the amount of time visitors spend on the site, which is good for search engine rankings. In addition to improving that retention rate, video helps people remember your company. It can make you stand out from the competition.

12. Run some tests. If you're not sure how your site is performing, you can test it. There are several free tools available that, for example, determine if you have a high bounce rate, which means visitors aren't finding what they are looking for and "bounce" away from your homepage quickly. You can also test your page speed to see if your site is slow to load. There are tools that help analyze your search engine optimization rating and one that will show how your web-

site compares with your competition's website. Some tools to play with include SEO Report Card, Fetch as Google, and Website Grader.

STUDY OTHER WEBSITES

If you think your website is getting stale and could use refreshing but don't know where to start, take some time to study other websites. Look at websites of other PROs. Think about other sites you visit often for business or fun. What brings you back to them again and again? Fresh content? Ease of use? Great images? To get you started,

here are three PRO websites I found that made good use of some of the things mentioned above:

- www.plumbersportabletoilets.com makes effective use of video and has up-to-date testimonials.
- www.gottagorentals.com features useful and current blog posts and has clear call-to-action and social media buttons.
- www.millerportableservices.com makes great use of original photos and has a useful map. Navigation on the site is easy, whether on a small smart screen or on a larger computer display. ■

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Owner Lauren McGraw of Gotta Go Site Service Rentals is shown in the company yard with restrooms from PolyPortables. (Photos by Chuck Cook)

Capitalizing on the germ of an idea, Mississippi's Lauren McGraw didn't waste any time building a highly successful portable restroom company

BY KEN WYSOCKY

OFF TO A FAST START

Lauren McGraw can point to several factors that spurred the growth of her portable restroom business, Gotta Go Site Service Rentals, based in Jackson, Mississippi: Service diversity. Investments in restroom trailers. An emphasis on quality and customer service. And a lucky break when Nissan selected Jackson as the site of a manufacturing plant in 2000, dramatically jacking up demand for portable restrooms.

But in the end, McGraw's unlikely success story — a casino sales manager who took a gamble on a 180-degree career U-turn into the portable restroom industry — rests on one simple principle: Find something no one else wants to do and do it well.

"It's really not all that complicated," McGraw says. "It's also about being persistent — never giving up. It's not a big secret. You don't have to be Bill Gates to succeed in business."

(continued)



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Above: The Gotta Go Site Service Rentals team includes (front row, from left) Lauren McGraw, Curtis Pate, Trainer Story, Jeremy Cavitt, and Ken Magee; (back row, from left) Ladarius Jackson, Germaine Smith, Doug Harper, Jospire Collins, Henry Kelly, Steve Robinson, and William Clay.

Left: The office staff at Gotta Go Site Service Rentals includes (from left) Hayden McCullough, Lauren McGraw and Courtney Sheldon.



Gotta Go Site Service Rentals Jackson, Mississippi

Owner: Lauren McGraw

Founded: 1997

Employees: 15

Services: Portable sanitation

Service area: Mississippi

Website: www.gottagorentals.com

Affiliations: Portable Sanitation Association International, Associated Builders and Contractors



gave the casino my two weeks' notice about a month after that groundbreaking celebration. They said I could have my job back if it didn't work out, which kind of poured some fuel on my fire."

WE HAVE LIFTOFF

Fast-forward 20 years, and it's easy to see that McGraw, who has a business degree with a minor in marketing, made the right move. The company has a large inventory of restrooms, runs nine restroom service trucks, owns 13 restroom trailers, employs 15 people and has recorded revenue increases every year. It also services special events throughout the state and offers customers complementary add-on services such as roll-off containers for hauling garbage and septic pumping.

"To be honest, I'm still amazed when I look at all the things we've added on and didn't know anything about them at the time," she says. "I compare it to upselling french fries and shakes if you're selling burgers. You've got to sell those add-ons to clients. If they're renting restrooms, you might as well tell them what else they'll need, like holding tanks and roll-off containers.

"There's a 50-50 chance they'll say yes," she adds. "The bottom line is we're not selling restrooms, we're selling services."

The odds were against McGraw. She didn't know much about the restroom business, and by the time she established the business in July 1997, the deadline for buying ads in local phone books had already passed. "I was wor-

(continued)

McGraw's aha! moment came when she was tasked with renting restrooms and other event amenities for a groundbreaking celebration for a new hotel at the Vicksburg casino where she'd been working.

"We had dignitaries coming in from out of town, so things had to look good. I didn't want to be embarrassed," she recalls. But despite her best efforts, she couldn't find a contractor with restrooms suitable for such an occasion. Looking farther afield was problematic, too, as renting units from operators in distant cities was cost-prohibitive.

"This was before there was internet service and cellphones with cameras, so I took a legal pad with me to construction sites and wrote down the phone numbers I saw on restrooms," she recalls. "I also talked to workers and couldn't find anyone who would say good things about their suppliers."

Eventually, McGraw rented restrooms from a vendor in New Orleans. But the experience planted a seed of an idea. After doing more research, McGraw bought 126 restrooms from PolyJohn Enterprises, a service truck from Keith Huber, and a used flatbed trailer.

"I figured if I could rent 100 units a month, I could make the (loan) payment and wouldn't have to work for someone else anymore," she says. "I



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ried because that's where you went for advertising in those days," she notes.

But after 30 days, she'd rented all 126 restrooms. Better yet, she made \$70,000 in that first month and immediately ordered more restrooms. The catalyst for growth? Word-of-mouth referrals and new customers who noted previous poor customer service.

In addition, McGraw was conscious of marketing. She applied highly visible decals with the company phone number on all restrooms and strove to rent restrooms to construction companies working on large residential home developments in high-traffic areas. "We also tried to keep our service routes short and compact to maximize efficiency and profitability," she adds.

ENTER NISSAN

Three years after McGraw opened Gotta Go, Nissan selected Canton, a Jackson suburb, as the site of a \$950 million, 4.7 million-square-foot auto assembly plant. Gotta Go landed the restroom contract for site preparation and other excavating work, which lasted more than a year. It's hard to underestimate the value of the contract, she says.

"I always say that Nissan made me," she says. "I knew that if we could get a contract with the first company (general contractor) doing the dirt work, we might get the majority of rentals from subcontractors who'd be coming in from around the United States. So I made a rent-one, get-one-free deal with the dirt contractor. ... Eventually we had more than 300 units on site and were billing subcontractors from all over.

"Plus, our restrooms were in photos in local newspapers and on television news reports almost every week because the project got so much media attention," she adds.

By the time Nissan finished building the plant, Gotta Go owned more



Tragedy spurs McGraw to fight for DUI parental notifications

After the suicide of her 20-year-old son Rivers following his 2016 arrest for driving under the influence, Lauren McGraw was determined to advocate for legislation that would have prevented his death.

Before Mississippi state legislators passed new legislation in mid-2017, police weren't required to notify parents if their children, ages 18 to 21, had been arrested for DUI. Because of that loophole, McGraw was unaware that Rivers — who had been cited for DUI two years earlier and went through rehab — had been arrested. He was released from jail after a friend posted the bond.

"He was in college going for a construction-management degree," McGraw says. "He was eventually going to take over the business, which he grew up in.

"He fell off the wagon and got a second DUI and I knew nothing about it," she continues. "He got scared and panicked. ... And within three hours of being released by the police, he went out and used drugs, then shot himself. I know he would be alive today if they had contacted me. My child and most children that old are still on their parents' dime ... parents are paying for the cars they're driving and the car insurance, so they should have the right to know when something like a DUI arrest occurs."

Under the so-called Rivers' Law, nonjuvenile minors arrested for drug use or DUI in Mississippi now must be held for up to eight hours until a parent is contacted. "I just know that all parents would want to know about an arrest so they can get help for their children," McGraw says. "If your child had cancer, you'd want to know so you could get treatment."

It wasn't easy for McGraw to find time to testify on behalf of the bill, which was opposed by law-enforcement officials. "It was hard — I'd just lost my child," she says. "But I felt that if the face of the mother who lost the child wasn't there, it would be a lot easier for legislators to vote against it. So I ran down there (to the state capital building in Jackson) every time it was brought up for discussion."

It also was difficult because Rivers had been a well-known football player at a top-ranked local prep school. "People were surprised that I spoke out — stepped out and said this was a problem," she says. "Too often parents are too embarrassed to say anything. ... But we need to have an open discussion about things like addiction.

"I should've been called," she adds. "But I don't blame anyone. I just didn't want it to happen to another parent. Let's be sure parents know so they can get their children into rehab and try to save them."

Left, top: At the Gotta Go Site Service Rentals yard, Trainer Story loads restrooms onto a trailer from Liquid Waste Industries for delivery.

Left: Technician Curtis Pate services restrooms using his Ford with a slide-in vacuum unit from Progress Tank and carrying a Masport pump. The restrooms are from a variety of manufactures, including PolyPortables and Armal.

than 1,500 restrooms and had quadrupled its revenue. "Being the first restroom vendor on the job site has a lot to do with things," McGraw explains. "It gives you instant credibility with other contractors who figure if the (general) contractor already is using us, they might as well, too."

The contract also spurred the company to invest in holding tanks and offer pumping services, too. Why? There was no water or sewer service in what locals referred to as Nissan Trailer City, a sprawling collection of trailer homes that subcontractors used as portable offices.

Servicing the construction site's restrooms was logistically daunting, especially when employees consistently used restrooms other than the ones their company was renting. To keep things organized for route drivers and the construction workers, McGraw put the names of the customer compa-

(continued)

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nies on the respective restrooms, which helped reduce some of the chaos. “To this day, I still do that on large construction sites,” she says.

It was also a battle to convince contractors to not only rent a sufficient number of restrooms to handle the number of on-site employees, but to have them cleaned often enough, too. “You can make recommendations, but they don’t always go for it,” she points out. “So you have to let them do it their way and let the point prove itself. After a while, they tend to realize they need more restrooms and more frequent cleanings.”

Ken Magee hooks up a Rich Specialty Trailers trailer for delivery to a special events customer.

“We won’t take large jobs — like disaster assistance or one-time big construction jobs — if they’ll prevent us from providing great service for our smaller customers. Those big one-time jobs come and go, but it’s the small customers that are there all the time.”

LAUREN MCGRAW

LUXURY SERVICE

Investments in restroom trailers also played a critical role in Gotta Go’s growth, particularly in the niche market for special events, which now account for about 30 percent of the company’s restroom-rental revenue. At a Pumper & Cleaner Environmental Expo International show (now the Water & Wastewater Equipment, Treatment & Transport — or WWETT — Show) in 1997, McGraw bought a trailer made by Ameri-Can Engineering.

“No one else in our area had them,” she explains. “I thought it was a cool idea and figured it would rent, which it did. I gave customers discounts just to try one out. After a while, I bought several more used trailers.

“Since then, our special event business took off,” she continues. “After we decided to market them more, demand exploded. When customers try a trailer, they love it.” While Gotta Go rents most trailers for special events, McGraw says she also periodically obtains long-term rentals for commercial-grade restroom trailers used during bathroom-remodeling projects in office buildings or gas stations, for example.

Today the company has restrooms from Satellite Industries, Poly Portables, T.S.F., and Five Peaks; hand-wash stations from Satellite Industries and T.S.F.; and 13 restroom trailers, all from Satellite Industries except single units from Rich Specialty Trailers and JAG Mobile Solutions. In addition, the company owns nine restroom service trucks. Four of the vehicles are Ford F-550s equipped with 1,000-gallon waste and 300-gallon freshwater steel tanks made by Keith Huber. The remaining vehicles are Ford F-250s that each carry a 300-gallon waste and 150-gallon freshwater stainless steel slide-in tank made by Progress Tank. All nine trucks are equipped with Masport pumps.

The company also relies on a Ford F-350 and two Ford F-250 delivery trucks, as well as trailers made by FGM, Liquid Waste Industries and Texas Bragg Trailer. In addition, the company uses plastic holding tanks (usually 440-gallon capacity) made by Kentucky Tank or T.S.F. McGraw says she buys larger holding tanks because it costs the same amount of money to deliver them, whether big or small, and customers inevitably need more capacity than they anticipate.

In late 2013, Gotta Go entered the market for roll-off containers. The premise was simple: Wherever there’s construction, there’s also debris. To service customers, the company owns a 2015 Western Star with a Stellar Industries hoist system and a 2010 Mack with a Galbreath hoist and about 150 containers, mostly made by Plum Creek Environmental Technologies, plus some made by Wastequip and Containers Inc.

IMPORTANT LESSONS

Looking back, McGraw says sheer determination also was critical to the company’s success. “I wasn’t going to fail — just wasn’t going to happen,” she says. “I just had a son born in 1996, so I knew it was going to have to work.”

As for the future, McGraw says she plans to continue the company’s intense focus on the principles that helped it grow so dramatically over the last 20 years: Find underserved niche markets. Lead in quality service, not the lowest price. Be humble. And always be grateful for every customer — not just the big ones.

“I know customers have a choice — they don’t have to use us,” she explains. “And if they’ve chosen to use us and trust us, that means a lot to me. Small customers are just as important to me as the big ones.

“In fact, we won’t take large jobs — like disaster assistance or one-time big construction jobs — if they’ll prevent us from providing great service for our smaller customers,” she notes. “Those big one-time jobs come and go, but it’s the small customers that are there all the time.” ■

MORE INFO

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Karleen Kos is executive director of the Portable Sanitation Association International. She may be reached at karleenk@psai.org or 952-854-8300.



Adjusting the Convention and Trade Show to Meet Evolving Needs of PSAI Members

By Karleen Kos

At a social event not long ago, a bright millennial named Grace asked me what I do for a living. I had just returned from the PSAI's Annual Convention and Trade Show, so I attempted to describe the event — the people, the education, the massive trucks and booths filled with products. She had no clue what I was talking about. "Why would you travel somewhere to see equipment and learn what others do in their businesses?" Grace asked. "Just use Instagram."

The PSAI has held a Convention and Trade Show for 49 years. This year, in Portland, we had some of our highest attendance and approval numbers ever. Focus on that and you might think our brightest days are ahead. Yet Grace and her friends will be running companies in the next five to 10 years. The wind is clearly bringing change. As they ready themselves to take over the world, we also have to remember that today's portable sanitation business owners have more options than ever. For the PSAI and its trade show to remain viable, we need to be providing relevance and return on investment now even as we are preparing for the not-yet.

Going forward, the PSAI expects to continue offering the largest portable sanitation-focused event in the world well into the future. To do that, to meet the needs of the industry's business leaders and suppliers, means that our event will have to evolve. Here's what we know so far:

- Our event needs to offer something valuable that cannot be replicated online. To that end, we will be introducing a "hands-on" learning environment beginning in 2019. Building on our successful roundtable model, this new offering will give operators and suppliers a chance to present information, address real challenges, and learn together using real equipment in real time.

- Surveys of trade show attendees all over the U.S. show they want to meet people and have fun at these events. So the PSAI has formed a special ad hoc committee of portable sanitation operators and suppliers to help us ramp up the networking and "fun factor." It's too soon to describe exactly what these ideas will look like in practice, but you can be sure they'll be different than you've seen previously at our events and definitely not something you can do online.

- The internet has its place. We also have a team looking at ways to offer more relevant portable sanitation-specific value without leaving home. Expect to see announcements for topical discussions and training courses you can access from your desktop.

- Also expect to see us trying to learn from the next generation of business owners. Whether that means using Instagram (or whatever new virtual tool is hot) more effectively, also offering a virtual trade show, or flying to the

moon, the PSAI will do what it takes to be the most trusted, most relevant resource for the portable sanitation industry.

The writer William Arthur Ward once said, "The pessimist complains about the wind, the optimist expects it to change, and the realist adjusts his sails." The PSAI is adjusting its sails. We look forward to a fantastic voyage with our friends and colleagues in the portable sanitation industry. Where are we headed? Wherever the changing winds and seas take us — anywhere, except into the sunset. March 27-30, 2019 we will be in Mobile, Alabama, for the 50th Annual Convention and Trade Show. See you there!

AND THE WINNER IS ...

The PSAI announced winners of its 2018 awards during the Annual Convention and Trade Show.



- The **Andy Gump Award** went posthumously to Barry Gump, second-generation owner of Andy Gump Temporary Site Services in Santa Clarita, California. Gump passed away in April 2017 after a remarkable career in the portable sanitation industry. Working alongside his father in the early years, Gump built the family business into a regional leader in Southern California. He was a pioneer in the portable restroom trailer industry, continually striving to bring advancement to the sanitation field.

Family and staff of Andy Gump Temporary Site Services accepted the Andy Gump Award on behalf of the late Barry Gump. (Photos courtesy of the PSAI)

In addition to running his growing company, Gump was a local civic leader, playing Santa Claus at Christmas and supporting a number of charities including the Cystic Fibrosis Foundation. Gump served on the PSAI Board of Directors, and as president of the board, provided expertise to numerous committees and projects and freely helped newcomers to the industry.

In 1993 the Gump family started the Andy Gump Award; however, Barry Gump would never allow his own name to be placed into nomination. After his death, the Awards Committee received numerous letters calling for his contributions to be honored.

The PSAI's most prestigious honor is named for M.C. "Andy" Gump, a portable sanitation industry pioneer who exemplified the award selection criteria: fairness and integrity in personal and business relationships, working to improve the image of the industry, using innovative approaches, developing new products/services, leading industry colleagues, and exhibiting vision in the face of economic challenges.



Lindy Boehme, winner of the PSAI Volunteer of the Year award.

- The **Flay and Glenda Anthony Volunteer of the Year** award went to Lindy Boehme, division manager for CPACEX, who has been involved in the portable sanitation industry for nearly 30 years. As a leader in a supplier company, she is in a unique position to see the industry from the perspectives of companies of all sizes, and she has brought that insight to nearly every volunteer role she has held over her many years of work on behalf of the PSAI.

Boehme has served on numerous committees and recently spearheaded the PSAI's first Urgent Run, a charitable event that raised more than \$4,000 for sanitation efforts in Kenya. Boehme is one of those unique individuals who has a multiplier effect on others. She is able — and willing — to engage others, get them to contribute their own time and resources, and challenge others to be better.

The award was established in 2015 to recognize individuals who have given exceptional service to the portable sanitation industry through volunteerism. It is named for Flay and the late Glenda Anthony, former owners of Porta-John of the Piedmont, whose tireless devotion to the PSAI and the portable sanitation industry set a bar that inspires others to give their best.

- The **Service Technician of the Year award** went to Kelly Kimes of Cal-State Site Services in Simi Valley, California. Kimes has been in the portable sanitation industry for more than 20 years. Since joining the Cal-State Site Services team about five years ago, the company has increased its event business and opened another yard to handle the overflow. Kimes' loyal customers followed him without question. He manages Cal-State Site Services' secondary yard; covers route drivers, pickup and delivery drivers; washes units; and preps them for events and daily deliveries. Kimes does this while still maintaining approximately \$500,000 in sales in a small area.



Eric Giffin, of Cal-State Site Services, accepted the Service Technician of the Year award for his employee, Kelly Kimes.

- The **Service Technician of the Year Runner-Up award** went to Gregory Borchert of Mr. John of Pittsburgh. Borchert joined the Mr. John team six years ago. He is currently a service technician and has the skills and qualifications to perform numerous other duties. He is always punctual, always thorough, and has a flawless safety record.

After seeing him prove himself time and again, Mr. John's leaders realized that Borchert would be a great influence on new employees. He agreed to become a service tech trainer and part of the Short Service Employee, or



Service Technician of the Year Runner-Up winner Gregory Borchert is shown with the crew from Mr. John.

SSE, Program. New employees join Borchert to learn what it takes to be a successful service technician. He leads by example to show them the company's expectations of work ethic and professionalism.

The Service Technician of the Year award honors the industry's top service technicians who actively embody the highest industry standards. ■



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Rich Anderson, owner of Jimmy's Johnnys, is shown at an outdoor music venue on the streets of Minneapolis during Super Bowl LIVE. (Photos by Brad Stauffer)

THE JOB: Super Bowl LIVE

LOCATION: Minneapolis

THE PRO: Jimmy's Johnnys, North Branch (Minnesota)

Living the Dream

Working restrooms at Super Bowl LIVE meant huge crowds with great expectations, as well as frigid cold in the nation's icebox. But the crew at Jimmy's Johnnys loved every minute of it.

BY DEE GOERGE

THE TEAM

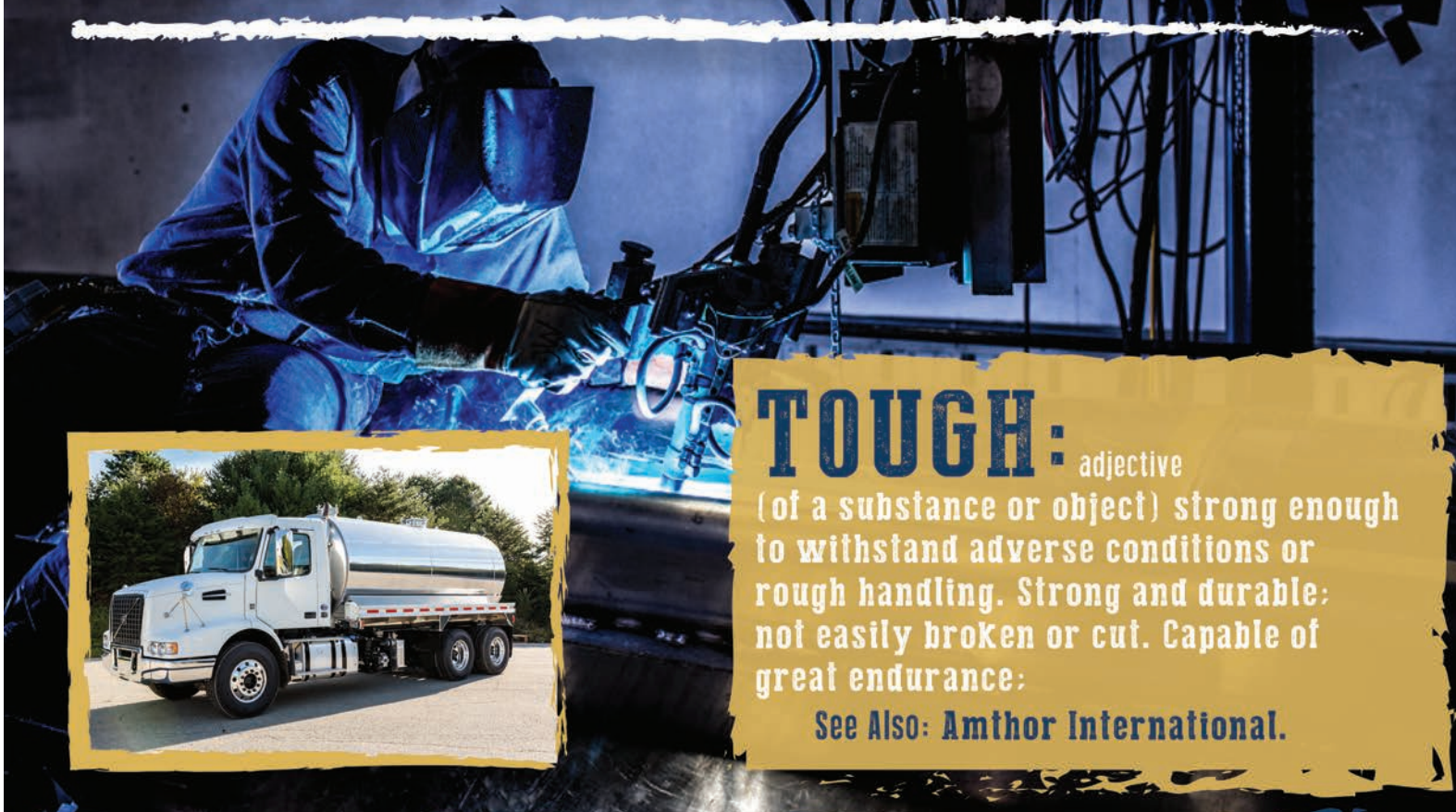
By the time football fans tuned into the 2018 Super Bowl on Feb. 4, members of the Jimmy's Johnnys team were wrapping up servicing portable restrooms for nine nights of Super Bowl LIVE activities in downtown Minneapolis. Though only six employees were on location servicing restrooms and VIP trailer units, all employees were part of the team that made it work, says Rich Anderson, owner of the North Branch (Minnesota) company.

Planning for the process began months ahead, after Jimmy's Johnnys learned they won the bid. Lana Garcia served as contact person, working with the company that handled the logistics for vendors and services surrounding the concerts and events for nine days before the Super Bowl. Her husband, David Garcia, coordinated the servicing schedule and workers.

"Everyone was excited about being part of the Super Bowl," Anderson says. "We picked a few guys to be there, but everyone behind them did their job to keep things going." To show his appreciation, each of Jimmy's Johnnys 18 staff members received a jacket that says "Official Service Team" with the Super Bowl LII logo.

(continued)

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COMPANY HISTORY

Being part of the NFL event reflects how far Jimmy's Johnnys has come since Anderson and his wife, Julie, purchased a 20-year-old portable restroom business with 250 units in 1999. Now they have 2,300 units and an average of 20 employees. Initially located 50 miles north of downtown Minneapolis, Anderson grew the business intentionally by crossing Interstate 694 to add the metro market.

"Our main business core is a five-county area (around the Twin Cities), doing events and construction," he says. In addition to standard restrooms, Jimmy's Johnnys offers luxury restroom and shower trailers, freshwater tanks, grease barrels, and storage containers.

The company in 2012 won the bid to provide 300 portable restrooms to the Minnesota's State Fair that runs for 12 days up through Labor Day. "This job (Super Bowl LIVE) was very similar," Anderson points out, with nine service days and 300 restrooms. And the timing was good. Plenty of units were available, and the extra income helped in traditionally slow months.

THE MAIN EVENT

Super Bowl LIVE occupied six blocks of Nicollet Mall for 10 days of free events for the public. There were concerts every evening (48 bands/artists), a zip line, freestyle snowmobile stunts, sleigh rides behind a pickup, cross-country skiing, skijoring (dogs pulling skiers), and other outdoor activities along with dozens of food and beverage trucks and tents.

With the theme, "Bold North," Minneapolis worked hard to sell the message of having fun no matter the weather. Nature cooperated with snow — 5-inches on the Saturday before the Super Bowl — and cold, dropping as low as 8 degrees below zero (not counting the wind chill) at night. The visitors came anyway, more than a million over 10 days.

The Jimmy's Johnnys crew at the Super Bowl included (from left) Ben Pilquist, George Halverson, Scott Engren, David Garcia, Rich Anderson and Lana Garcia. The crew is shown delivering PolyJohn Enterprises restrooms using a 2018 Dodge crew cab flatbed truck. (Photo courtesy of Jimmy's Johnnys)



Right: David Garcia sets up PolyJohn Enterprises restrooms in downtown Minneapolis.

Below: Rich Anderson spools up a suction hose after servicing a bank of PolyJohn Enterprises restrooms at Super Bowl LIVE. The WorkMate truck from FMI Truck Sales & Service carries a 750-gallon wastewater steel tank, 300-gallon freshwater poly tank and Masport pump.



BY THE NUMBERS

Following the schedule set up by Super Bowl LIVE organizers, Jimmy's Johnnys began setting up four days before it started.

"Everything was tight, so it was hard to park the trucks; there were tents everywhere," Anderson notes.

The plan was to set up two banks of 100 restrooms, smaller groups of 22-40 restrooms and a few others scattered in areas near specific attractions such as the zip line for a total of 300 PolyJohn Enterprises units. In addition, Jimmy's Johnnys provided two Ameri-Can Engineering Oasis VIP trailers for the musicians, eight 100-gallon freshwater containers and 25 grease barrels for food trucks, and two storage containers for the concert stage area near a snow slide to store equipment.

Jimmy's Johnnys had specific times to deliver and set up the restrooms over three days. Anderson saved his employees the hassle of delivering some of the units with strategic planning.

(continued)

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Right: This delivery rig carrying 20 PolyJohn Enterprises restrooms was one of many loads delivered to Super Bowl LIVE. The Dodge Ram vacuum truck is from Satellite Industries and carries a 600-gallon waste and 300-gallon freshwater MATERIAL tank and Masport pump. The hauling trailer is from Lane's Vacuum Tank. (Photo courtesy of Jimmy's Johnnys)

Below: George Halverson picks up units using a Dodge pickup truck and a 16-place trailer. (Photo courtesy of Jimmy's Johnnys)



"I always buy toilets in the spring," he explains. "I ordered them early and had six semi loads (168 units) delivered there (Minneapolis)."

He also had Dynamic Details decals and Deb Industries hand sanitizer dispensers (with Jimmy's Johnnys logo) shipped to PolyJohn Enterprises for installation, so the units were stickered and ready to use when he unloaded them with a Bobcat and forks. Each of the three days, employees brought trailers with the rest of the units in the morning to unload before semis with new restrooms arrived at 11 a.m. and noon.

"People from the committee were impressed when the trucks showed up," Lana Garcia notes. "The restrooms looked amazing, picture perfect."

LET'S ROLL

Six Jimmy's Johnnys staff, including Anderson, took care of the servicing throughout the event. Due to tight security, all had to provide driver's licenses for clearance and received official badges with photos. They also had to provide VIN and license numbers for each truck.

Employees, George Halverson and Scott Engren, shared the 5500 Chevrolet Kodiak from Lane's Vacuum Tank with a 900-gallon waste and 400-gallon freshwater steel tank and Masport pump to take care of the two banks of 100 restrooms. Three other WorkMate trucks from FMI Truck Sales & Service with 750-gallon wastewater steel tanks and 300-gallon freshwater poly tanks and Masport pumps, and a 2017 Dodge Ram from Satellite Industries with 600-gallon waste, 300-gallon freshwater steel tank were used to service the rest of the portable restrooms. Employees David Garcia and Ben Pilquist serviced the smaller banks of restrooms, and Anderson took care of a bank of 21, the scattered units near the zip line, and other areas.

Most days the usage was light enough that all the waste could be pumped into the biggest truck and a smaller truck to be dumped at a treatment plant about 20 minutes away in one or two trips.

"Our biggest unknown was how cold and how heavy the traffic was going to be," Anderson says. "A lot of nights it was so cold that the dump valves were freezing," Anderson says. Drivers used propane heaters to thaw it enough to dump.

Lana Garcia adds that prior to the event, staff planned what they would do in worst-case scenarios. While none of them happened, they used some practical prevention tactics. Workers took along extra restroom units in case they needed to exchange them, and they filled urinals with water softener pellets and the toilets with a brine mix.

"We had methanol ready to combine with the brine if it got real cold, but we never needed it," Anderson adds.

The crew arrived daily between 10 p.m. and midnight, after the bands and crowds left, to pump and clean the restrooms and refill them with brine that shop worker Clare Morrisette prepared for them each day.

Fortunately, the restrooms weren't overly used every day, as the crew had feared. That is, until Saturday. The day before the Super Bowl, the weather, crowds, and crazy traffic converged to make everything a challenge.

"They were filled right to the brim. Some toilets had 6 inches of snow packed inside, and we had to shovel them out. The 300 toilets usually take two hours to service. That Saturday, we got there at 10 p.m. and didn't get out until 5:30 a.m. It took half an hour to go six blocks — at 4 a.m. it was still gridlocked," Anderson recalls.

"Some toilets had 6 inches of snow packed inside, and we had to shovel them out. The 300 toilets usually take two hours to service. That Saturday, we got there at 10 p.m. and didn't get out until 5:30 a.m. It took half an hour to go six blocks — at 4 a.m. it was still gridlocked."

RICH ANDERSON

gridlocked," Anderson recalls.

He was grateful every day wasn't like that. He was also grateful that the portable restrooms weren't damaged. A couple had graffiti, and one had the soap dispenser ripped off the wall, but that was the extent of the damage.

He credited Garcia for taking care of the restrooms each day. She was

Rich Anderson checks on an Ameri-Can Engineering Oasis restroom trailer stationed at a music stage at Super Bowl LIVE in Minneapolis.



Anderson cleans a PolyJohn Enterprises restroom in downtown Minneapolis. The Dodge Ram with a WorkMate package is from FMI Truck Sales & Service.



attendant for the VIP trailers and carried a backpack with toilet paper and cleaners. She had a radio and regularly checked all the restrooms and cleaned them or locked them when they didn't meet Jimmy's Johnnys standards.

WRAPPING IT UP

The Monday after the Super Bowl, Jimmy's Johnnys had all its restrooms removed after taking loads out late Saturday night, after 3 p.m. on Sunday, and the rest on Monday.

"We have trailers that haul 14-26 units (Ameri-Can Engineering, Lane's Vacuum Tank), and we can pull 96 at one time," Anderson says.

Other than having to thaw a frozen hose used to fill the VIP trailer water tank, everything went well for a big event in the Bold North.

"They (Minneapolis organizers) actually said this was the first time they didn't have any problems with portable restrooms," Garcia says. "We got an email saying what a great job we do. We are a smaller company, and we knocked it out of the park."

"They (committee) were super, super happy with us," Anderson adds.

One of the things the committee emphasized was having attractive

"Our biggest unknown was how cold and how heavy the traffic was going to be. A lot of nights it was so cold that the dump valves were freezing."

RICH ANDERSON

restrooms with decals neatly placed on all four sides. That's also a priority for Anderson, and by ordering units early, the new restrooms debuted at Super Bowl LIVE and are now ready to go to work this year. With many Minnesotans attending the event, the exposure may net more work in the future.

"When I was cleaning, a lot of people said we had the cleanest restrooms they had been in," Anderson says. "When we did the State Fair, we saw a boost in business from being there. Super Bowl LIVE was a great opportunity to prove Jimmy's Johnnys is ready to serve large venues — even in winter."

However, though it may be tempting, the Minnesota company has to turn down one job request Garcia received while working at Super Bowl LIVE. Someone asked her "Do you want to come to Atlanta for the next Super Bowl?"

Unfortunately, that is a little outside Jimmy's Johnnys territory. ■

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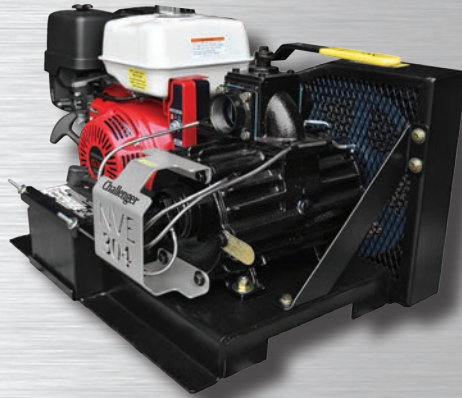
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Satellite Industries acquires PolyPortables Inc.

Portable sanitation industry manufacturer Satellite Industries, Plymouth, Minnesota, has acquired PolyPortables Inc., based in Dahlonega, Georgia. The acquisition includes the PolyPortables manufacturing plants and equipment, restroom and deodorizer products, and distribution warehouses. The management team, office, production and warehouse staff will also be retained as part of the acquisition. PolyPortables will continue to operate as a division of Satellite Industries.

“It is an honor to combine these two great companies into one,” says Todd Hilde, CEO and owner of Satellite. “PolyPortables’ strong leadership and quality products makes the combination of our companies something I believe will be a tremendous benefit to our customers, employees and the industry. In the end, we will develop more products and services, advance industry knowledge and provide a higher level of technical support.”

Eric Capers, president of PolyPortables, also recognizes the benefits. “Our decision to accept the purchase offer by Satellite came because of seeing the advantages to both our customers and employees,” he says. “We are going to focus on leveraging the strengths of both companies for the good of our customers.”

“Both Satellite and PolyPortables’ teams are excited to join forces,” adds John Babcock, president of Satellite. “We have similar cultures and are dedicated to serving our customers, which means providing a wider variety of products, people, locations and resources.”



Todd Hilde

Information posted by the companies reassured customers that little change will occur in their working relationships with Satellite and the PolyPortables division. PolyPortables will continue to manufacture, assemble and deliver its products, while representatives for Satellite and PolyPortables will sell each other’s products.

“PolyPortables customers will continue to work directly with their sales representatives and Satellite customers will continue working with their area manager with the added benefit of being able to purchase each other’s products,” Hilde says. “Any change going forward will focus on how it benefits our customers and employees. Both companies have a long history of customer and employee longevity and we expect this new company will only strengthen those relationships.”

According to the company, Satellite approached the PolyPortables equity partnership owners in November 2017 about purchasing the company, and the sale was finalized April 30.

Comforts of Home Services moves to new, larger facility

The owners of Comforts of Home Services, Brad and Cara Martin, have announced a move into a new, larger manufacturing facility in Aurora, Illinois. The building provides three times the production floor space of the prior building and additional room to bring on new employees.

“This new facility gives us the space needed to support the increase in business the restroom trailer industry is experiencing, support opportunities for continued growth, and develop new innovative products and features — a core value I built this business on,” Brad Martin says. The family-owned business has three generations of the Martin family involved in day-to-day operations.



Satellite Industries celebrates 60th anniversary

Sixty years have passed since Satellite Industries started with a small inventory of wooden restrooms in Minneapolis and the hope that portable sanitation would be a benefit to many others. Today the company supplies operators in more than 130 countries with Satellite Industries products to create safe, sanitary conditions in their communities.

The company began when Al Hilde left the Army in 1958 with a dream to create a business to provide private, sanitary restroom facilities in places where permanent bathrooms were not available. By the late 1960s, Satellite Industries was a well-established portable sanitation business in Minneapolis and beyond. In 1972, with the creation of the Tufway, a polyethylene portable restroom, sales grew quickly. By 1988, Hilde made the decision to focus solely on being a supplier of restrooms, trucks and deodorizers.

At February’s Water & Wastewater Equipment, Treatment & Transport (WWETT) Show, Satellite Industries celebrated 60 years by giving away 60 gifts to operators as a thank-you for their continued business. Two commemorative T-shirts were also created, with images of older trucks and restrooms. The proceeds of the T-shirt sales were donated to Karibu Loo, a portable restroom business in Kenya run by children and young adults to help them pay for schooling. ■

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COMING SOON: CHANGES TO THE PSAI CONVENTION AND TRADE SHOW

Watch for an official announcement in Summer 2018!

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**PSAI CONVENTION AND
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BUSINESSES

Manhole rehab trailer: Trailer setup for manhole rehab. New mixing and pump from Machine Technology. Generator and air compressor built on complete rehab trailer. Start your own company. Marc 574-532-2655 (T08)

Deep East Texas largest portable toilet and septic tank pumping company is now for sale. Owner wishes to retire. 29 years in business and still growing. With 2 locations that can go separately or together. Currently servicing 1,200+ toilets per week. Last year's toilet sales \$1,448,755 and septic/grease \$234,123. Serious inquires ONLY! For additional information, contact 936-524-3255. (T06)

FOR SALE: Profitable and reputable grease/septic and portable restroom business in beautiful N.E. Alabama. Septic business with numerous commercial and residential accounts. Equipment: Peterbilt single-axle with a 2,500-gallon Cusco tank, full-tilt bed and full-open rear door; Peterbilt tandem-axle with 2,900-gallon Kieth Huber tank, full-tilt bed and open rear door with vibrator. Both trucks running and pumping daily. Portable restroom business with monthly and event rentals. Many yearly events. Equipment: International portable restroom truck. 900/300; 79 green PolyPortables; 2 VIP flushable toilets; 2 handicap units; 15 construction units; 4 handwashing stations; 32 ft. JAG restroom trailer with 6 womens' stalls and 4 urinals and 2 stalls; (2) 16-unit hauler trailers. Excellent turnkey business. Restroom business can be sold separately. Serious inquiries to Dkiefier@hotmail.com. (P06)

Well-established SW Florida business for sale. From North Port to Marco Island 850+ units on the street, 15 ADA, 30+ sinks, 20+ holding tanks, 7 trucks, 2 trailers. Many long-term construction customers, year-round event customers. Documented yearly growth. Only serious buyers need to inquire. Email office@ronsjons.com (P06)

Start your own septic service business in Florida! For more information call 931-248-1284. (PBM)

COMPUTER SOFTWARE

FreeServiceReminderSoftware.com, FreeServiceDispatchSoftware.com, FreeRouteManagementSoftware.com. (T06)

PORTABLE RESTROOMS

4,000 used portable restrooms for sale. Updating our fleet to the new Zenith portable restrooms from Sansom Industries. Prices range from \$125 - \$325. Call Jim Reisinger @ 314-776-4000. (TBM)

250 Two-tone grey PolyPortables Integras. All in excellent, rentable condition. WILL NOT LAST! \$200 per unit. 800-634-2085 NY (T06)

50 Armal Wave portable toilets. Half are all-grey, half are orange and grey. We recently sold 200 of these! They're in GREAT CONDITION at a LOW PRICE! \$150 per unit! 800-634-2085 NY (T06)

PORTABLE RESTROOM TRUCKS

2006 Ford F550, 6.0 diesel, Coleman VTM body 100 water/700 waste/200 water. Masport HXL4DE, dual service, 2-unit fold down rear carrier. Contact Joe - CPR Inc. 631-842-2488 or joe@cprportables.com. (T06)

Portable toilet trucks for sale: 2005 International 4300 portable toilet service truck, 25,999 GVWR. Asking \$13,250. 2004 Ford F750 portable toilet service truck, 25,999 GVWR. Asking \$13,750. See pics & info @ <http://portabowlrestroom.blogspot.com/>. Contact Cory@Portabowlinc.com or call 215-766-8164 ext. 1 (P06)

2000 Ford F650 portable toilet truck, 3126 Cat engine, 1,200 waste, 300 fresh. Asking \$12,000 OBO. Call Al at 302-420-7237 or email arrowsanitary@juno.com. (P06)

2009 International 4400 with 1,600/600 aluminum tank. MaxxForce DT with 245k miles. \$28,000. Email patrick@moorecans.com or call 214-364-4611. (P06)

Portable toilet trucks for sale: 2005 International 4300 portable toilet service truck, 25,999 GVWR. Asking \$13,250. 2004 Ford F750 portable toilet service truck, 25,999 GVWR. Asking \$13,750. See pics & info @ <http://portabowlrestroom.blogspot.com/>. Contact Cory@Portabowlinc.com or call 215-766-8164 ext. 1 (P06)

PORTABLE RESTROOM TRAILERS

Existing PRO looking to purchase used Wells Cargo Comfort Elite restroom trailers. Interested in the newer Ultra Lav models as well. Also interested in Ameri-Can models potentially. Call to discuss anytime. Jamie Hunter 317-439-9383. (T10)

SEPTIC TRUCKS

Thirty foot stake truck with liftgate and fresh-water capacity for portable toilet transport - \$12,000. 1,100-gallon with fresh water capacity, International - \$15,000. Location: Brighton, Michigan. Both excellent condition. Call 810-217-4639, ask for Bart. (T06)

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