

PROMO™

PORTABLE RESTROOM OPERA

December 2019
www.promonthly.com

BRRRING ON THE WINTER

Canada's Jacky Ward is happy to share her experience with severe weather

PAGE 24

BEING THE GOOD GUY

Russ Gulliford vowed he would never belittle anyone in business – and that pledge has paid off

PAGE 14

PRODUCT FOCUS

Holding Tanks and Transport Trailers

Page 28





In Business Since 1959

TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories

WISHING YOU HAPPY HOLIDAYS



Tuff-Jon III



Tuff-Jon



100 Gallon Fresh Water Supply Tank



TJ Shorty

TJ Kids



90 Gallon Free-Standing Sink with Optional Handicap Accessible Sink (45 gallons fresh water)



Containment Tray



TJ Handy Stand Waterless Gel Touch Dispensers



TJ Junior Single Free Standing Sink (16 gallons fresh water)



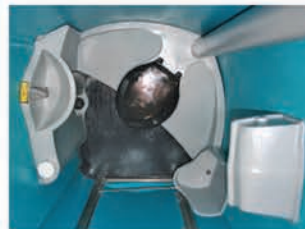
60 Gallon Rinse Tank



- Tank sizes 60, 105, 225, 300 and 440 gallons.
- Standard holes are 2 - 3" holes with plugs
- Can customize holes to match your specs



Sink Lifting Bracket



Interior View of Deluxe TJ-III

- Lifting Bracket Assembly
- Sky Heater
- Corner Shelf
- Towel Dispenser
- Hand Washer Available For Both Styles of Tuff-Jon



The TSF Company Inc.
2930 S St. Phillips Rd. | Evansville, IN 47712

Toll Free: 1-800-843-9286 | 812-985-2630 | Fax: 812-985-3671
Email: aschenk@tuff-jon.com | Website: www.tuff-jon.com

Powerful Odor Crushing Performance

J&J Truex

LIQUID POWER



Non-Formaldehyde • Deep Blue, Non-Staining Color
Long Lasting Fragrances • Guaranteed Performance

CONTACT US
TODAY

1-800-345-3303 • jjchem.com
706-743-1900 • fax: 706-743-7515 • info@jjchem.com



@JJChemicalCo



JJChemCo



@JJChemCo



@JJChemCo

www.promonthly.com



Published monthly by



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

© Copyright 2019 COLE Publishing Inc.
No part may be reproduced without permission of the publisher.
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

SUBSCRIPTION INFORMATION: A one-year (12 issue) subscription to *PRO*TM in the United States, Canada or Mexico is free to qualified subscribers. A qualified subscriber is any individual or company in the United States, Canada or Mexico that partakes in the portable restroom industry. Non-qualified subscriptions are available at a cost of \$60 per year in the United States and \$120 per year outside of the United States. To subscribe please visit promonthly.com or send company name, mailing address, phone number and check or money order (U.S. funds payable to COLE Publishing Inc.) to the address above. MasterCard, VISA and Discover are also accepted. Supply credit card information with your subscription order.

Our subscriber list is occasionally made available to carefully selected companies whose products or services may be of interest to you. Your privacy is important to us. If you prefer not to be a part of these lists, please contact Nicole Maney at nicole.maney@colepublishing.com.

CLASSIFIED ADVERTISING: Submit ads online at www.promonthly.com/classifieds/place_ad. Minimum rate of \$25 for 20 words; \$1 per each additional word. Include a photo for an additional \$125. All classified advertising must be paid in advance. DEADLINE: Classified ads must be received by the 10th of the month for insertion in the next month's edition. PHONE-IN ADS ARE NOT ACCEPTED. Fax to 715-546-3786 only if charging to MasterCard, VISA, Discover or Amex. Include all credit card information and your phone number (with area code). Mail with check payable to COLE Publishing Inc. to the address above. CLASSIFIED ADVERTISING APPEARS NATIONWIDE AND ON THE INTERNET. Not responsible for errors beyond first insertion.



Jim Flory

DISPLAY ADVERTISING: Call Jim Flory at 800-994-7990. Publisher reserves the right to reject advertising, which in its opinion is misleading, unfair or incompatible with the character of the publication.

CIRCULATION: 2018 circulation averaged 7,717 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 Maney at 800-257-7222 (715-546-3346) or email nicole.maney@colepublishing.com.

8 From the Editor: City Leaders: Respond to the Sanitation Crisis in Your Streets
Portable restrooms stand alone as a practical solution to providing a vital service to downtown visitors and a growing homeless population.
- Jim Kneiszel

10 @PROmonthly.com
Check out exclusive online content.

12 At Your Service: Consider Restroom Heaters and Blankets When Jack Frost Comes Calling
By regulation or user request, demand is on the rise for more comfortable units over the winter months. - Jeff and Terri Wigley

14 COVER STORY



PROfile: Being the Good Guy
Living by the golden rule with employees and customers wins friends and builds profits at Illinois Portable Toilets.
- Ken Wysocky

ON THE COVER: Illinois Portable Toilets has been providing sparkling-clean restrooms for the folks of central Illinois for more than 30 years. Owner Russ Gulliford is shown with one of his Ford service trucks, built out by Advance Pump & Equipment with a National Vacuum Equipment pump, and a Satellite 1 PolyPortables restroom in the background. (Photo by Bradley Leeb)

22 PSAI News
Why doesn't the PSAI do something about bad behavior? We do!
- Karleen Kos

24 Take 5: BRRRing on the Winter
Thunder Bay's Jacky Ward of A-1 Sewage Services is happy to share her experience to help northern PROs cope with severe conditions that will come around in a few months. - Sharon Verbeten

28 Product Focus: Holding Tanks and Transport Trailers
- Craig Mandli

COMING NEXT MONTH — January 2020

- **On Location:** Honor the vets at D-Day event
- **PROfile:** Visit sunny Florida

2020 WATER & WASTEWATER EQUIPMENT, TREATMENT & TRANSPORT SHOW



Education: February 17-20
Marketplace: February 18-20
Indiana Convention Center, Indianapolis, IN
www.wwettshow.com



2018 ISUZU NPR - XD

DIESEL, NVE304 / PTO
DC10 / HANNAY, DUAL SERVICE

**WHILE
THEY
LAST!**

999- **\$73,500**

1250- **\$75,000**

PETERBILT 2500

FREIGHTLINER M2



FROM **\$119,850**

MASPORT TRANSMISSION
350CFM, TOOL BOX



\$138,900!

4200 ALUMINIUM MASPORT
HYDRA 407 CFM, TOOLBOX

+FET

IN-STOCK!



2019 FORD F550

POWERSTROKE DIESEL

1500 GALLON RESTROOM SERVICE (1100/400)
NVE304/FLOJET/DUAL SERVICE/2 UNIT HAULER

\$82,900

FOR MORE INFORMATION: (833) 653-8100
SALES@FLOWMARK.COM



VISIT: FLOWMARK.COM

KeeVac
Industries, Inc.

Happy Holidays from
your friends at KeeVac



Units in Stock for the Holidays

Take advantage of the Section 179 or 168(k) in 2019 for up to \$1M on qualifying equipment.

Do not hesitate! Now is the time to place your truck orders before the savings expire.

Visit www.section179.org to see what you can do this year. Savings good on all qualifying equipment orders placed in 2019. Orders must be received by 12/28/2019 to be processed in 2019.

Call: 866-789-9440 • Visit: www.keevac.com

THE SLIDE IN WAREHOUSE

Happy Holidays from
The Slide In Warehouse

48 Standard Slide-In Models Ranging from 300-1500 gallons

FD-950 shown 650/300

Ready to be installed
Pickup Truck
Flat Bed Truck
Roll Off Truck
Trailer

Take advantage of the Section 179 or 168(k) in 2019 for up to \$1M for qualifying equipment.

SC-450 shown 300/150

Visit www.section179.com today for more details. Orders must be placed by 12/28/2019 to process.

THE SLIDE IN WAREHOUSE 888-445-4892
www.slideinwarehouse.com

advertiser index

A	M	S
Armal, Inc. 7	Marketplace 34	Sansom Industries LLC 15
	• Johnny Mover Trailer Sales	Satellite PolyPortables 36
	• McKee Technologies Inc./ Explorer Trailers	ScreenO Systems LLC 13
	• Meaty Delivery	Slide-In Warehouse 6
	• Restroomtruck.com	
	• Surco Products	
C	Masport, Inc. 9	
CENTURY Paper & Chemicals		
Century Paper Products 21		
Classifieds 34		
Comforts of Home Services, Inc. 21	N	T
Cro Software Solutions 19	National Vacuum Equipment, Inc. 13	T.S.F. Company, Inc. 2
	Navitas Credit Corp. ... 10	Tank World Corp 27
	F	
	FlowMark Vacuum Trucks 5	
	P	W
	PolyJohn Enterprises Corp. 35	Walex Products Company 17
	I	Condo
	Imperial Industries, Inc. 11	Westmoor Ltd. 29
		WWETT Show 33
	PortaLogix 21	
	J	
	J&J Portable Sanitation Products 3	
	R	
	Rich Specialty Trailers 25	
	Robinson Vacuum Tanks 29	
	K	
KeeVac Industries, Inc. ... 6	ROEDA, Inc. 25	

Merry Christmas!



Armal[®]

STRONG. EXPERIENCED. WORLDWIDE.

Phone: 1.770.491.6410

www.armal.biz

Contact us: PRO strives to serve the portable restroom industry with interesting and helpful stories. We welcome your comments, questions and column suggestions and promise a prompt reply to all reader contacts. Call 800-257-7222; fax 715-546-3786; email PRO editor Jim Kneiszel at editor@promonthly.com.



City Leaders: Respond to the Sanitation Crisis in Your Streets

PORTABLE RESTROOMS STAND ALONE AS A PRACTICAL SOLUTION TO PROVIDING A VITAL SERVICE TO DOWNTOWN VISITORS AND A GROWING HOMELESS POPULATION

By Jim Kneiszel

Just a few thoughts to share as you wrap up another year and decade in the world of portable sanitation:

Downtown restrooms are a practical solution

Yet again, the lack of public restrooms in a city center is causing a serious sanitation issue. This time it's in Springfield, Illinois, the Land of Lincoln, where people are openly relieving themselves. But a resident, Jay McCann, has come forward to offer a solution. According to a News Channel 20 report, McCann pledged to pay for a portable restroom for the homeless to use, but his offer is being ignored.

McCann reports confronting a man who urinated in front of him, and the man said he had nowhere else to go. "Working downtown, when you arrive in the morning, somebody has left you a present on your doorstep on occasion. I actually see it being delivered in the daylight. It's not very pleasant," McCann says.

So why wouldn't the city jump on his offer to pay a restroom company to place and maintain a unit? Springfield Mayor Jim Langfelder offers a hint.

"You don't want port-a-potties sprinkled all throughout your downtown," he says. "I mean, that's what you have to take a look at, and how does that blend in with the environment you're trying to portray?"

Is a clean and well-maintained portable restroom really a worse way to portray your downtown than letting visitors witness people go to the bathroom on the sidewalk?

Next door to Illinois in Iowa City, Iowa, they look at portable sanitation differently. Just ask Joe Reilly, the new "nighttime mayor," who recently led an effort to bring more portable restrooms to a busy downtown entertainment district. Iowa City, home to the Big Ten's University of Iowa, claims to be the first city to name an unofficial nighttime mayor to address issues that go along with vibrant downtown areas; other cities including Orlando, Florida, Pittsburgh and New York City, have followed suit.

One of Reilly's first initiatives was to improve the restroom experience for visitors, especially during Iowa Hawkeyes football weekends.

"We would have people who were downtown going into businesses, shops and restaurants just to use the restroom," Reilly told *The Daily Iowan* newspaper recently. "That creates extra pressure on the restaurant. So, if they couldn't find a suitable place to use the restroom, sometimes it would end up in the alleyways."

Reilly recognized the city needed to take action to improve sanitary conditions and provide more opportunities for students and others going out and enjoying festivities. An area restaurant manager told *The Daily Iowan* that the restrooms have been a great addition.

"It's so great. Instead of the kids trying to run to the bathroom when a

whole bunch of people are trying to get in here, you can just have port-a-potties," said Blake Carel of Marco's.

The bottom line for Reilly is that portable restrooms serve an important function where many people gather. "I think at the end of the day, what everyone wants is a safe, clean and vibrant downtown," Reilly told the paper.

Some cities are coming to the same conclusion as Iowa City, but there is a long way to go to get folks to accept that improved sanitation should be a bigger priority.

Officials confronting homelessness in cities across the country need to adjust their attitudes about portable restrooms and partner with our industry to improve sanitation for all in public areas. PROs offer practical and economical solutions to safely handling waste in urban settings and bring

Cast Your

VOTE!



CONTRACTORS'
CHOICE 2020

GOLD
PRO

Quick pick your favorite industry products through the Contractors' Choice Awards

The ballot box is open for the **Portable Restroom Operator Contractors' Choice Awards**, and you are invited to vote for your favorite products for the portable sanitation industry. Simply go online to www.promonthly.com/contractors-choice/vote and choose your top vendors in the following product categories:

<ul style="list-style-type: none"> ■ Portable restrooms ■ Portable restroom trailers ■ Slide-in units ■ Portable restroom service trucks 	<ul style="list-style-type: none"> ■ Chemicals – portable restroom deodorizers ■ Software – business ■ Vacuum pumps ■ Portable sinks
--	--

Voting only takes a minute and one vote is allowed per device, per person in each category. Winners will be announced at the 2020 WWETT Show Feb. 17-20 at the Indiana Convention Center in Indianapolis.

more dignity to those in dire need of facilities. I wish I could get this magazine into the hands of city officials everywhere so they can see the professionalism and quality service offered by our contractors.

Give more thought to your safe placement procedures

You've probably all seen viral YouTube videos of restrooms flying through the air in a windstorm and a restroom destroyed when hit by equipment on a busy construction site. Well, the impact of questionable placement procedures for portable restrooms can go well beyond a few funny online videos. They can result in risk of human injury and litigation, as we have seen in two cases from last summer.

In Ottawa, Ontario, the provincial Ministry of Labour recently announced a fine of \$70,000 imposed on a construction company for placement of a restroom that resulted in serious injury to a worker. According to the *Ottawa Sun*, a worker at a Carleton University job site was struck by a backhoe while leaving a restroom, suffering multiple injuries. The unit was placed along a roadway at an angle where the restroom user and backhoe operator would not be able to see each other.

Across the country in Calgary, Alberta, a woman was traumatized when the restroom she was using at the Wings Over Springbank Airshow was blown over by sudden intense winds. Several restrooms were toppled; the woman's unit hit the ground, door down, trapping her inside as she was drenched with the contents of the holding tank.

"I was a mess. My hair had some toilet paper in it and I had blue water, pee water. I saw some needles there. It was gross," the woman told Global News. The woman and her family questioned why the units weren't tied down or secured in some way to prevent tip-overs. She suffered bruises and was concerned about being exposed to infectious diseases. The woman and her family were considering legal action.

Both of these incidents are reminders to give careful thought to safety risks and potential dangers at every site where you drop off a restroom. Of course, 99% of the time your placement location works out fine, but you have to remain vigilant every time you pull a unit from your tailgate or delivery trailer and leave it with the customer. Perhaps you should use some downtime this winter to review any number of placement challenges and how your drivers should handle each situation.

Restroom etiquette explained: Follow these simple rules

Courtesy of WKFR-FM Radio, 103.3, here are the top five rules for using a portable restroom at last summer's Ribfest in Kalamazoo, Michigan.

These might seem like common sense, but PROs everywhere have found that common sense isn't common enough:

1. Don't be distracted when in line: While waiting to use the loo, it is easy to get in a conversation or take a few selfies. But remember, people are waiting for you. Pay attention so when it is your turn, you are ready to step in.

2. Don't dillydally while in the potty: Remember, there are others waiting to step in and handle their business. Plus, the festival is going on and people have places to be. Taking too long will upset others.

3. Don't put the toilet lid down: As with every bathroom, you want to touch as few things as possible. Lifting up a lid is not something anyone wants to do.

4. Keep it clean: Make sure you put the paper products in the proper disposal area (ladies, this is an important point when dealing with feminine products). In the end, no one wants to touch another person's garbage.

5. One at a time: No matter how bad you have to go, it is one at a time in a (restroom). Heck, it's crowded and hot, so just wait your turn. ■



Quality Builders Build with the Best Put a Masport on your next Slide-In!

Simplify Your Installation - Saving you more Money!

Designed with the following integrated features:

- ▶ Vacuum & Pressure Relief Valves
- ▶ Battery
- ▶ Vacuum/Pressure Gauge
- ▶ Pre-Filter with Washable Filter
- ▶ Oil Reservoir
- ▶ Plus all the Standard Masport Pro-Pack Features!

NEW

 BUILT FOR THE HARD WORKING PUMPER

800-228-4510 | cs@masportpump.com | www.masportpump.com



SPECIALTY VEHICLES & EQUIPMENT
A UNITED COMMUNITY BANK COMPANY

Command More Financing Power With Navitas

We Finance the Trucks and Equipment You Need to Grow

- Same Day Credit Decisions
- Affordable Repayment Plans
- No Age or Mileage Restrictions
- Deferred Payments
- Simple Documentation
- Seasonal Payments



For more information contact us at
800.422.1844

Mention this ad and receive
\$100 off your documentation fee.



**Liberty Financial is Now the
Specialty Vehicle Division of Navitas Credit Corp.
Brand New Name...Same Great Service.**

Get Results Driven Commercial Equipment Financing with Navitas
sve.navitascredit.com



season's GREETINGS

*and warm wishes for a
wonderful new year.*



YOUR FRIENDS AT COLE PUBLISHING

@PROmonthly.com

Visit the site daily for new, exclusive content. Read our blogs,
find resources and get the most out of PRO magazine.

HAZARDOUS WEATHER

High-Tech Clothing Keeps Service Techs Safe

For portable restroom operations in tundra-like climates, keeping employees safe and warm can be a struggle. Recent technological advances for clothing can keep your service technicians safe this winter, read more about it here.

promonthly.com/featured



OVERHEARD ONLINE

“Even if you don’t respect someone, you must treat them with respect. When we’re treated in a disrespectful manner, it shuts down our willingness to communicate, negotiate or continue a conversation at all.”

— How to Manage Employee Conflicts
More Effectively
promonthly.com/featured



RIPPLE EFFECT

Avoid the Repercussions of Others’ Bankruptcy

A supplier or a customer going bankrupt is no picnic for portable restroom operators, and the bankruptcy of a competitor can have ill effects as well. Learn how to route a path out of the potential minefield by reading more here.

promonthly.com/featured

CULTURAL ACCOUNTABILITY

Shape Your Service Crews into Self-Starters

As busy sanitation professionals, finding employees with a natural go-getter attitude can be difficult. Here columnist Amanda Clark offers six pieces of advice to jumpstart a culture of accountability that empowers your employees to take action.

promonthly.com/featured

emails and alerts



Visit PROmonthly.com and sign up for newsletters and alerts. You’ll get exclusive content delivered right to your inbox, and you’ll stay in the loop on topics important to you!

connect
with us!



Find us on Facebook
at facebook.com/PROmonthly
or Twitter at twitter.com/PROmonthly



END-OF-YEAR DEALS ARE HERE!



BOOTHS
1367, 4111

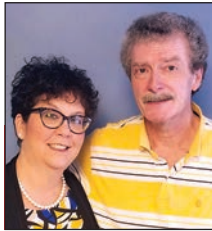


WHATEVER'S ON YOUR HOLIDAY LIST THIS YEAR, WE'VE GOT YOU COVERED!

Whether you're looking for a large septic or grease truck, small portable restroom service unit or anything in between, we've got it in stock. **We have wheels on the ground** – ready to go! Contact **IMPERIAL INDUSTRIES** today for year-end specials.

ORDER YOURS TODAY BY CALLING 1-800-558-2945 OR VISITING IMPERIALIND.COM.

Imperial Industries, proudly family-owned and headquartered in central Wisconsin for more than 38 years, is the trusted choice for specialized septic solutions and expert service.



Consider Restroom Heaters and Blankets When Jack Frost Comes Calling

BY REGULATION OR USER REQUEST, DEMAND IS ON THE RISE FOR MORE COMFORTABLE UNITS OVER THE WINTER MONTHS

By Jeff and Terri Wigley

Question: I am a PRO in the upper Midwest and I have a construction customer who is adamant about having me install a restroom heater in his unit for the winter. Is this a possibility? I am concerned about the safety of any such installation. Please help!

Answer: Your question is very pertinent and, for these two former PROs from Georgia, necessitated an ample amount of research in order to resolve your situation. Bottom line: It is definitely possible to safely install portable heaters in restroom units. In fact, in at least in one state, it is required by state regulations!

Regulation requiring heaters in units

Minnesota is the only state where we found this regulation concerning portable restroom heaters. The regulation, Minnesota OSHA 5207.0800 “Privies at Construction and Engineering Projects,” is as follows: “Privies shall be provided on all construction and engineering projects. Privies shall be placed inside of heated buildings, wherever possible to do so. Where privies are not placed inside of heated buildings, provisions shall be made for heating privies to a minimum of heat that can be emitted from the installation of a 1,300 watt heater or other type of equivalent heater.”

Furthermore, this state document goes on to describe the winter season as Nov. 1 to March 15.

It should also be noted that this regulation does not eliminate the need for PROs to implement winter freezing methods (i.e., methanol, brine solution, etc.) to keep the unit useable in winter weather. (For reference, winterizing units was covered in our December 2018 column).

Milk house heaters

The PROs we contacted who use heaters call them milk house heaters. This is an actual category of heaters — which may also be referred to generically as space heaters or ceramic heaters — and they have been in existence for over 50 years. There are several common characteristics:

- Small and convenient size. Typical dimensions are in the range of 12 to 15 inches tall, 8 to 10 inches wide and 4 to 6 inches deep.
- Lightweight and easily mountable inside restroom units.
- Range from 1,000 to 1,500 watts. (This would meet the Minnesota requirements described above.)
- All have three-prong power cords for safety.
- Most have ceramic housings, which do not conduct heat from the heater itself.
- Fans project the heat as opposed to a heated element that becomes extremely hot with use.
- Several have automatic shut-off provisions if the unit falls or is knocked over.
- Many have automatic timers that can be set to cease operation after a

Safety is always paramount when considering heaters inside portable restroom units. The ideal placement is in the back corner of the unit, opposite the vent stack.

specific period of time.

- Available from Amazon, big-box retailers (The Home Depot, Lowe’s, Menards), and hardware stores.

- Prices range from \$20 to \$100 with the average around \$40.

Mounting inside units

Safety is always paramount when considering heaters inside portable restroom units. The ideal placement is in the back corner of the unit, opposite the vent stack. Use coated wire to mount to the unit’s vent screens. Heaters should be placed away from the toilet paper holder and hand sanitizer dispensers and in a place where liquids will not come in contact with the heater. Ensure the heater power cord and the receiving end of an extension cord are inside the unit so it is readily apparent when the unit is disconnected and any problems with the electrical connections can be quickly recognized.

Safety procedures during weekly service

- Ensure all materials are kept away from the heater. Remove extra partial rolls of paper that may have been left on the shelf below the heater by the customer.
- Do not use any liquids near the heater! This includes water used during the cleaning procedure as well as fragrance spray.
- Check the electrical connection for any signs of damage.
- Turn the heater on and off to check it is working properly.

Customer safety obligations

Since a heater adds an extra dimension to the use of a portable restroom, the customer must accept several responsibilities for its safe operation. These terms should be agreed to at the time of delivery and should be kept in writing.

- The customer should be held liable for the safe operation of the heating unit. It is rented equipment being used on their job site. Liquids and paper products need to be kept free from the heater during the workday.
- The customer should be responsible for the heater being turned on during the workday and turned off when the unit is not in use, particularly at the end of the workweek.
- The customer should inspect the heating unit and the electrical connections on nonservice days to ensure it is operating safely and efficiently.
- If there are any problems, the customer should unplug the heater im-

RELIABLE IN THE PORTABLE SANITATION INDUSTRY



Challenger Vacuum Pumps

- Compact design to fit on today's trucks.
- Integral pre-filter.
- Proven crash protection.
- 4 port oil pump with stainless steel lines.
- 2 year warranty.
- Designed. Built. Supported in the USA.



Challenger Series

VACUUM PUMPS & BLOWERS



MADE IN THE USA

800-253-5500 | natvac.com

mediately and contact the PRO.

Restroom blankets

Another consideration to make units more comfortable in winter months is using insulating blankets. These covers surround the unit and maintain a warmer environment inside. There are several variations of the blanket including:

- A plastic blanket that covers the sides of the unit with a zipper for the door and a clear roof that will allow sunlight inside the unit.
- A plastic blanket that covers the entire unit with either a zipper or series of snaps over the unit's door and that is a solid color.
- A plastic blanket that covers the three walls and roof, leaving the door unprotected but easily accessible for use.

In Manitoba, blankets are required on larger job sites. If your operation is in colder climates, these options may benefit your customer during winter. Blankets can be used with heaters that do not require ventilation.

Extra rental pricing for heaters and unit blankets

We are told milk house heaters will usually last, as most, two winter seasons. Blankets can last for many years. While it is not ethical for us to suggest pricing and it varies from operator to operator and market to market, PROs should keep this in mind and charge for these products accordingly.

Final thoughts

Restroom heaters and blankets can help meet customers' individual needs and build your profitability. Safety and common sense are the keys to success with this product offering. Your customer needs to work closely with you to appreciate and accept the concept of safety as well.

If your state or municipality requires heaters in units, as does Minnesota, please let us know and we will provide an update in the future. ■

Screenco Systems LLC

Dual Screen Design



MINI SCREEN 400

PORTABLE RECEIVING STATION

Aluminum & Stainless Construction



NEW
Grit Eliminator capacity 18 cu ft, 32 cu ft, 64 cu ft and 96 cu ft

- Affordable
- No Moving Parts
- Screens That Really Work
- Gravity Off-Load At 500 GPM
- Small Footprint
- Fits In An 8' Pickup Box For Easy Transport
- Great For Special Events Portable Toilet Screening
- Fork Lift Skids For Easy Transport And Loading

Patented Dual Screen Design

Our Systems Meet Ecology 503s



GRIT ELIMINATOR

Keeps Onsite Storage Grit Free
Available in 18-96 Cu. Ft. Grit Capacity



- Portable Event Screening
- Doubles As Screener Spreader & Mobile Septic Receiving Station
- Clean Up Your Land Application Site
- Never Hand Pick Trash Again



208-790-8770 • www.screenosystems.com • sales@screenosystems.com



The Illinois Portable Toilets team includes (from left) Michelle Van Wynen, David Gulliford, Jayk Knight, Miguel Sayles, Shane Hall, Tim Carter, Russ Gulliford, Damon Tolbert, Brian Wells, Austen Schultz, Andrew Horonzy, Tim Uskali and Marti Canter. (Photos by Bradley Leeb)

BEING THE GOOD GUY

Living by the golden rule with employees and customers wins friends and builds profits at Illinois Portable Toilets **BY KEN WYSOCKY**

It may sound improbable that a student at a college frat house would steer Russ Gulliford toward establishing what would become a large and profitable portable restroom enterprise. But that's exactly what happened in August 1987 as Gulliford — who ran a septic tank pumping business at the time — was cleaning out a grease trap at a sorority house at the University of Illinois at Urbana-Champaign.

"This kid at the frat house next door yells down to me from a balcony: 'Hey, do you rent portable toilets? We're having a party in three weeks and we need restrooms,'" Gulliford says. "I said, 'No, why would I rent restrooms?'"

The student explained that where he lived in Chicago, most companies that do pumping also rent restrooms. "It was my aha! moment — the lightbulb went on," he recalls. "He barked out a request, and I fulfilled the need. It wasn't innovative or creative — just someone asking for something."

Illinois Portable Toilets Urbana, Illinois

Owner: Russ Gulliford

Founded: 1987

Employees: 20

Services: Portable sanitation

Service area: 60-mile radius around Champaign-Urbana

Website: www.illinoisportabletoilets.com



So Gulliford went out and bought a dozen restrooms and Illinois Portable Toilets, based in Urbana, was born. And fulfilling that simple request turned out to be a game changer for the now 55-year-old entrepreneur. (He also still owns Gulliford Septic & Sewer.)

The anecdote underscores the value of recognizing new business opportunities as they arise and taking calculated risks to capitalize on them. That business blueprint worked pretty well for Gulliford; his company now owns about 2,000 restrooms, mostly from PolyJohn Enterprises and some from Satellite | PolyPortables.

(continued)

Sansom INDUSTRIES

Superior Portable Restrooms



MAX/ADA
Fully Compliant Available

\$200
OFF!*



RAM
Superior 65-gallon Mid-range Model

\$575
ASSEMBLED!*



Zenith
Our 80-gallon Flagship Model

\$625
ASSEMBLED!*

CALL NOW FOR DETAILS

*LIMITED OFFER: Customer is responsible for freight: F.O.B. Portage, Wisconsin. All local sales taxes apply.

Innovation • Excellence • Durability The QUALITY You Deserve

**STANDARD
on all Sansom
portable
restrooms:**

- ✓ Large, all-plastic hinges, 6-point sonically welded
- ✓ Patented hands-free entry, industry exclusive
- ✓ Extremely durable one-piece "hover handle" door latch.
- ✓ Seat lock system virtually eliminates breakage
- ✓ 10-year limited warranty
- ✓ 3-roll paper holder: accommodates locking wire rod or dowel rod
- ✓ Very sturdy and useful coat/utility hook
- ✓ Hand sanitizer mounting location
- ✓ Ultra-strong corners to withstand heavy ratchet strapping

ZERO Foreign-made Components

100% made in the USA

Designed • Manufactured • Assembled



844-95ANSOM 844-972-6766 • SAINT LOUIS, MISSOURI • SANSOMINDUSTRIES.COM



GET
EMAIL NEWS
ALERTS FOR

PRO
PORTABLE RESTROOM OPERATOR

Go to promonthly.com/alerts and get started today!



Left: David Gulliford prepares to serve a Satellite | PolyPortables restroom. His truck is from Advance Pump & Equipment and carries a National Vacuum Equipment pump.

Below: Gulliford sprays down a Satellite | PolyPortables restroom during a service run.

Right: The interior of a restroom trailer from Satellite Suites taken at the Illinois Portable Toilets yard.



Furthermore, the company also has invested in 400 hand-wash stations, manufactured by T.S.E.; six restroom trailers, built by Advanced Containment Systems, Satellite Suites and A Restroom Trailer Co. (ART Co.); one five-station portable urinal, from PolyJohn Enterprises; and a variety of 225-, 300- and 400-gallon PolyJohn Enterprises holding tanks for job trailers.

In addition, the company runs 12 restroom service trucks, most custom-built by Advance Pump & Equipment and Robinson Vacuum Tanks on Ford F-550 and Peterbilt chassis, and carrying National Vacuum Equipment pumps. The company employs 20 people.

Monthly rentals generate about 65% of the company's revenue, with special events producing the balance, Gulliford says.

The company operates a second facility in Clinton (about 25 miles south of Urbana), which helps reduce fuel and other costs associated with serving a broader geographic base to the south. The company runs four service trucks and keeps about 600 restrooms in Clinton, he says.

STEADY GROWTH

How did the company achieve such dramatic growth? Primarily by taking it slow and not trying to be the cheapest provider, Gulliford says. "We basically grew as demand grew," he says. "I'm probably one of the most conservative business people you'll ever talk to. I'm not a fan of going into debt, so when I need a new truck or equipment, I budget for it, save up for it and buy it with cash when I can.

"It takes longer to grow that way," he concedes. "I lost three managers because we didn't share the same vision. They wanted to take over down-

"When our guy comes in wearing nice, fluorescent-colored shirts, provides a business card, shakes hands and explains what he's going to do for the customer, it carries some credence."

RUSS GULLIFORD

state Illinois, but my mentality is that if I can't mow the grass in my own backyard and keep it looking good, then why do I want to jump into someone else's backyard? And we've never run out of work in our own backyard.

"I also want to spend more time with my family," he says. "It's not a business model for everyone. But it's never been important to me to 'have it all,' so to speak."

Gulliford could've bought market share by becoming the area's low-price provider. But he instead opted to charge sustainable rates that would provide enough profit margin to cover overhead expenses and leave some left over for expansion costs.

"I didn't want to be the 'cheap Charlie' and didn't want to undercut the competition — that's not my style," Gulliford says. "Charging reasonable rates allowed us to grow by continually investing in new equipment and being able to pay employees a little more."

The company also grew by acquiring three smaller restroom operators; the largest of the three purchases added about 300 restrooms to his inventory. Gulliford says the owners of the three companies approached him about buying them out, which he did because the businesses did quality work and had good reputations.

(continued)

*Merry
Christmas
Happy &
New Year*



Walex Products Company, Inc.

800.338.3155 | info@walex.com

We want to thank you for a great year and wish you all a very prosperous 2020!

SEPTIC WAS FIRST

Gulliford started his company in 1985 after graduating from high school. Why septic tank pumping? Three reasons: There was a need for another pumper in an underserved market, there was good money in it, and he wanted to help people out.

“By nature, I’m kind of a servant,” he says. “I like helping people. Plus, there was only one other company in town. When I was 18, I asked my dad what he thought about buying a pumping truck. He said, ‘Sure, give it a try.’ So I bought a used truck ... and found there was a financial reward on top of helping out people.”

For the most part, Gulliford admits he didn’t know much about running the business; he says he learned a lot by trial and error. As such, he recommends people getting into the industry find seasoned operators willing to answer questions.

“I lost a lot of money by doing things wrong,” he points out. “And a lot of it was due to just pride — believing I could figure things out by myself. That’s why when I run into young people starting their own businesses, I give them my card and tell them to call me.”

KEYS TO SUCCESS

Over the years, Gulliford learned several important business lessons. First of all, hire managers and executives who can shore up his weaknesses. “I hire people who have skills I don’t,” he says. “I found out early on that I’m

Respecting the crew

The golden rule counsels people to treat others as they’d want to be treated. Russ Gulliford — the owner of Illinois Portable Toilets — says that also should apply to how companies treat their employees. That philosophy works well for Gulliford, who says his company minimizes employee turnover by creating a caring culture. “As corny as it sounds, we have created a family atmosphere,” he says.

“When someone has a birthday, we hold a birthday celebration,” he continues. “My wife, Lisa, makes birthday treats 20 times a year. We also acknowledge when our employees do something great with email blasts. It’s all about the culture. And if I treat you well, odds are you’ll treat our customers well — and our equipment well, too.”

A bad work experience when Gulliford was 18 fueled his desire to create a healthy workplace culture if he ever ran his own company. He ran a forklift at a food-distribution warehouse where a manager continually demeaned him.

“He’d tell me I wasn’t that valuable — that he could hire a monkey to do what I do,” he recalls. “I vowed that if I ever was in that position, I would never belittle someone who’s working their butt off. At age 55, I can still remember that like it was yesterday.”

“If you don’t breed a positive culture into your workplace, employees will only resent the environment,” he adds. “Who wants to work with that kind of negativity? It all goes back to common courtesy and respect.”

The approach seems to work well. While Gulliford says he loses about four route drivers a year, the rest have been with the company for between four and 10 years. “If they make it past their second year, we usually will retain them long term,” he explains.

Gulliford credits the high retention rate to providing drivers with both good equipment and giving them more responsibility as they prove themselves. “We train them to do more than just drive the routes,” he notes. “We also let them meet with event and wedding coordinators and have a say in setting up events. It’s a feather in their cap — we call it next-level responsibility. They feel more important, but it’s all earned.”



a rah-rah, team-builder kind of guy.

“I lead from the why, not the what,” he continues. “So I have an inner circle of five people, and they portray things to the people who get the job done.”

Gulliford also built his business on the premise that customer service trumps everything else. Along with that, he hires only people who truly share his vision of customer service.

“Our No. 1 goal is to serve customers well and do the absolute best job we can,” he explains. “With that comes a reward in the form of payment. In addition, those customers then tell all their friends. It sounds old-school, but word-of-mouth referrals are our best marketing tool.”

Gulliford emphasizes professionalism by thoroughly training employees how to clean restrooms, serve customers and work safely; equipping them with the latest technology; and requiring them to look presentable and be courteous and respectful to customers.

“We talk about two things at every meeting: customer service/integrity and employee safety,” he says. “Their safety is paramount, as is getting work done safely for our customers.”

“Furthermore, everyone wears company apparel,” he continues. “And I don’t allow bad language or smoking in our vehicles or around customers — or even in our office.”

RESPECT GOES BOTH WAYS

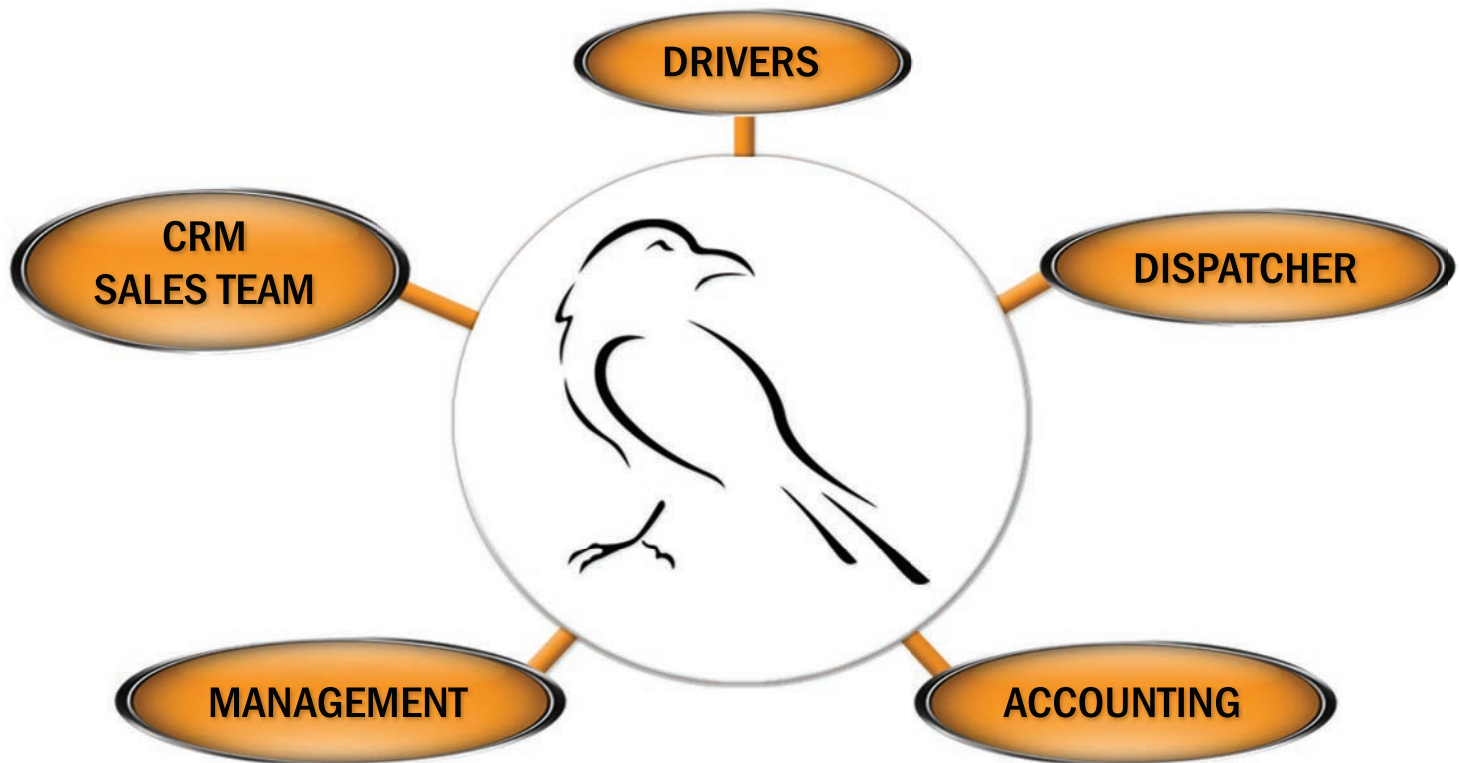
Employee professionalism yields several benefits. In fact, Gulliford is convinced it motivates customers to treat restrooms better at places where workers are notoriously tough on restrooms, such as construction sites.

(continued)

CRO SOFTWARE SOLUTIONS

A software that understands your business

CRO seamlessly links your entire team together in an all-in-one cloud based, user-friendly interface



We promise you NO contracts, unlimited customer support and continuous upgrades

Book your no obligation demo now

(Use the QR Code for a Quick link to Demo Form)

DEMO FORM QR CODE



1-866-276-2467 ext. 1
crosoftwaresolutions.com
sales@crosoftware.net

Come visit
our booth!
#6943

To help prevent that, Gulliford insists that route drivers follow a specific routine when they drop off restrooms. First they must stop at the site's job trailer, introduce themselves to and shake hands with whoever is working in the project trailer and give them a business card. The driver also must work with the site superintendent to situate the restrooms in optimal locations.

"I want our restrooms located where they're easy to access for service and easy for customers to use," he explains. "If we can't access them, we can't service them. And if we can't service them, people won't use them."

If drivers shake hands and present themselves as professionals, they'll be treated as professionals, he adds. "When our guy comes in wearing nice, fluorescent-colored shirts, provides a business card, shakes hands and explains what he's going to do for the customer, it carries some credence. We often get phone calls from the site superintendent or the gal sitting behind the desk at a job trailer, saying they will never use anyone else, just because our guys handle themselves so professionally."

"I didn't want to be the 'cheap Charlie' and didn't want to undercut the competition — that's not my style. Charging reasonable rates allowed us to grow by continually investing in new equipment and being able to pay employees a little more."

RUSS GULLIFORD

LOOKING FORWARD

Gulliford continues to be amazed at how much the business has grown since that college frat student asked him for a restroom more than 30 years ago. "It turned into more than I ever could've imagined," he says.

At the same time, Gulliford says he's also starting to think about a succession plan. There's a possibility his son, David Gulliford, could take over the business down the road. In lieu of that, he says key employees have expressed interest in buying both the portable restroom and septic businesses.

"If I did this for the next 10 to 15 years, I'd be happy with that," he continues. "And if someone made a great offer to buy me out in five years, I'd be happy with that, too."

"But until then, I don't foresee slowing down or backing off," he concludes. "I love what I do, and I love coming to work every day. And I love the people I get to serve. What more could I ask for?" ■

Extra!
Extra!

Want More Stories?

Get more news,
information,
and features
with our
exclusive
online content.

Check out

Online Exclusives

at

www.promonthly.com/online_exclusives

MORE INFO

A Restroom Trailer Co. (ART Co.)
269-435-4278
www.arestroomtrailer.com

Advance Pump & Equipment, Inc.
563-557-0957
www.advancepump.com

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

National Vacuum Equipment, Inc.
800-253-5500
www.natvac.com
(See ad page 13)

PolyJohn Enterprises Corp.
800-292-1305
www.polyjohn.com
(See ad page 35)

Robinson Vacuum Tanks
814-933-0927
www.robinsontanks.com
(See ad page 29)

Satellite I PolyPortables
800-883-1123
www.satelliteindustries.com
(See ad page 36)

Satellite Suites
800-883-1123
www.satelliterestroomtrailers.com

T.S.F. Company, Inc.
800-843-9286
www.tuff-jon.com
(See ad page 2)

PRO
PORTABLE RESTROOM OPERATOR



One Truck Does it All



Smaller frame trucks allow PRO's to get closer to units for service

- Non-CDL
- Dual Side Service
- Multiple Strapping Points
- PTO or Honda Pack
- High Pressure Wash Down Pump
- Towing Capabilities
- Available in 4x4 or 4x2
- Back-up Cameras

Services 50-70 units on a service route.
Eliminates P&D routes. Reduces labor cost, fuel and wear & tear.

wwett BOOTHS
1627, 1826



585-484-7009 | sales@portalogix.com
PortaLogix.com



CENTURY Paper

AFFORDABLE. QUALITY. PAPER.

Manufacturing affordable, quality toilet tissue and hand towel products since 1986.



wwett
BOOTH
1130



Call Us For Your Quote Today!

E: Scott@centurypaper.com
W: Centurypaper.com

1.866.767.2737

THE MOST LAYOUTS AVAILABLE FOR HANDICAP ACCESSIBLE TRAILERS



wwett BOOTH
5747

Proudly Made Since 2003

Comforts of Home Services, Inc.
BATHROOM • SHOWER • SPECIALTY TRAILERS



GS-07F-0236V

See our website for floor plans and options.

info@cohsi.com • 630.906.8002 • www.cohsi.com



Better worksites
Better weekends
Better world

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



Why Doesn't the PSAI Do Something About Bad Behavior? We Do!

By Karleen Kos

Once in a while the Portable Sanitation Association International office will take a call or get an email about a “bad actor.” Usually a competitor is upset and wants the PSAI to make the offending firm clean up its act. Illegal disposal. Failure to pay employees properly. Spreading misinformation about another company. “Why doesn’t the PSAI do something?” the caller wants to know.

We do.

With input from throughout the industry, the PSAI adopted and oversees a Code of Excellence for the portable sanitation industry. We use it to position portable sanitation as worthy of greater respect and consideration for the important role it plays in providing essential services. Part of how that works is shining a light on questionable tactics in the industry.

Here are some things you should know about how it works:

- The code is a company-level commitment. Each new PSAI member company is required to sign the Code of Excellence prior to their membership being activated. Current PSAI member companies are asked to reaffirm their commitment to the code annually. By their signatures, the company leaders are saying, “My company will abide by the Code of Excellence.” If they fail to do so, the company can be sanctioned by the PSAI.

- Certified Portable Sanitation Professionals make a personal commitment. In addition to the company-level promise, an individual seeking certification as a CPSP must also agree to follow a code of ethics that relates to his or her own conduct on the job. More important, it specifically states that CPSPs cannot absolve themselves of responsibility because “the boss made me do it.”

- PSAI’s approach is educational and proactive. We use these two codes as the foundation for many of our education and training programs for professionals in the industry. We also use them to help the public understand what they can reasonably expect from portable sanitation services.

Some of the calls we get concern business behavior that is annoying to a competitor, but it isn’t illegal or even unethical. In those cases, we talk through options with the caller. When the allegation is about something clearly out of line, we use a complaint protocol so laws are followed and rights are respected.

- First things first. If a caller alleges something illegal is happening, we refer the caller to the appropriate law enforcement agency. The PSAI has no jurisdiction over policing or regulatory enforcement. We try to answer questions about how to make this report, but only the caller knows if she or he will follow through.

- We explain the PSAI complaint process. The PSAI has no authority over nonmember companies. If the allegedly offending firm is a PSAI member, we explain how to file a formal complaint and the due process for the investigation that would follow. If the offenders are not members, we coach the caller on the other options available to resolve the situation.

To date, the PSAI has not had any Code of Excellence cases go through the entire complaint procedure. Generally issues have been resolved by:

- The offended company speaking with the PSAI and then an attorney, realizing that their competitor’s actions are annoying but not illegal or unethical, and formulating a business response to the tactics.

- The parties coming to resolution by talking to one another.

- The offending company resigning from the PSAI.

The PSAI board believes these codes give everyone a common language for talking about the best ways to behave in the marketplace. They help improve conduct in our industry and, if someone goes off course, they are the foundation for training and guidance. If that fails, they are also the means by which we “do something” — not for enforcement, but for excellence. ■

SEE WHAT'S INSIDE

PRO
PORTABLE RESTROOM OPERATOR

News
Stories
Forums
Directories
Classifieds
And More

PROmonthly.com



Better worksites
Better weekends
Better world

PSAI CONVENTION AND TRADE SHOW



JOIN US



Join us for the PSAI's Annual Convention and Trade Show!

We want to see you at the largest event focused exclusively on the portable sanitation industry.

- Choose from numerous hands-on learning sessions
- Hear speakers addressing the issues critical to your business success
- See and buy the latest equipment
- Join roundtable discussions on hot topics in the industry
- Sign up for NEW spotlight learning sessions that dive deeply into important areas

Plus - meet friends old and new, have fun and — maybe — win a fabulous prize!

25-28 MARCH

BALTIMORE, MARYLAND

Take 5 ...

with Ontario's A-1 Sewage Services

Thunder Bay's Jacky Ward of A-1 Sewage Services is happy to share her experience to help northern PROs cope with severe conditions that will come around in a few months **By Sharon Verbeten**

BRRRRing on the Winter

At 34 years old, Jacky Ward has many years ahead in her career in the portable sanitation industry. "I've got another 30 years to go — might as well make sure this place is going to be as profitable for me as it was for my mom and dad," says Ward, second-generation owner of A-1 Sewage Services in Thunder Bay, Ontario, the business her parents, Jack and Lynn Ward, purchased in 1989.

Her father passed away in 2013, and Lynn and Jacky Ward now run the company. A-1 Sewage Services — which started with only 10 restrooms — now has about 250 units, mostly from Satellite | PolyPortables and PolyJohn Enterprises, as well as eight restroom trailers (10-stall, five-stall, three-stall, two-stall and four single units) mostly built by Forest River, Rich Specialty Trailers and McKee Technologies. It also has hand-wash stations from PolyJohn Enterprises and Satellite | PolyPortables.

The fleet includes three trucks: a 2008 Peterbilt 325 with a Conde (Westmoor) pump and Transway Systems 300-gallon waste and 225-gallon freshwater slide-in steel tank; a 2014 Ford F-550 with four-wheel drive, a steel Transway Systems 300-gallon waste and 325-gallon freshwater slide-in tank and Jurop/Chandler pump; and a 2018 Ford F-550 with four-wheel drive, a SchellVac Equipment 550-gallon waste and 300-gallon freshwater steel tank, and Wallenstein pump.

A-1 Sewage Services also pumps septic tanks, holding tanks, and grease traps and inspects Ecoflo systems (Premier Tech Aqua). The lightly populated service territory is broad, and the closest major city is Duluth, Minnesota, four hours south.



Jacky and Lynn Ward are shown in the company yard. A-1 Sewage Services has restroom equipment from many manufacturers, including Satellite | PolyPortables, PolyJohn Enterprises, Forest River, Rich Specialty Trailers, McKee Technologies, Transway Systems and SchellVac Equipment. (Photos by Frank Baratta)

EXPLORE FIVE ISSUES THAT AFFECT JACKY WARD AND A-1 SEWAGE SERVICES

1 LOCATION, LOCATION, LOCATION

Thunder Bay is located in a remote area of Canada — the closest major Canadian city, Winnipeg, Manitoba, is eight hours away.

"Because our locations are so remote, we're pushing sometimes 20 units a day because we have so much driving to do," Ward says. "Our service area is three hours southwest and three hours northwest. We could drive two hours before we even get to the first restroom we serve."

Because of the remoteness, the company has to build travel time into its charges. "Our local area is a flat-rate price; for anything outside of that, we flat-rate a minimum charge and then charge by the hour for delivery, pickup and service."

Even though their Ford F-550 trucks have GPS capability, the remoteness means cell service is often spotty. "Three years ago, we bought a satellite phone in case of emergencies," Ward says.

"Most of the roads aren't always on the GPS," she adds. "We do a lot of handwritten directions and take as much information from the customers as we can."

(continued)



MORE THAN A RESTROOM



Ask Us About Controlling Your Costs with Computer and Smart Phone Notifications

LUXURY PORTABLE RESTROOM TRAILERS

www.RichRestrooms.com | 260-593-2279

CHALLENGING EVENT?



Have you recently completed – or are about to start – one of your most challenging special events or construction job?

Drop us a note at editor@promonthly.com and tell us about the project, from landing the contract to delivering, servicing and picking up the units. We'll share your story with readers in an On Location feature.



Ideal For Grease Trap Service

ProVac Industrial Pumpout System



PRO-CHOCK Transport Hold Down

Happy Holidays to ALL from Westmoor Ltd.



Quality Accessories



Gas & Diesel Powered Units

Check Us Out On-Line www.westmoorltd.com



Sales & Service
1-800-367-0972



2 BRRRING ON THE COLD

On the north shore of Lake Superior, where temperatures often dip below zero degrees F, it can be hard to find trucks and tanks suited to the frozen location. Canadian Ministry of Labour standards require portable restrooms to have a flush toilet, sink and preferably heat. "We have a couple of different options for our contractors," Ward says.

The cold has often compounded problems for A-1 Sewage Services. Ward says they once had a three-compartment freshwater steel tank on a truck break when the temperature hit 37 degrees F below zero. And on another truck, Ward had to build an insulated box on the bed to ensure it didn't freeze.

Keeping water in the restroom holding tanks fluid provides unique challenges. In the coldest winter weather, A-1 Sewage Services makes its own brine solution of 2 pounds of rock salt per gallon of water; that gives a freezing point of zero degrees F. "Because we dump into lagoons in the ground, we can't use methanol," she says.

"In winter, we are servicing 70 units weekly," Ward says. "The operators have to carry extra salt. Even with the salt and small ceramic heaters on in the restrooms, most of the time the toilets are frozen." The heaters are electric, so all job sites must have access to power.

Her operators use steel breaker bars to cut through the ice at the top of holding tanks, leaving enough room to fit a 2-inch hose for evacuation. "We break up as much of the top layer as we can and then pump the waste," she says.

"It takes them extra time to break up the toilets, and you can't spray down the units because it would freeze," Ward says. Instead, "We keep the cleaning solution in a bottle in the truck ... and race out and clean the unit."

Operators brush snow off the outsides of the units; many of the units are insulated with what Ward calls "snowsuits." "We buy our coats (light-weight insulated covers sold under the name Cole Cover) through PolyJohn Canada," Ward says.

Dumping in the winter is another challenge. While the city of Thunder Bay has a wastewater treatment plant, Ward's company is about 30 minutes away. That means in addition to facing fees, they'd also have restricted access hours.

So, despite the steep upfront and regular maintenance costs, about 18 years ago A-1 Sewage Services constructed 10-by-40-foot lagoons on its property to hold and treat waste that meets Ministry standards for dewatering trenches. A-1 Sewage Services has 10 lagoons at one site and three others outside the city.

"The water leaches out, and the solids are removed and taken to a solid waste landfill," Ward says. Once a year, an environmental consulting company tests the groundwater to make sure it is clear.

"We use a pit for two years, let it rest for a year and then clean it out."



The fleet of trucks at A-1 Sewage Services is parked in front of company headquarters in Thunder Bay, Ontario.



The A-1 Sewage Services crew includes (front row, left to right) Kathy Mortimore, Glen Barcello, Lynn Ward, Jacky Ward and Dawn McKillop; and (back row) Reece Jolicouer, Mitch Watt, Kevin Hay, Ted Prystanski and Ken Katajamaki.

3 EXPANDING TO INCLUDE TRAILERS

While she didn't own any until 2016, Ward believes she kind of "made the market" in her area for luxury restroom trailers. "I bought two, and we've just grown since then," says Ward, who has purchased an average of two new trailers each year since then. She now owns eight trailers.

"I just put them out in place of restrooms. For the first year, my two went out 11 times," she says. The next year, she rented them 33 times.

"People had no idea what they were until I brought them in," Ward says. "Now they're going out on long-term construction sites, weddings, parties, concerts." Because she provides them all with full attendant service, "It's a very time-consuming part of our business," she says. "At events, there is someone with the trailers at all times. When at a wedding, someone goes midway through the evening and does a restocking/cleaning and water fill."

For transport, Ward uses a McKee Technologies 20-unit and 12-unit Explorer transport trailers and two homemade flatbed trailers.

4 WOMEN IN INDUSTRY

Being a woman in the industry has never presented a problem for Ward, who works both with her mom, who does book-keeping, and Dawn McKillop, their main restroom service provider. Ward's sister, Samantha Ward, a registered nurse, helps out at major events when short staffed. Kathy Mortimore acts as dispatcher.

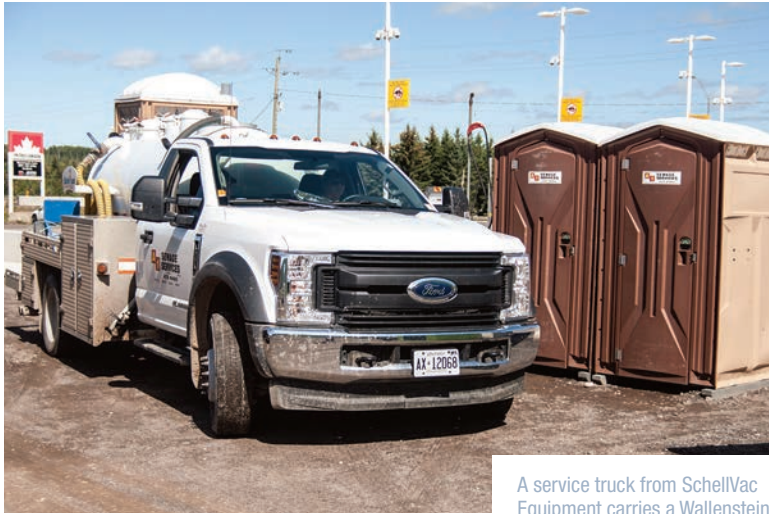
While she doesn't advertise the business as being female owned, she is proud of it. "I do all the delivery and pickup of restroom trailers," Ward says. "For the most part, we have women servicing our portable restrooms."

Ward says some customers are surprised when she pulls up to a job site. "Everyone always goes to the guys first, and they (point at me and) say, 'She's the boss.' They're just a little shocked."

She credits some of that to her youth. "I'm young, but I've been doing this a long time. It was always something I wanted to do."



Technician Dawn McKillop pumps a PolyJohn Enterprises restroom while running a daily service route.



A service truck from SchellVac Equipment carries a Wallenstein pump. Restrooms are from Satellite I PolyPortables.

5 SHARING HER KNOWLEDGE

At a recent Portable Sanitation Association International convention, and at the prompting of PolyJohn Canada, Ward presented on restroom cleaning techniques.

"In the last three years, I started going to more of the PSAI events; I was excited but nervous at the same time," says Ward, who had 30 to 40 attendees at each of her four sessions. She pulls from her own experiences to offer advice to other operators, presenting not really tips, but rather things she and her team focus on — "little things we see as challenges working in the cold."

She also attends the annual convention of the Ontario Association of Sewage Industry Services. "It's about meeting people, talking with them and getting a different point of view," Ward says. "Being able to compare notes with someone who isn't your competitor is really helpful."

She also speaks of the value of keeping units clean to enhance customer service and reputation. "It's our name on the door. It's our reputation. Our customers respect our units because they know we're going to take care of them." ■

MORE INFO

Ecoflo / Premier Tech Aqua
800-632-6356
www.ecoflobiofilter.com

Elmira Machine Industries / Wallenstein Vacuum
800-801-6663
www.wallensteinpumps.ca

Forest River, Inc.
574-266-7520
www.forestriverinc.com/restroomtrailers

Jurop/Chandler
800-342-0887
www.chandlerequipment.com

McKee Technologies - Explorer Trailers
866-457-5425
www.mckeetechnologies.com
(See ad page 34)

PolyJohn Canada
800-465-9590
www.polyjohncanada.ca

PolyJohn Enterprises Corp.
800-292-1305
www.polyjohn.com
(See ad page 35)

Rich Specialty Trailers
260-593-2279
www.richrestrooms.com
(See ad page 25)

Satellite I PolyPortables
800-883-1123
www.satelliteindustries.com
(See ad page 36)

SchellVac Equipment Inc.
877-336-0081
www.schellvacequipment.com

Transway Systems Inc.
800-263-4508
www.transwaysystems.com

Westmoor Ltd.
800-367-0972
www.westmoorltd.com
(See ad page 29)

Tank World Corp

**ALL MAJOR BRANDS IN STOCK
AND READY TO BUILD.**



**WISHING YOU A
MERRY CHRISTMAS &
A HAPPY NEW YEAR**



Financing Available  

**We build Vacuum trucks, Septic trucks,
Porta Potty trucks, and Body swaps.**

We can do Steel, Stainless Steel and Aluminum.

MAKING DREAM TRUCKS A REALITY

Parts and Accessories In Stock

ASME & R stamp accredited

UL 142

www.tankworldaz.com

12001 W. Peoria Ave
El Mirage, AZ 85335

Jerry's cell 623-680-2037
tank.jerry1@gmail.com

Office 623-536-1199
Fax 623-935-4514
service@tankworldaz.com

Holding Tanks and Transport Trailers

By Craig Mandli

DECALS

ALLIED GRAPHICS DECALS

Allied Graphics developed an adhesive engineered to adhere to textures found on portable restrooms. When combined with durable UV-cured ink, the adhesive ensures decals will hold up to harsh environments, according to the maker. **800-490-9931; www.allied-graphics.com.**



ROEDA GRAPHICS

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



along with custom Pantone matching. Decals can be made in any size, shape and quantity. UV clear-coat or lamination can be added for extra protection from the elements. An existing logo can be used, or a new one can be designed. **800-829-3021; store.roeda.com.**

HOLDING TANKS

FIVE PEAKS 250-GALLON HOLDING TANK

The 250-gallon holding tank from **Five Peaks** has a 17-inch profile that slides easily between the wheel wells in most pickup trucks and trailers. The durable tank comes with one 12-inch manhole cover (plus an optional second) along with six fittings, offering multiple plumbing configurations. Made from rotomolded polyethylene, the tank has heavy-duty grab handles for easy transport and a sloped design that prevents water from pooling. **866-293-1502; www.fivepeaks.net.**



IMPERIAL INDUSTRIES 12,500-GALLON STORAGE TANK

The 12,500-gallon storage tank from **Imperial Industries** is a suitable solution for effluent storage between land application runs or other means of disposal. The unit has a 6-inch dump, 4-inch intake, heavy-duty pull skid attachment and level indicator. **800-558-2945; www.imperialind.com.**



POLYJOHN ENTERPRISES HOLDING TANK

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



HOLDING TANK TREATMENT

WALEX PRODUCTS COMMANDO BLACK HOLDING TANK CLEANER

Black holding tanks can be difficult to clean and sanitize, and cleaning these tanks manually is an unpleasant task. **Commando Black Holding Tank Cleaner** from **Walex Products** is a safe and natural cleaning product for portable restroom trailer holding tanks.

The eco-friendly product disperses billions of healthy bacteria to break down the waste buildup that causes odors. The portion-controlled packs are formaldehyde-free, safe for septic systems and dissolvable. Drop a few packs into the tank, fill with water, and in 24 hours the tank will be clean and sanitized, according to the maker. **910-371-2242; www.walex.com.**



LIGHTING

J&J PORTABLE SANITATION PRODUCTS J-LIGHT

J&J Portable Sanitation Products

offers two solar-powered motion-sensor lights designed for portable restrooms. **J-Light 45** offers five super-bright, cool-white LEDs emitting 45 lumens with a 3.2-volt 600mAh rechargeable battery. **J-Light 65** has 10 super-bright, cool-white LEDs emitting 65 lumens with a 3.2-volt 1,200mAh rechargeable battery. Both are easy to install and are fitted with a motion sensor to activate the light and day/night sensor so they will not activate in the daylight. They switch off after 45 seconds of inactivity. J-Light 45 requires a 1.5-inch hole, while J-Light 65 requires a 2-inch hole. **800-345-3303; www.jjchem.com.**



(continued)



**WORK
READY**

Call
(814) 933-0927
or visit
RobinsonTanks.com

Like Us On Facebook



'20 KENWORTH T270 \$113,000

- 2,000-Gallon Aluminum Portable Restroom (1,500x500)
- NVE 304 Vacuum Pump
- DC10 Washdown Pump with Hannay Hose Reel
- Dual Service



'19 FORD F550 \$75,200

- 1200-Gallon Aluminum Portable Restroom (900x300)
- Multiple Chassis Options and Build Configurations In Stock!



'19 FORD F550 \$77,200

- 980-Gallon Carbon Steel Portable Restroom (680x300)
- NVE 304 Vacuum Pump
- Shurflo Washdown Pump with Garden Hose
- Left Side Service with (2) Large Aluminum Toolboxes

Featured In An Article? *We provide reprint options*



Sizes: 24" x 30" & 36" x 45"

POSTERS
Starting At
\$35



LASER REPRINTS
Starting At
\$10

ELECTRONIC REPRINTS
Starting At
\$25

Order through our website
www.promonthly.com

ProVac
Industrial Pumpout System

PRO-CHOCK
Transport Hold Down

Ideal For Grease Trap Service

Happy Holidays to ALL from Westmoor Ltd.

Gas & Diesel Powered Units

Quality Accessories

Check Us Out On-Line
www.westmoorltd.com

1989-2019 **Conde** 80th

Sales & Service
1-800-367-0972

BOOTH 5641

LIGHTING

LUNARGLO SOLAR LIGHTS

LunarGlo solar lights are designed to meet the needs of the portable restroom industry. They are automatic, are power washable, operate for up to 80 hours on a charge and have a two-year warranty. Other products include the LunarVent solar-powered vent fan, as well as mounting hardware to adapt solar lights to a wide variety of applications. **574-294-2624; www.lunarglo.com.**



PORTABLE RESTROOM MOVERS

DEAL ASSOC. SUPER MONGO MOVER

The **Super Mongo Mover** from **Deal Assoc.** is an industrial hand truck designed to move standard and handicapped portable restrooms. It has two axles, which allow it to balance on its own when tipped back. Once tipped back, the restroom can be easily pushed or pulled, and it provides easy access to the roof for cleaning. It is ergonomically designed so smaller individuals can easily tip back and move restrooms. It has a steel and aluminum frame, and only aluminum touches the body of the restroom to prevent rust-staining the restroom. The unit is available with tires and inner tubes or never-go-flat solid foam tires. It is available with four, six or eight wheels. **866-599-3325; www.dealassoc.com.**



TRANSPORT TRUCKS/TRAILERS

AMERI-CAN ENGINEERING TOTOER TRAILERS

Toter portable restroom transport trailers from **Ameri-Can Engineering** are available in lengths of 16 to 40 feet and have a carrying capacity of up to 20 restrooms. A drop bar enables large units, such as ADA and handicapped-accessible units, to be transported. Their easy-load design saves time in use, and trailers are made of steel for strength and years of dependable service, according to the manufacturer. **574-892-5151; www.ameri-can.com.**



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 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 and 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.**

CRESCENT TANK VACUUM TANK

The **Crescent Tank** vacuum tank is completely flat inside and out. It can carry up to 10 portable restrooms, and the weight capacity is the same as a flatbed truck. It has no baffles, allowing it to be emptied completely to avoid internal corrosion. 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-thick steel for structural strength. Its workstation is designed for the portable restroom industry. The liftgate rail width allows units to fit, and multiple liftgate decks and rail options are available. Freshwater is held inside the external 1/2-inch-thick poly tank. It can be installed on any chassis within the specifications required for each model based on axle ratings and maximum load capacity. **585-657-4104; www.crescenttank.com.**



JOHNNY MOVER TRAILER SALES TRAILER

The portable restroom transport trailer from **Johnny Mover Trailer Sales** has skid locking 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.**



LIQUID WASTE INDUSTRIES TRAILER

Custom-built portable restroom delivery trailers from **Liquid Waste Industries** carry six to 24 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.**



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 for many styles of portable restrooms. Models range from 8 to 48 feet, accommodating up to 24 units. All include fully independent suspension axles designed to eliminate side-to-side shock transfer. 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.**

(continued)

BIG STONE™ TRADING CO.

Durable Gear for Extreme Conditions



WEATHERTIGHT™

HANDGUN CASES



Water Resistant or Waterproof Models Available

9" Case

Details: PVC Exterior, Floats

16" Case

Details: PVC Exterior, Floats

COMPOUND BOW CASE



Water Resistant or Waterproof Models Available

Bow Case

Details: PVC Exterior, Floats

GUN CASES



44" x 15" Case

Details: PVC Exterior, Floats



48" x 10" Case

Details: PVC Exterior, Floats



54" x 10" Case

Details: PVC Exterior, Floats

Water Resistant or Waterproof Models Available

HIGH PERFORMANCE COOLERS



Shown in Snow

20 Quart Cooler

Size: 21.25 x 13.75 x 14.25
Capacity: 30 cans no ice



Shown in Surf

35 Quart Cooler

Size: 22.5 x 16.25 x 16.25
Capacity: 48 cans no ice



Shown in Sand

45 Quart Cooler

Size: 27 x 16 x 16.25
Capacity: 64 cans no ice



Shown in Sky

60 Quart Cooler

Size: 28.5 x 18.375 x 18
Capacity: 95 cans no ice



Shown in Slate

75 Quart Cooler

Size: 34.25 x 18.375 x 18
Capacity: 117 cans no ice

WWW.BIGSTONETRADING.COM

BIG STONE DEALERS:

Archer's Pro Shop Cotter, AR
Archer's Country Austin, TX
BlackOvis.com West Valley City, UT
Buck Rub Outfitters, LTD. Pewaukee, WI
Buck Mountain Sports. Vergennes, VT
Forestry Suppliers, Inc. Jackson, MS

G4 Archery, LLC Hillsboro, OR
Gable Sporting Goods Douglasville, GA
Mark's Outdoors Birmingham, AL
MDR Archery Shelby Township, MI
Northland Clothing Co. Three Lakes, WI
Rogers Sporting Goods Liberty, MD

Scheels Johnstown, CO
Specialty Tool & Supply Greenville, NC
Straightline Sports. Steamboat Springs, CO
The Reel Shot Appleton, WI
Wilderness Archery Rocklin, CA

833-777-8443 | SERVICE@BIGSTONE TRADING.COM

PIK RITE FLATBED RESTROOM HAULER

The **Flatbed Restroom Hauler** from **Pik Rite** has a 650-gallon tank, flatbed and liftgate. The tank has a 400-gallon waste compartment and internal 250-gallon freshwater compartment for even weight distribution. The truck includes a National Vacuum Equipment 304 vacuum pump, dual 2-inch fill hoses, 20 gpm washdown system, dual-spring return freshwater hose reels and dual 2-inch bucket fills. A 20-inch top manway, 5-inch sight eyes and clear hose sight tube are included. The truck is also equipped with a 98-by-102-inch aluminum flatbed and Thieman TVL liftgate. Two diamond plate toolboxes are mounted on the passenger side. The truck has an LED running light kit with a durable, fully molded wiring harness. **800-326-9763; www.pikrite.com.**



PRO-TAINER PRO-PORTA TRAILER

The **Pro-Porta Trailer** from **Pro-Tainer** offers multiple features specific to the portable restroom industry. All trailers have removable dividers that create space for ADA-compliant units and aluminum ramps for loading and unloading restrooms. The trailers also have a lock-down mechanism called the Pro-Latch that is part of the ramp system and automatically locks down the base of the restroom. **800-248-7761; www.protainer.com.**



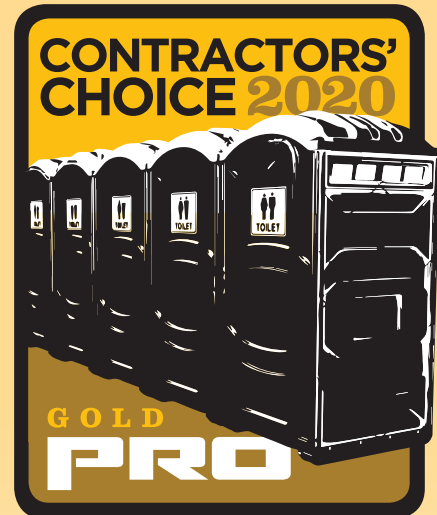
SATELLITE VACUUM TRUCKS MD995 FLAT VAC

The **Satellite Vacuum Trucks MD995 Flat Vac** provides added capacity for hauling restrooms. It is designed with space for eight standard units, with a 695-gallon waste and 300-gallon freshwater tank. Ergonomic features, including lowered service area and easy-to-reach stainless steel cabinets, are designed to increase driver efficiency and lower fatigue throughout the day. **800-883-1123; www.satellitetruckxpress.com. ■**

Searching for More?

More news at PROmonthly.com/featured

Cast Your VOTE!



Quick pick your favorite industry products through the Contractors' Choice Awards

The ballot box is open for the **Portable Restroom Operator Contractors' Choice Awards** and you are invited to vote for your favorite products for the portable sanitation industry. Simply go online to www.promonthly.com/contractors-choice/vote and choose your top vendors in the following product categories:

- Portable restrooms
- Portable restroom trailers
- Slide-in units
- Portable restroom service trucks
- Chemicals – portable restroom deodorizers
- Software – business
- Vacuum pumps
- Portable sinks

Voting only takes a minute and one vote is allowed per device, per person in each category. Winners will be announced at the 2020 WWETT Show Feb. 17-20 at the Indiana Convention Center in Indianapolis.

VOTE TODAY!

www.promonthly.com/contractors-choice/vote



A STRONGER FUTURE STARTS AT WWETT

You're the lifeline for customers. The unsung heroes of keeping systems safe and clean so customers can get back to life as usual. Just as you're there to help support your customers, the WWETT Show is here to help and support you and your business.

- ✓ Surround yourself with other wastewater and environmental service professionals who understand your daily challenges
- ✓ Uncover the most effective treatment processes through educational insights, innovative techniques and groundbreaking tools
- ✓ Learn best practices for sustaining and growing your business so it can continue to serve your customers for generations to come


wwett 20

CONFERENCE: **FEBRUARY 17-20**
MARKETPLACE: **FEBRUARY 18-20**
INDIANA CONVENTION CENTER

LEARN MORE at www.wwettshow.com

   @wwettshow

JOIN THE COMMUNITY
REGISTER NOW

Proud Member of:



COMPUTER SOFTWARE

FreeServiceReminderSoftware.com,
FreeServiceDispatchSoftware.com,
FreeRouteManagementSoftware.com.
(T12)

PORTABLE RESTROOMS

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

PORTABLE RESTROOM TRAILERS

2008 Comfort Elite 3. New toilets & mirrors, exterior wrapped, good condition. 2013 Jag Porta-Lisa cold-weather pkg. Like new. 2016 Satellite 2-door with solar pkg. 2003 F550 diesel flatbed with 200-gallon pump, numerous chassis and mechanical upgrades incl. Hipop 2006 F250 Diesel, runs great. Both trucks wrapped. All units never heavily used. Email pcsdelmar@gmail.com for info. (T01)

2012 Wells Cargo portable restroom trailer. 4 women stalls, 2 sinks. 2 men stalls, 4 urinals and 2 sinks. 28 x 8. A/C and heat. Nice, clean unit. Only used for special occasions. Uses standard water hose and 110 power. Please call or text 618-927-1041 for more information or pictures. (P12)

PORTABLE RESTROOM TRUCKS



2011 Hino 338, 163k miles, 33,000 GVV, recent engine overhaul. 500-gallons waste. Water tank is in the bed. Rhino-lined bed. All hoses replaced. \$58,500

Call 239-334-1000, FL T11

2014 Isuzu NQR, 600-gallon waste, 300-gallon freshwater, new brakes, new tires, diesel motor, low miles. \$42,000. ADB Construction & Septic - arthur@adbseptic.com (T01)

2013 Dodge 5500 HD, 227k miles, Cummins 6-cylinder diesel, automatic, 600-gallon waste/300-gallon freshwater, 2,600psi gas pressure washer. \$25,000. Call 903-236-4019 or email chris@jotsrentals.com (T12)

2002 International 4300, 300k+, needs head gasket. Masport pump & 1,100/400 tank worth buy alone. \$4,500. 2 Wells Cargo 8x6 bathroom skid units. Limited use. Climate controlled. \$15,000 for both. Contact John at egx@comcast for details/pics. (T12)

2018 Hino 268A cab & chassis, 25,950 GVV with a new 1,600-gallon portable toilet service unit. (Stock# 13762) **www.VacuumSalesInc.com (888) VAC-UNIT (822-8648)** (TBM)

2012 Ford F550 4x2, V10 gas, 120,000 miles. 950 Satellite unit w/power washer, 2-toilet carrier. Garage kept, well maintained. \$29,000. 717-580-7164 (P12)

2008 Ford F450, V10, 4x4, Best stainless 600 tank, 400 waste, 200 fresh, 2 toilet carrier, new tires, 260k - \$12,700. 1996 International 4700 septic truck, approx. 2,000-gallon tank, Jurop R260 pump, new radiator, new batteries, low miles on reman motor - \$15,700. Call/text 605-660-3759. (P12)

SLIDE-IN UNITS



2011 KeeVac Slide-in. 300waste/125fresh, Honda motor with Conde 3 pump. All aluminum built. Since its purchase new, we have used it as a backup unit. Comparable units sell new for \$13k. For more information please call Warren.\$7,500 OBO

816-304-0120, PA T11

Looking to buy slide-in units - any condition. 239-633-4766. (T05)

POSITIONS AVAILABLE

Established portable toilet rental and roll-off dumpster company in Jackson, MS seeking experienced Fleet Manager. Interested applicants should have a minimum of 2 years supervisory experience. A CDL IS REQUIRED! Responsibilities include: supervise and direct drivers, ensure trucks are maintained and operating properly, ability to hire, train, develop and motivate employees, ability to work in a very fast-paced environment, fill in on routes when drivers are out, and any other duties assigned by the owner. Pay to start at \$50,000 salary or more depending on experience. A company truck will also be provided. Will consider paying relocation expenses for the right candidate. Email resume to mcgrawgottago@gmail.com. (T12)

The Best Trailer For All Of Your Portable Toilet Transport Needs



Trailers In Stock Ready To Ship

The Johnny Mover

800-498-3000

www.cesspoolcleaners.com
troyd@cesspoolcleaners.net

EXPLORER



We Have Your Size...

1 to 24



Now Available!

Hot Dip Galvanized Frame and Wheels

Explorer improves transport safety by directly clamping each toilet skid to the specially designed carrier slats on the trailer bed. Flexibility for the many styles of portable toilet skids used today.

Manufactured By: McKee Technologies

explorertrailers.com
1-866-457-5425

Surco Potty Fresh Plus
Portable Toilet Deodorant



New mess-free packets available!
Call to get your FREE sample

SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com

INDUSTRY'S BEST



KNOCK OUT ODORS
From PUMPER TRUCK EXHAUST
Effectively controls offensive pump exhaust odors PLUS!



290 Alpha Drive, Pittsburgh, PA 15238
1-800-556-0111 / Intl: 412-252-7000
SURCO www.surco.com

RestRoomTruck.com



Specializing In Portable Restroom Delivery & Pick-up Service Trucks.

815.727.7020 restroomtruck.com



Meaty-Delivery.

Hand-selected sausage and jerky delivered in a 20-qt **RUGID** cooler

\$219.99
(FREE SHIPPING)

888-300-9631
meaty-delivery.com

'Tis the Season to be Poly!



Merry Christmas & Happy Holidays

PJ[®] **POLYJOHN**[®]
there when you need us

2500 GASPAR AVE., WHITING, IN 46394

PJPROMAG.COM | 800.292.1305



DOWNLOAD OUR GUIDES
PJProductGuide.com | PJBuyersGuide.com

Happy Holidays



Thank you for being part of our family.

From everyone at Satellite | PolyPortables