

PROTM

PORTABLE RESTROOM TRAILER

September 2021
www.promonthly.com

SWANKY SERVICE

Michigan PRO Gretchen Menard revitalizes her career by saying “I do” to luxury restroom trailers for weddings

Page 24



Embrace the Change

Working through the busy tourist season or the upheaval of COVID-19, Matt Frazier takes a creative approach to serving his customers

Page 14





TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories



TJ Kids



TJ Shorty



Tuff-Jon III



Tuff-Jon



100 Gallon Fresh Water Supply Tank



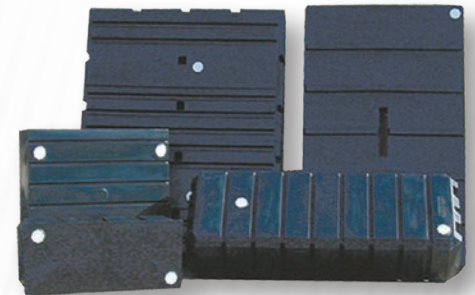
90 Gallon Free-Standing Sink with Optional Handicap Accessible Sink (45 gallons fresh water)



TJ Handy Stand Waterless Gel Touch Dispensers



Containment Tray



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



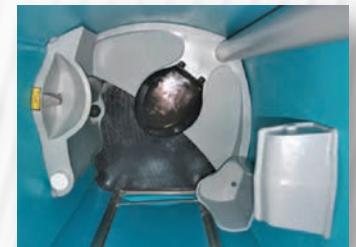
TJ Junior Single Free Standing Sink (16 gallons fresh water)



Sink Lifting Bracket



60 Gallon Rinse Tank



Interior View of Deluxe Tuff-Jon III

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



The TSF Company Inc. Toll Free: 1-800-843-9286 | 812-985-2630 | Fax: 812-985-3671
 2930 S St. Phillips Rd. | Evansville, IN 47712 Email: aschenk@tuff-jon.com | Website: www.tuff-jon.com

TRUSTED WORLDWIDE

J&J

Portable Sanitation Products



CONTACT US TODAY

1-800-345-3303 • 706-743-1900 • fax: 706-743-7515

jjchem.com • info@jjchem.com • jjportable.com • info@jjportable.com



@JJChemicalCo



JJChemCo



@JJChemCo



@JJChemCo

- 8 From the Editor: Join Us for a Return Engagement**
A new feature kicking off in this issue reconnects us with a successful PRO from our past.
- Jim Kneiszal
- 10 @PROmonthly.com**
Check out exclusive online content.
- 12 At Your Service: Protecting the Motoring Public Should Be Safety Job No. 1**
We share tips to secure bulky equipment for delivery to construction sites and special events.
- Jeff and Terri Wigley
- 14 PROfile: Embrace the Change**
Working through the busy tourist season or the upheaval of COVID-19, Matt Frazier takes a creative approach to serving his customers.
- Peter Kenter
- 20 PRO Business: R-E-S-P-E-C-T. It's the Key to Employee Happiness and Retention**
Treat your crew like your most valued portable sanitation customers ... and they will be the company's greatest supporters.
- Brigitte Hyacinth

24 COVER STORY



Return Engagement: Swanky Service
Michigan PRO Gretchen Menard revitalizes her career by saying “I do” to luxury restroom trailers for weddings.

- Ken Wysocky

ON THE COVER: Facing burnout running a full-service restroom company by herself, Gretchen Menard grew into a VIP restroom trailer specialty and loves it. Menard, left, is shown with her inventory of Comforts of Home trailers at Swanky Restroom Trailers in Holly, Michigan. (Photo by Amy Voigt)

- 30 VIP Trailers Directory**
- 36 Product Focus:**
Temporary Site Services — Traffic Control, VIP/Special Events
- Craig Mandli
- 39 Product News - Product Spotlight:**
F.M. Manufacturing Taxi-Taxi answers growing demand for more job site mobile solutions.
- 41 Industry News**

COMING NEXT MONTH — OCTOBER 2021

- **PROfile:** Logistics in Wide-Open Southwest
- **Return Engagement:** Hitting the Links Again



www.promonthly.com

Published monthly by



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

© Copyright 2021 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™ 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 Holly Gensler at holly.gensler@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.

CONTROLLED CIRCULATION: 5,500 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 Holly Gensler at 800-257-7222 (715-546-3346) or email holly.gensler@colepublishing.com.



Live demonstrations and operational equipment for the water and wastewater industries!

weqfair.com | 866-933-2653



ROBINSON VACUUM TANKS

Call (814) 933-0927, visit www.RobinsonTanks.com, or email sales@robinsontanks.com

— OFFERING SALES, PARTS & SERVICE —



PORTABLE RESTROOM TRUCKS

- Tank Sizes from 980 - 2000 Gallons
- Choose from Aluminum or Steel Tanks



VACUUM TRUCKS

- Tank Sizes from 1200 - 5500 Gallons
- Aluminum Tanks



SLIDE-IN TANKS

- Tank Sizes from 300 - 1500 Gallons
- Aluminum Tanks
- Flanged/Dished or "Soup Can" Styles



TRAILER UNITS

- Tank Sizes from 300 - 2000 Gallons
- Aluminum Tanks



SINKS / HAND SANITIZER STAND

- 18 Gallon Fresh & Gray Water Tanks
- NSF Compliant
- Aluminum Vanity
- Free Standing
- Aluminum post with steel base



ROLL-OFF TANKS

- Tank Sizes from 2000 - 5000 Gallons
- Aluminum Tanks

VISIT OUR WEBSITE TO SEE ALL AVAILABLE INVENTORY

MASPORT

VACUUM PUMP SYSTEMS

Get the Pump that Sets the Industry Standard!

HXL2
75 CFM
For 750 Gallon Tanks

HXL3
112 CFM
For 1000 Gallon Tanks

HXL4
165 CFM
For 1500 Gallon Tanks

HXL75
230 CFM
For 2500 Gallon Tanks

VIPER
350 CFM
For 4000 Gallon Tanks

TITAN
407 CFM
For 4000 Gallon Tanks

HYDRA
407 CFM
For 4000 Gallon Tanks

A Solution For Every Scenario!

1-800-228-4510 | cs@masportpump.com
www.MasportPump.com

ADVERTISER INDEX

A Restroom Trailer Co. (ART Co.)	39
AirVote	27
Allied Graphics, Inc.	31
Ameri-Can Engineering	13
American Tank Company LLC.....	33
Armal, Inc.	27
Century Paper Products	33
Cro Software Solutions	37
Davidson Tank	35
Deal Assoc.....	31
F.M. Manufacturing, Inc.....	17
FlowMark Vacuum Trucks	27
Imperial Industries, Inc.....	43
J&J Portable Sanitation Products	3
KeeVac Industries	29
Lang Specialty Trailers.....	37
Lock America, Inc.	41
Masport, Inc.....	6
EXPLORER McKee Technologies/Explorer Trailers....	42
Milwaukee Rubber Products, Inc.	33
National Vacuum Equipment, Inc.	31
Navitas Credit Corp.....	35
NuConcepts-Very Impressive Portables...	10
Optimus Industries, LLC.....	21
Pik Rite, Inc.....	21
PolyJohn Enterprises Corp.	44
PSAI.....	11
Portalogix	35
Robinson Vacuum Tanks	5
ROEDA.....	41
Satellite Industries	22-23
ScreenC0 Systems LLC.....	37
Slate Pages	42
Slide-In Warehouse.....	29
Surco® Portable Sanitation Products...	42
T.S.F. Company, Inc.	2
Tank World Corp	9
Walex Products Company	7



PRO is FREE!

Subscribe/Renew Online
at www.promonthly.com.

For extreme conditions, you need

PORTA-PAK MAX

Simply the Strongest.

Heavy-traffic events & rising temperatures require the strongest deodorizer in the industry. Walex offers maximum strength deodorizer in both a liquid and drop-in packet.

DROP-IN OPTION

Porta-Pak MAX

Convenient drop-in packet that contains 50% more color, 50% more odor control, and double the fragrance of original Porta-Pak.

LIQUID OPTION

PT-50 Supreme Flush

The industry's best-selling super-concentrate. PT-50 offers superior odor control for extreme conditions.



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.



By Jim Kneiszel

Join Us for a Return Engagement



A new feature kicking off in this issue reconnects us with a successful PRO from our past

Recently I was reminded of a series of day-in-the-life videos we produced a decade ago with Gretchen Menard, a portable restroom contractor near Detroit. I went to our website www.promonthly.com and took another look at a few of the videos, including Riding Shotgun With Gretchen Menard, and wondered how the plucky entrepreneur is doing these days.

So I picked up the phone and dialed the number for Gretchen's company, Swanky Restroom Trailers. When she answered, she sounded the same as she ever did, enthusiastic about her business and upbeat about the portable sanitation industry. It was great to hear about her progress since the last video was posted in 2012.

Gretchen noted some changes in her boutique restroom trailer business, perhaps most importantly a laser-focus on serving outdoor wedding customers throughout Michigan. And she expressed amazement that she still regularly hears from people across the country who watch the Riding Shotgun videos through our website and on YouTube.

HOW SHE MADE IT HAPPEN

I asked Gretchen if she would be willing to share the story of growing her business with our readers, and she graciously agreed. The result is writer Ken Wysocky's feature in this issue titled "Finding Her Happy Place." This is a story of perseverance, deftly adapting to a changing marketplace and showing what can be accomplished with a small business if you keep your eye on the prize.

As you will read, Gretchen totally transformed the business she took over in the 1990s and fashioned it to suit her lifestyle and career expectations. Let's key in on those three areas mentioned above.

PERSEVERANCE

Facing all the challenges you might expect in running a small restroom operation, Gretchen kept going through economic highs and lows, long hours on the job and struggling to meet the demanding needs of her customers. It was tough, she admits, slinging up to 300 restrooms in her inventory, making constant trips to the dumpsite and managing employees. But she always powered through it and is now enjoying the fruits of those labors.

ADAPTING TO CHANGE

The business profile has run the gamut of the restroom industry during Gretchen's ownership. First known as Poopy's Potties, she initially focused on the grind of construction work. When that became overwhelming, she bought restroom trailers and made a success of serving film and television production companies in the Detroit area. When incentives to bring those productions to Michigan went away, that business dropped off and Gretchen tailored her marketing toward outdoor weddings, which had become very popular even before COVID-19 drove many gatherings outside.

FOCUSING ON GOALS

Gretchen has always made the business work for her rather than the other way around. Clearly she's worked very hard to succeed, but she's also sought out opportunities that would ensure a fair profit for the labor expended. She was one of the early proponents of specializing in high-end restroom trailer rentals. Boutique trailer businesses are somewhat common in today's marketplace, but this was a fresh concept when Gretchen made the move.

When she sold off her standard units and was determined to make it on trailers alone, that would have had some contractors scratching their heads. And some PROs may have wondered about her decision to reach out to a statewide market for her trailers. But she has shown that a trendy and clean brand identity can drive profits to justify driving several hours to deliver a unit for the weekend.

She was one of the early proponents of specializing in high-end restroom trailer rentals. Boutique trailer businesses are somewhat common in today's marketplace, but this was a fresh concept when Gretchen [Menard] made the move.



Left: Gretchen Menard, owner of Swanky Restroom Trailers, is shown holding an issue of PRO magazine from September 2009 where she appeared on the cover with her mother, Cheryl Menard. (Photo by Amy Voigt)

A FEATURE IS BORN

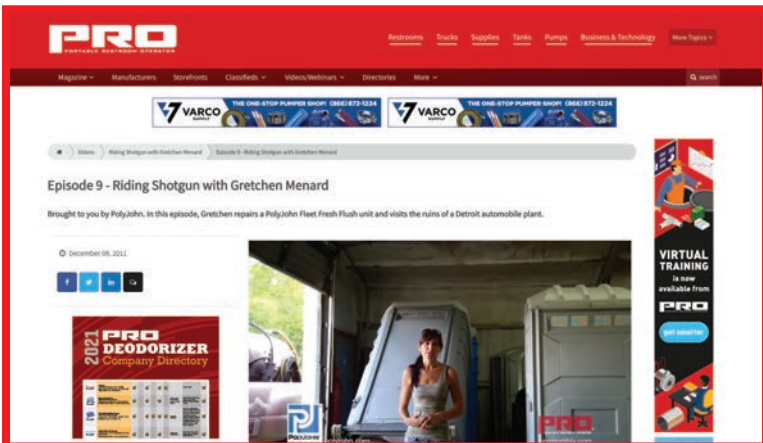
So kudos go out to Gretchen for her success and dedication to providing quality portable sanitation services. I found her story inspiring and I hope you do, too.

Hanging up the phone after talking with Gretchen, I started wondering about all of the PROs we've featured since COLE Publishing took over the magazine way back in October 2004. What other inspiring stories would I find if I started calling all those companies from the past?

To answer that question, we're starting a new feature, Return Engagement, with Gretchen's Swanky Restroom Trailers taking the lead. As for future installments, I'm inviting you to lend a hand.

Perhaps one of our stories from the past has stuck with you and you wonder whatever became of that PRO we featured. Maybe your company was featured long ago and you would like to share how your business has grown or changed since that first story. In either case, I want to hear from you. Send me your story suggestions or let me know you're up for a new interview about your company.

After all, one way to profit in the future is to learn from the past. Collectively, PROs are an astute group of small business owners. Like Gretchen, many have found a way to weather the ups and downs of an industry and come out farther ahead. These are the stories we should return to and reflect upon. I look forward to hearing from you. ■



Above: View the video series online: www.promonthly.com/video/riding_shotgun

Tank World Corp

ALL MAJOR BRANDS IN STOCK AND READY TO BUILD

**BUILDING
RELATIONSHIPS
ONE TRUCK
AT A TIME**



Financing Available



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

We can do Steel, Stainless Steel and Aluminum.

NOT JUST BUILDING TRUCKS BUT BUILDING RELATIONSHIPS

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

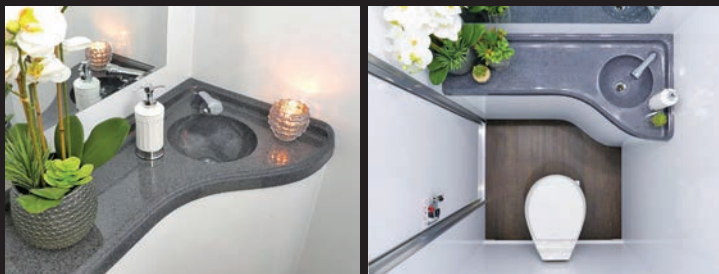


NUCONCEPTS
VERY IMPRESSIVE PORTABLES

WE CALL IT MAJESTIC

These Are Royal Accommodations

Since inventing the first VIP (Very Impressive Portable) over 25 years ago, NuConcepts continues to innovate with our MAJESTIC 2 or 4 unit luxury restroom trailer.



Visit Our Website and Video at www.NuConcepts.com
CALL FOR YOUR LUXURY OPTIONS AND CUSTOM QUOTE

Self Contained-Solar Powered-Flushing Porcelain Toilet
Available as Stand Alone or Trailer Configurations



NUCONCEPTS
VERY IMPRESSIVE PORTABLES

909-930-6244 | 800-334-1065

1737 S. Vineyard Ave., Ontario, California 91761

www.NuConcepts.com | info@NuConcepts.com



GET DIRECT EMAIL NOTICES

PRO
PORTABLE RESTROOM OPERATOR

promonthly.com/alerts

@PROmonthly.com

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



FIND YOUR NICHE

Connecticut PRO Succeeds With Market Exclusivity

While working for another PRO, Marc Provenzano realized he could provide better service. A year later he launched his own portable restroom operation with a focus on luxury trailers for weddings. Read more about how Provenzano tapped into a niche market in this exclusive online article.

promonthly.com/featured

OVERHEARD ONLINE

“Are you really never supposed to experience uncertainty as a leader? You are a human being and hard-wired for struggle — stuff happens. You are comprised of all the good, bad and ugly that comes with being a human, which is not the Hollywood version of leaders who ride into the scene to save the day.”

Crafting Attractive Job Listings
promonthly.com/featured



THE RATE DEBATE

Reconsider Your Pricing Strategy

Keeping your portable sanitation operation in the black can be a challenge when it seems like every fly-by-night operation is price gouging. But this online article makes the case for keeping, or even increasing, prices while providing more customer education.

promonthly.com/featured



DYNAMIC COMMUNICATION

Don't Let a Language Barrier Stop New Hires

With a building labor shortage, business leaders must be prepared to employ the increasing number of non-English speaking workers, and PROs are no exception. Read this exclusive online article from columnist Amanda Clark for training tips to empower and improve employee communication.

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



Register Now!

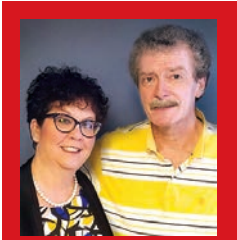
Visit psai.org for details



Nuts & Bolts

Educational Conference!

November 2–5, 2021
Myrtle Beach, South Carolina USA



By Jeff and Terri Wigley

Protecting the Motoring Public Should Be Safety Job No 1

We share tips to secure bulky equipment for delivery to construction sites and special events

QUESTION: Our fall special event season will be busier than usual since spring events have been rescheduled to the fall as well. With the demand for many more sinks and hand-sanitizing stations than normal, I am concerned about transporting loads made up of various equipment types. Can you share some tips as to proper load securement in these circumstances?

ANSWER: Each of these tips will be general in nature as each PRO's equipment will vary quite a bit. Flatbed trucks and delivery trailers are the transport methods we will discuss.

GENERALLY ACCEPTED STANDARDS FOR SECUREMENT OF UNITS ONLY

1. Always have units double-strapped for transport. This was one of the first lessons we learned when we entered the portable restroom industry. If one strap loses tension completely, the second strap will continue to secure the units.
 2. Always use the skids of the units as one point of securement. This is the strongest part of the unit and the 90-degree angle formed with the unit wall is the best point to create tension with a strap.
 3. Never have units hanging over the available space on a delivery truck or on a delivery trailer. Again, depending on the specifics of your delivery equipment, the design may be such that the ends of the skids may overhang the trailer, but the unit itself does not.
 4. Have the doors of units securely closed with a properly functioning latch.
 5. Position units on a delivery trailer with the doors facing inward. This eliminates the possibility of wind blowing the doors open.
- Additional standards would include inspecting all straps, ensuring all units are in good working order and all hardware is present and tightly secured.

GENERALLY ACCEPTED STANDARDS FOR SECUREMENT OF ADA UNITS

1. Always double strap.
2. The base of most ADA units is a flat, single sheet of plastic so any outside handles become the primary point for one strap. Some ADAs sit on skids with ramps that are attached once the unit is placed on site. These skids can be strapped.
3. Doors facing inward, or if not possible depending on specifics of delivery truck or trailer, position the doors such that when opened the door hinge is closest to the front of the vehicle. The force of the wind would keep the door tightly closed if the door latch failed to secure the door.

GENERALLY ACCEPTED STANDARDS FOR SECUREMENT OF SINKS

1. Always double strap.
2. Since most sinks are not perfectly square, always keep it in its upright position so that the base fully contacts the floor of the truck or trailer.
3. Depending on the type of sink, the type of restroom unit, and the quantity of each that is to be delivered, store sinks, where possible, inside restroom units. The previously described standards for the securement of units would then apply.

HAND SANITIZING STANDS

1. Store inside of units or ADAs. Due to a wide plastic base, a narrow support tube and, depending on the type and model, perhaps a plastic ring with the hand sanitizers attached, there are no reliable areas for straps to secure.

Take the time to plan, the best you can as to how the equipment will be loaded and securely double-strapped. After delivery, evaluate the chosen plan and make note of what worked and what can be improved upon.

EXAMPLES AND TIPS TO CONSIDER

Keeping these generally accepted standards in mind will help to develop loading plans with various equipment combinations. Here are several examples with tips to consider in loading and securing the assorted equipment for delivery. Please keep in mind that each PRO will have various designs, models and combinations of both delivery trucks and trailers as well as various manufacturer's types and styles of equipment that will need safe transport to the special event.

▼ *More sinks to deliver than will fit in the number of units ordered.*

TIPS:

1. If the number of units and sinks are close in number, say six units and eight sinks on a truck that will hold eight units, consider the possibility of adding two extra units on the truck to contain all the sinks inside units.
2. If the number of sinks is 10 and the number of units remains at six, consider loading an ADA unit on the truck — if six units and an ADA will normally fit on the truck — and use the ADA to secure the extra four sinks inside.

KEY POINT:

Consider extra equipment, if and where possible, to assist with extra equipment that could be more safely secured inside of other equipment. Sinks were used in the above example, but the same thought process should be used if hand sanitizers were ordered instead.

▼ *All types of equipment — units, sinks, hand sanitizers and an ADA — are ordered and must be loaded onto a single delivery trailer — perhaps a vacuum truck is all that is available to pull the trailer.*

TIPS:

1. As discussed above, first try to put all sinks in the units and the hand sanitizer stands into the ADA. What if that will not entirely work and there are two sinks left? Consider loading the trailer with the units in the front of the trailer, the two sinks so one each faces each other from both sides of the trailer and the ADA is in the rear.
2. An even number of sinks loaded on a trailer between units in the front and the ADA in the rear is one way of helping to minimize wind on lighter pieces of equipment.
3. Another consideration would be to load the two sinks at the very front of the trailer with the units next and the ADA at the rear.

KEY POINT:

Consider the aerodynamics of the delivery trailer. Depending on the size of the sinks your company uses, one of the two options described above could be much more favorable. Remember, all pieces of equipment are double strapped so that always helps in the plan for loading equipment.

▼ *Odd numbers of various types of equipment that can only be loaded on a delivery trailer.*

TIPS:

1. Adding an extra piece of equipment to give an even number of pieces that can be securely double strapped is always a possible option provided there is space on the truck or trailer.

2. If adding another piece of equipment is not an option, put the odd piece in between the even number of units. Then, if an ADA was also ordered, put it behind the units. In this example, say seven units are loaded beginning at the front of the trailer and then the ADA at the back. The “odd unit” will then be contained between the six units and the ADA. Also, this seventh unit will be double strapped as is standard procedure.

KEY POINT:

Loads will not always have equal amounts of equipment on both sides of a trailer. Try to have unequal numbers of equipment contained between evenly matched equipment wherever possible.

FINAL THOUGHTS

Securing equipment for delivery is of paramount importance. Safety is the No. 1 priority. Take the time to plan, the best you can as to how the equipment will be loaded and securely double-strapped. After delivery, evaluate the chosen plan and make note of what worked and what can be improved upon.

You will face an overwhelming number of loading scenarios as the busier than usual fall event season unfolds. While it is impossible to have precise recommendations based on every possible situation, we hope you can use these ideas to help in your final loading and delivery decisions. ■



The Original Custom Crafted Restroom Trailer



Kneeling ADA

AVAILABLE IN SINGLE,
PLUS 2 AND
PLUS 4 CONFIGURATIONS



ADA Lift Room

AVAILABLE IN
RESTROOM AND
SHOWERS FROM PLUS 7
TO PLUS 10



Custom ADA

AVAILABLE IN
CUSTOM SIZES,
LAYOUTS, AND
FIXTURES

www.ameri-can.com / info@ameri-can.com / 574-892-5151



Embracing the **Change**

Working through the busy tourist season or the upheaval of COVID-19, Matt Frazier takes a creative approach to serving his customers

By Peter Kenter

Left: Wendy and Matt Frazier are shown in the M.A. Frazier Enterprises yard with an inventory of restrooms, the majority from Satellite Industries and PolyJohn. (Photos by Noah Willman)

Right: Frazier has 13 vacuum trucks from a variety of builders, including this Isuzu from Best Enterprises, carrying a stainless steel tank and Masport pump.

Matt Frazier has operated portable restroom rental and service businesses in the small town of Wellfleet, Massachusetts on Cape Cod for almost 35 years. But in a tourist region where summer visitors drive extraordinary demand, this PRO weathers seasonal and economic cycles with a host of businesses that consistently support the company. Keeping staff busy during winter months also means performing a lot of work for themselves, from truck maintenance to building luxury restroom trailers.

Frazier initially started two business divisions. M.A. Frazier Disposal specialized in commercial and residential trash and recycling pickup, and septic pumping. Frazier expanded operations into portable restrooms by purchasing Comfort Cabins of Cape Cod in 1988. The portable restroom business was profitable, growing to 2,500 units. But an economic downturn, coupled with high fuel prices, saw the entrepreneur selling the division to an eager international buyer in 1999.

“For the next few years, our disposal division continued to grow, and we added roll-off container rentals in 2000, with ground storage containers and pods added later,” says Frazier.

But after five years, the company that purchased the restroom business pulled out of the area. Frazier says he isn’t surprised that an outside company may have had difficulty wrapping its arms around the cyclical nature of Cape Cod’s portable restroom market. With a winter population of just 3,500 residents, the town is inundated with as many as 100,000 tourists a day during the summer season.

“I was born and raised here, and over the years the shoulder seasons in spring and fall are

getting busier,” he says. “But winter and summer are still like night and day. You have to own a lot of equipment year-round to service customers during the busy season.”

RESTROOMS RETURN

The company resumed portable restroom rental and service in 2004, starting with 50 restrooms, a pickup truck with a slide-in tank from Lely Mfg. and the efforts of existing staff from the disposal division.

“We did no new marketing,” Frazier says. “All of our old customers started to return organically.”

Today, M.A. Frazier offers 1,400 portable restrooms. The majority are from Satellite Industries, with some from PolyJohn. About 200 of the units are ADA compliant. The company uses Walex Products deodorizers. Portable restrooms are delivered using four self-built trailers. Two can haul eight units, and two can haul 12. The company offers six luxury restroom event trailers, all self-built to custom standards.

“We used to order from outside suppliers, but a high number were damaged during delivery and had to be sent back,” says Frazier. “We decided we could customize them to our needs.”

The luxury trailers include air conditioning, simulated marble interiors, porcelain sinks and toilets, and built-in stereo. The largest unit is 25 feet long and eight feet wide and features seven toilets. Each unit is delivered with wicker baskets containing designer soaps, gum and facial tissues.



M.A. Frazier Enterprises Inc.

Wellfleet, Massachusetts

Owner: Matt Frazier

Founded: 1986

Employees: 18 winter, 26 summer

Services: Portable sanitation, temporary fencing, roll-off containers, commercial and residential trash pickup

Service Area: Southeast Massachusetts and Cape Cod, Nantucket, Martha’s Vineyard

Affiliations: Portable Sanitation Association International, Home Builders and Remodelers Association of Cape Cod, Home Builders and Remodelers Association of Massachusetts

Website: www.mafrazier.com

“Increased hygiene awareness and accelerated service levels are here to stay. Contractors and municipal clients will be demanding a larger quantity of equipment, a higher level of cleanliness and a higher level of professionalism.”

MATT FRAZIER

Right: Mechanic John Akoras places a poly water tank into one of M.A. Frazier's new hand-wash stations for indoor use built inside a converted 64-gallon trash tote. Shop foreman Harley Epstein holds the lid open.

Below: Matt Frazier is shown with an indoor hand-wash station he created using a 64-gallon trash tote.

Below Right: Kurt Sturtevant services a Satellite Industries restroom on his daily route.



EQUIPPED FOR SUCCESS

M.A. Frazier offers two dozen Tuff-Jon sinks from T.S.F. Company — and almost 300 self-built units.

The restroom units are serviced by a fleet of 13 vacuum trucks from builders including Robinson Vacuum Tank, KeeVac Industries, Amthor International, Best Enterprises and Progress Tank. Truck brands include Ram, Freightliner, Isuzu, Ford and Sterling. Most vacuum tanks were built of aluminum and stainless steel, and pumps are from Masport. Two trucks were built out in-house and used steel tanks and Conde (Westmoor Ltd.) pumps.

The company operates from four service yards. The Wellfleet yard, closer to the northern tip of Cape Cod, is the head office and features the

company's garage, shops and maintenance facilities. There, two full-time mechanics perform nearly all of the company's truck service, with the exception of some work related to advanced diesel emissions technology.

One satellite yard is located mid-Cape in Brewster while another is located in Mashpee on the Cape's west side. A large storage yard is located in Sandwich, near one of Cape Cod's western bridges. All of the yards can be used to support portable restroom operations.

Arrangements with several municipalities allow for efficient waste disposal by pumpers located anywhere on the Cape.

ALL HANDS ON DECK

Overall, the company employs 18 workers in winter and 26 in summer. Six are dedicated to the portable restroom side of the business while four swing workers bolster that workforce during the tourist season.

Frazier's wife, Wendy, works full time for the business. "She plays a huge role in scheduling and routing of our trucks across the business," he says.

(continued)

Innovative Portable Restroom Solutions™

NEW TRAILER STYLE



NEW FLAT BED TRAILER



- All trailers will handle from 8 to 26 units
- LaxiTaxi with locking system, requires no straps
- Flat bed trailers have D-rings every 4 ft
- Heavy-duty header
- All axles have torsion bars
- Low profile tires are standard, but we can use any size tire
- 2700 to 3500 torsion bar axles
- LED lights on all units
- Flat bed trailers have diamond plate decks
- Many options available

- Hand rails
- Step can be flipped up when being transported
- Strong and durable diamond plated fenders
- LED lights
- Available in single and double trailers
- This trailer is built strong and built to last

LOOK FOR THESE OTHER AVAILABLE PRODUCTS



F.M. Manufacturing, Inc. specializes in Innovative Portable Restroom Solutions™ like trailers, carts and hitch haulers that are designed to help your business be more efficient and more profitable.

F.M. Manufacturing, Inc.
p 877.889.2246 www.fmmfg.com

Featured In An Article?

We provide reprint options



POSTERS
Starting At
\$69

ELECTRONIC REPRINTS
Starting At
\$25

LASER REPRINTS
Starting At
\$10



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

Order through our website www.promonthly.com



Left: When demand for hand-wash stations spiked during the COVID-19 pandemic, M.A. Frazier converted 300 restrooms into sink-only units.

“I was born and raised here, and over the years the shoulder seasons in spring and fall are getting busier. But winter and summer are still like night and day. You have to own a lot of equipment year-round to service customers during the busy season.”

MATT FRAZIER

HOOK-LIFT VAC TANK PROVIDES FLEXIBILITY

M.A. Frazier’s fleet of service and delivery vehicles has to meet the needs of multiple business interests, from delivery of fences and roll-off containers to garbage pickup. Using a hook-lift system, operators quickly transform flatbeds to perform duty in any of its service areas.

In August 2020, owner Matt Frazier extended that concept to his portable restroom division by creating its first hook-lift vacuum unit. At the time, Frazier was concerned about potential ordering delays for a new vacuum truck, but found a solution. “We learned we could get our hands on a slide-in unit from Robinson Vacuum Tanks,” he recalls.

Frazier sent an employee on the eight-hour trip to Pennsylvania to pick up the unit in person. Back at the shop, it took less than a day to weld on some heavy-duty steel mounts used to lift the unit into place and secure it to a flatbed.

“We have three flatbeds and any of them can accept the hook-lift pumper unit,” says Frazier. “We can mount or unmount it in about a minute, but during our busy season from June to August, it’s mounted every day.”

The customer base for portable restrooms splits two thirds for construction clients and one third for events. However, weddings and other events generally keep the company busy in season. An example is Wellfleet OysterFest, which typically attracts 30,000 visitors over two days. Events such as this typically utilize the full services of M.A. Frazier Enterprises, which provides 200 restrooms, hand-wash stations, perimeter fencing, street sweeping and trash and recycling removal services.

The company provides portable restroom service to all of Cape Cod for events and construction clients. It also provides special event rentals for weddings and corporate events to the nearby islands of Nantucket and Martha’s Vineyard in season. “Our trucks take a commercial ferry to those locations,” Frazier says. “There are service providers on the islands but it only takes a few excess events to wipe out their inventory. That justifies the cost of an expensive ferry ride for those clients.”

COVID-19 has put a damper on weddings and events — OysterFest was canceled due to the pandemic in 2020 — but increased hygiene requirements in construction and on municipal contracts have balanced out the losses. “In construction, portable restrooms that used to be

MORE INFO

Amthor International
800-328-6633
www.amthorinternational.com

Best Enterprises
800-288-2378
www.bestenterprises.net

Freightliner LLC
503-745-800

KeeVac Industries
866-789-9440
www.keevac.com
See ad, page 29

Masport, Inc.
800-228-4510
www.masportpump.com
See ad, page 6

PolyJohn
800-292-1305
www.polyjohn.com
See ad, page 44

Robinson Vacuum Tank
814-933-0927
www.robinson tanks.com
See ad, page 5

Satellite Industries
800-883-1123
www.satelliteindustries.com
See ad, page 22-23

Sterling Truck Corporation
www.sterlingtrucks.com

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

Walex Products Company
800-338-3155
www.walex.com
See ad, page 7

Westmoor Ltd.
800-367-0972
www.westmooritd.com



Above: On a service route, technician Kurt Sturtevant returns the vacuum hose to a Ram 5500 Service truck carrying a KeeVac tank and a Masport pump.

Right: Sturtevant services a Satellite Industries restroom on his daily route.



serviced once a week are now serviced five to seven times per week by customer request,” says Frazier. “They need to stress hygiene to keep their businesses operating and to inspire confidence in their employees.”

The company employs a full-time dispatcher to identify optimal routes and exploit pickup and delivery synergies between the various businesses.

NEW STANDARD OF SERVICE

“If we have an empty roll-off [container] headed off-Cape first thing tomorrow morning, we may also be able to add two portable restroom deliveries that are close to the same route,” says Frazier. “We can place them inside the [container] and double up. Our pumper service route drivers are also made aware of the schedule so they can jump in quickly to save another driver an hour or two.”

The company does a little marketing, mostly through Google advertising. “Our best marketing has always been service, prompt delivery, prompt pickups and exceptionally clean units,” says Frazier.

As the COVID-19 pandemic continues to dissipate, Frazier believes a continued focus on hygiene will be a lasting legacy.

“Increased hygiene awareness and accelerated service levels are here to stay,” he says. “Contractors and municipal clients will be demanding a larger quantity of equipment, a higher level of cleanliness and a higher level of professionalism from portable restroom operators.” ■

About the Author

Brigette Hyacinth is a leadership expert, keynote speaker and author of the book *Purpose Driven Leadership*. Reach her at bridgethyacinth@mbacaribbean.org.



R-E-S-P-E-C-T. It's the Key to Employee Happiness and Retention

Treat your crew like your most valued portable sanitation customers ... and they will be the company's greatest supporters

By Brigette Hyacinth

Many companies invest heavily to improve the customer experience but sideline employees who are responsible for delivering that experience. What some business leaders forget is that their employees are their first and most important (internal) customers.

Your crew uses your restroom equipment and follows your service protocols and they know firsthand about your culture. If your employees don't believe in your business, the quality of their work will be poor. Business success starts with the employee experience. When employees are happy (feel valued, welcome, respected, heard), they will create remarkable experiences for your portable sanitation customers.

RAISE MORALE

You can't expect stellar customer service from employees who feel distrusted and discounted. Successful businesses focus on creating memorable employee experiences to keep their staff engaged and happy. Several years ago, Airbnb announced it was appointing a global head of employee experience. The following year, the company topped Glassdoor's list of the 50 best places to work.

Instead of following the traditional business model, Airbnb creates change and empowers employees at all levels, which has a huge effect on the success of the company, both monetarily and culturally. What are some ways you can have that kind of impact on your workers in the portable sanitation industry?

Always be quick to recognize and reward the efforts and contributions of employees. Nothing says we value you like showing how much you appreciate them. Employees spend half of their lives at work. It should at least be a pleasant experience. When workers are treated unfairly and as "second-class citizens," the result is decreased employee morale.

Low morale results in decreased employee productivity. Moreover, dissatisfied employees will share their negative work experiences with family and friends, thus turning away potential customers and employees. The employee experience is influenced by three factors:

1. The physical environment in which employees work
2. The support and tools an employer provides
3. How an employer takes an interest in the well-being and success of employees

Employees spend half of their lives at work. It should at least be a pleasant experience. When workers are treated unfairly and as "second-class citizens," the result is decreased employee morale.

I'll share an example to illustrate my point. A retail store stated their employees were the "heart of the business." The retail area was clean and well stocked. Aisles were wide and well marked with bright signage. Even the parking lot sparkled — there was rarely any litter seen in customer parking areas. Customers were impressed.

However, employee space was a different matter. Stock rooms were cluttered and dark. Staff locker rooms were poorly lit and maintained. The break room was bleak, with old, uncomfortable furniture, and trash bins overflowed. Even the vending machines were inadequately stocked with only junk food.

The message was clear — the company cares more about customers and less about employees.

IT'S YOUR TURN

So how can you ensure you're treating employees as your most loyal customers? Try these solutions on for size:

ENGAGE YOUR CREW IN THIS CONVERSATION. No one knows how to upgrade the employee experience better than your employees themselves. Ask them what they love about working in the company and what they would want you to do differently to reduce frustrations and improve work conditions. Listening is crucial.

INVOLVE EMPLOYEES IN DECISIONS. Grant your staff autonomy and flexibility. Show you trust them to do the job you hired them for. Employees want to know their voices are being heard and their opinions matter. Provide consistent communication and a culture that welcomes feedback, and employees won't feel like they're kept in the dark. Employees who are involved in any aspect of the company feel ownership.

YOUR TRUCK, YOUR STYLE
YOUR SUCCESS, OUR SATISFACTION.

ASK ABOUT
OUR TOILET TRAILERS
WHEN YOU CALL



BUILT TO WORK THE WAY YOU WORK

Lewisburg, PA • www.pikrite.com • sales@pikrite.com • (800) 326-9763



BE AUTHENTIC. The driving force behind everything you do should be creating an atmosphere where workers feel like they belong. With a strong purpose, employees can easily see why leaders are doing what they are doing. Take action. Observe closely. Refine systems, policies and practices to honor employees. When people see you are sincere, you will get employee buy-in and win their trust.

SHOW THEM YOU CARE. Your team members want to be treated as human beings. They have feelings, emotions and personal lives. When employees are facing personal issues (illness, family crisis, bereavement), be empathetic. Inflexibility and insensitivity will cause employees to withdraw and become disengaged.

SHOW RESPECT

When employees are consistently treated with trust, dignity and respect, they respond by giving their best. They care about the business, their colleagues and their customers. Employees demonstrate that care by serving customers wholeheartedly, solving problems quickly and working cooperatively. If you want to get the best from your employees, treat them like your most loyal customers! ■

PASSION. FOCUS. EXECUTION.



OI Is DEDICATED To YOUR SUCCESS



Elkhart, IN | 574.226.0691 | info@oirestrooms.com | oirestrooms.com



More Stories at PROmonthly.com/featured

See what's not in print!



SATELLITE WOMEN'S CONFERENCE

NEXT MONTH

TWO KEYNOTE SPEAKERS

BREAKOUT SESSIONS

INTERACTIVE GROUPS

SITE VISIT

DON'T MISS OUT!

4TH ANNUAL SATELLITE WOMEN'S CONFERENCE | NASHVILLE, TN | OCTOBER 10 – 12



SATELLITEINDUSTRIES.COM | INFORMATION@SATELLITEINDUSTRIES.COM | 1.800.883.1123



WHAT'S IN THE BACK OF YOUR TRUCK?



PORTION CONTROL

Safe-T-Fresh packets are a fast, fresh, and easy way to service your portable restroom and restroom trailers. Each packet contains time released biocides that counteract odor causing bacteria. The Triple Molecular Technology used in every packet contains long-lasting fragrance and powerful blue non-staining dye*.

If you're looking to control costs and decrease your service times, try one of Safe-T-Fresh's portion control packets today!

**Safe-T-Fresh is in the process of converting all packets to non-staining dye by the end of 2021.*

SWANKY SERVICE

Michigan PRO Gretchen Menard revitalizes her career by saying “I do” to luxury restroom trailers for weddings

By Ken Wysocky



Above: Family pitches in and helps out at Swanky Restroom Trailers. Owner Gretchen Menard (right) is shown with her niece, Alexis Menard (left), and mother Cheryl Menard. (Photos by Amy Voigt)

Gretchen Menard’s portable sanitation career has taken a few twists and turns since she left her job as a waitress and entered the industry in 1998. But as it turns out, the latest phase as the owner of Swanky Restroom Trailers in Holly, Michigan, is the most satisfying — and most lucrative, too.

When *PRO* last wrote about Menard in 2009, she had just significantly downsized her business, Poopy’s Potties, which primarily rented restrooms to construction contractors. Physically and mentally worn out by routinely putting in 80- to 100-hour work weeks and a seemingly endless stream of employee issues, Menard sold most of her company’s 300 restrooms and a service vehicle in 2006 and let her five employees go.

But she kept 50 PolyJohn restrooms and decided to instead pursue the market for weddings, parties, festivals and other outdoor special events.

Around 2011, Menard discovered an even more lucrative market: renting restroom trailers to a burgeoning industry for filmmakers in the Detroit area. (Holly is about 40 miles northwest of downtown Detroit.) However, when the movie projects dwindled a few years later, Menard rolled her restroom trailers to yet another new market: weddings and VIP events.

“I rented one trailer for a wedding and thought it was fantastic,” she says. “It was a lot easier than catering to the film industry and I made a lot more money. Every year kept getting busier and busier and busier.”

DISTINCTIVE BRANDING

Effective branding and product differentiation stand as two keys to her company’s success. The branding starts with the company name and the stylized interiors reinforce her five restroom trailers, all manufactured by Comforts of Home Services.

“I wanted a company name different from anybody else,” she explains. “And my trailers are so unique. ... They’re super swanky, which is how I came up with the name. People remember it, which is critical to effective branding.”

Four of the trailers are two-bathroom units and the fifth one is what Menard calls the Swanky Parlor Room trailer. It features a waiting room, or parlor, equipped with a table, bar stools, mirrors and other amenities plus two bathrooms in the rear, she says.

Menard worked with Comforts of Home to customize the trailers with themed interior designs. From lighting and wall colors to flooring and hand-picked artwork, the trailers reflect both Menard’s personal touch and her customer base.

Below: Gretchen Menard doing some plumbing work on one of her restroom trailers from Comforts of Home Services.



Poopy's Potties LLC, doing business as Swanky Restroom Trailers Holly, Michigan

Founded: 1998

Services: Luxury restroom trailer rentals

Service Area: Michigan

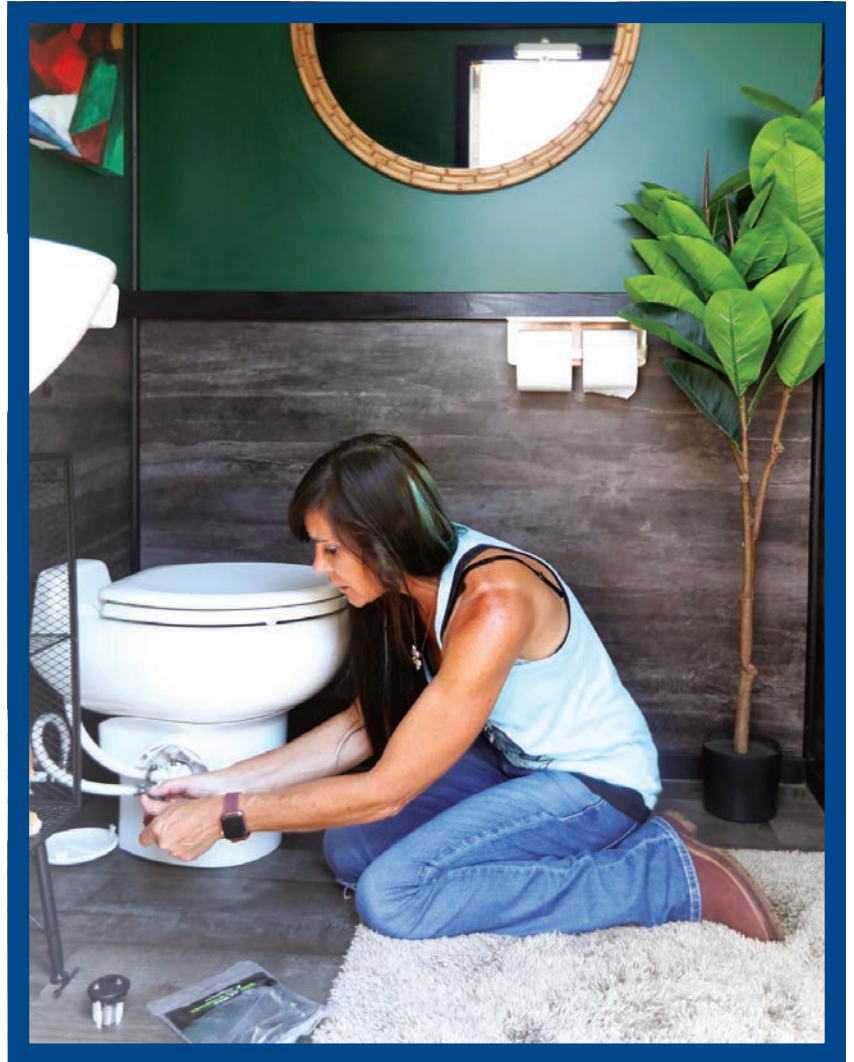
Last Featured in PRO: September 2009

(www.promonthly.com/editorial/2009/09/her-own-boss)

Website: www.swankytrailers.com

“If you give wedding planners something unique that brides love, then the brides are happy with the wedding planners, which leads to more referrals.”

GRETCHEN MENARD



“Lighting is a big deal to me,” she says. “When you go inside a trailer, I don’t want it bright and sterile-looking, so I use either blue or purple lightbulbs for softer and more subtle lighting.”

“I also select unique artwork that further brands the trailers,” she adds.

Some of the trailers feature rustic interior designs that mesh well with barn weddings, which are very popular in Michigan. The others are themed for what Menard calls lake weddings, more popular in northern Michigan.

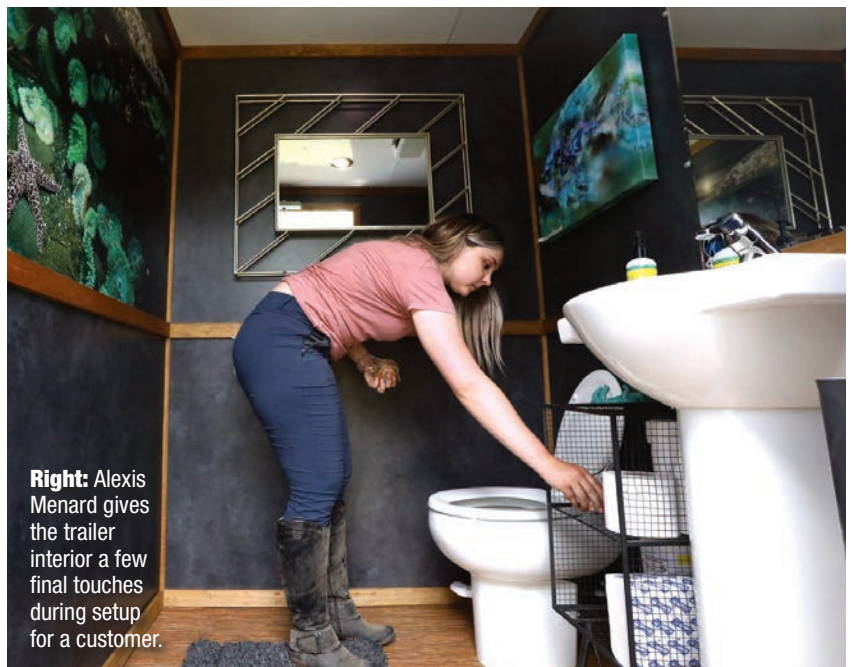
“The customers absolutely love the themes,” she notes. “When someone goes inside, they say, ‘Oh, wow — this is a much different experience than just going to the bathroom.’”

Menard also says she spends a little more money on higher-end hand soaps and air fresheners.

“They cost just a couple dollars more, but it makes a big difference,” she says.

A MARKETING PARTNERSHIP

Aside from promoting restroom trailers on the company’s website, Menard says she did little marketing to promote the trailers for weddings. Instead, she relied mainly on word-of-mouth



Right: Alexis Menard gives the trailer interior a few final touches during setup for a customer.

PRO

Return **ENGAGEMENT**

Right: Gretchen Menard fills out some paperwork in a restroom trailer doubling as an office in Holly, Michigan.

Below Right: Menard sets up a trailer on location. Swanky Restroom Trailers claims the entire state of Michigan as its service territory.

“Lighting is a big deal to me. When you go inside a trailer, I don’t want it bright and sterile-looking, so I use either blue or purple lightbulbs for softer and more subtle lighting. I also select unique artwork that further brands the trailers.”

GRETCHEN MENARD

Menard also receives a promotional boost from a partnership with Ray Birchmeier, the owner of R&D Septic and Portable Restrooms in nearby New Lothrop, Michigan. She met Birchmeier at a licensing accreditation class in 2008, and they became friends after discovering they had similar philosophies about running a portable sanitation business.

“I was starting to get big special events that I couldn’t handle myself, so we combined forces,” Menard explains. “Then I got sick of delivering portable restrooms — it’s so labor intensive and I just couldn’t physically do it anymore. So that’s when I started to focus only on restroom trailers.”

Nonetheless, people kept calling Poopy’s Potties for restroom rentals. Menard hated to turn away business, so she struck a deal with Birchmeier: She’d book restroom rentals for R&D on a commission basis and he’d handle everything else (delivery, service and pickups). He also pumps out her service trailers.

“It works out really well,” she says.

Eventually, Birchmeier bought five restroom trailers and agreed to deepen the business relationship by branding them as Swanky Restroom Trailers. Menard books the rentals for them on a commission basis, and he takes care of everything else, she explains.

referrals and repeat business from wedding planners.

“Once you get to know some good wedding planners, they’ll only rent from you,” she notes. “If you give wedding planners something unique that brides love, then the brides are happy with the wedding planners, which leads to more referrals.”



(continued)



NOW IS THE TIME!



VISIT: FLOWMARK.COM/USA

GET YOUR YEAR END TRUCK ORDER IN!!

- FINANCE OR LEASE OPTIONS AVAILABLE
- WE HAVE CHASSIS AND TANKS!



FROM 4000 GAL **\$147,900**



DIESEL \$89,800
SPECIAL BUY

833.653.8100

sales@flowmark.com

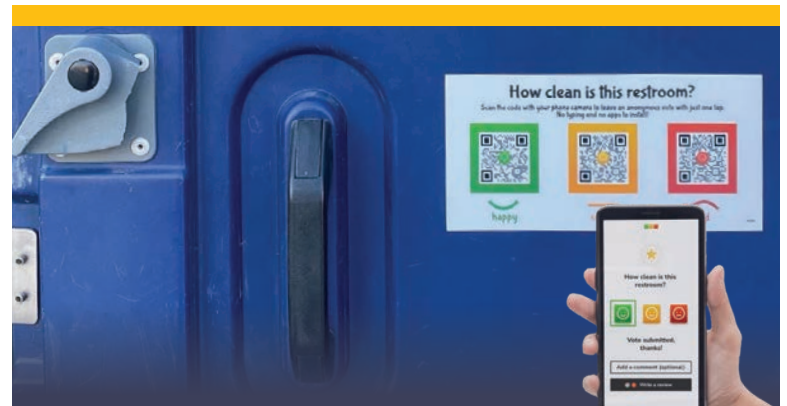
www.flowmark.com

ARMAL IS FOR ALL SEASONS



Armal
Strong. Experienced. Worldwide.

ARMAL Inc.
122 Hudson Industrial Drive - Griffin, GA 30224 USA
Phone: +1 770 491 6410 - Fax: +1 770 491 9458
Toll free: 866 873 7796
www.armal.biz



AirVote® QR smileys help PROs monitor site conditions thru the eyes of restroom users

BENEFITS:

- ✓ Upsell units or service
- ✓ Monitor service levels in routes
- ✓ Fix easy problems "along the way"
- ✓ Add positive reviews in Google/Facebook
- ✓ Use it as an asset tag
- ✓ Track geolocation

USES:

- ✓ Portable restrooms
- ✓ VIP/Luxury trailers
- ✓ Construction sites / Customer Sites / Events

Visit our self-service website or request a demo at: <http://air-vote.com>

airvote®
AirVote®
425-314-3334
www.air-vote.com

Below: Alexis Menard (left) and Gretchen Menard work in the Swanky Restroom Trailers yard. Shown are the company's inventory of Comforts of Home trailers.



Below: Helper Alexis Menard cleans a restroom trailer before it goes out on delivery.



A COMFORTABLE NICHE

While delivering and servicing restroom trailers is easier than handling large numbers of portable restrooms for special events by herself, Menard says it's still stressful at times, especially since she serves customers all over the state.

"One weekend I had a trailer in each corner of the state. ... Jobs like that require getting up at 3 a.m. and maybe driving 18 hours in a day," she says. When it makes sense logistically, Birchmeier sometimes helps her pick up trailers on Sundays.

On the other hand, the focus on trailers guided her to a much happier place, personally and professionally, Menard notes.

"I get to meet so many different people," she says. "And when I deliver a trailer, they're excited to see me — and that makes me smile. So many people tell me they've never been so excited about toilets before. It's funny."

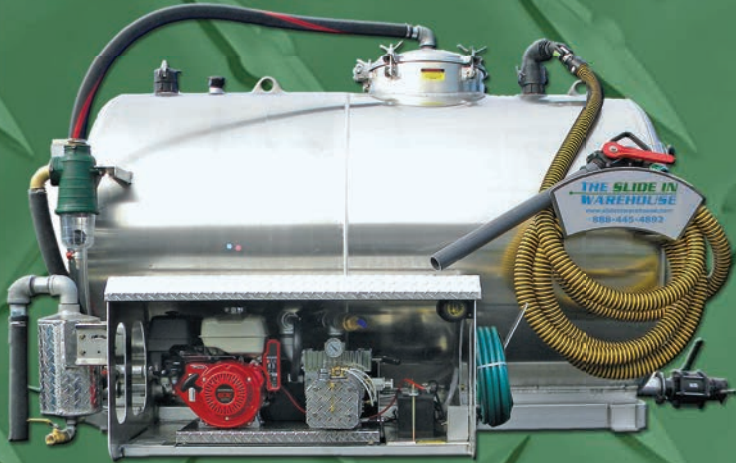
"I'm very happy now," she adds. "I absolutely love what I do and I make good money. I didn't love it so much 15 years ago, but I sure do now. I guess I just had to go from experience to experience to learn what I really wanted — find out what I love the most and figure out how to work smarter, not harder."

"I still work crazy hours during the summers," she adds. "But it's all good." ■

**Time for a
PRO family
reunion?**

Return Engagement takes readers back to visit a portable sanitation company we wrote about long ago to learn how their business has changed over the years. If there is a past featured PRO you would like to catch up with, send suggestions to editor@promonthly, and we'll plan an update.

Slide-In Units Available Aluminum Stainless Steel



FD-950 shown (650/300)

Mount to your:

- Pickup Truck
- Flat Bed Truck
- Roll Off Truck
- Trailer

Over 48 Standard Models

Customize your tank for your needs

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

KeeVac
Industries, Inc.

Restroom • Septic • Grease / Trucks • Slide Ins • Towables

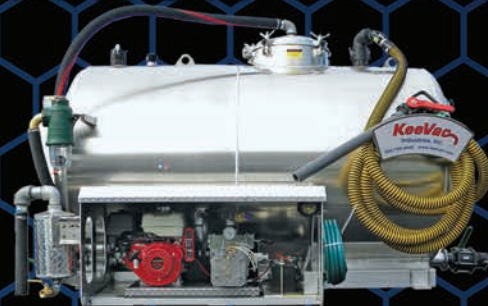
Portable Restroom Trucks



Septic & Grease Trucks



Slide-In Units



Give us a
call today!

KeeVac
Industries, Inc.

866-789-9440
www.keevac.com

2021 VIP TRAILER DIRECTORY

<p>Ameri-Can Engineering 775 N Michigan St. Argos, IN 46501 USA 574-892-5151 info@ameri-can.com www.ameri-can.com</p>  <p>See ad, page 13</p>	 <p>ART Company LLC (A Restroom Trailer Company) 67351 US 131 Constantine, MI 49042 269-435-4278 • (f) 269-435-4507 info@arestroomtrailer.com www.arestroomtrailer.com</p> <p>See ad, page 39</p>	 <p>Black Tie Products 3111 167th St. Hazel Crest, IL 60429 877-253-3533 sales@blacktieproducts.com www.blacktieproducts.com</p>
---	---	---

Trailer Series	ADA, Commercial, Construction, Luxury, Shower, Combo, Decontamination, Laundry, Handwash	Restroom, Commercial, Luxury, Shower, Combo	Portable Restroom, ADA and Shower Trailers
Lengths	8' - 53"	8' - 32'	12' - 42'
Frame Construction	12" I-beam	Steel	Steel I-beam
Shell Construction	Aluminum/Composite in multiple colors	Steel shell bonded aluminum	Aluminum and composite walls with seamless gel-coat exterior with water shed roof design; color white
Deck Construction	Lifetime warranty 3/4" tongue and groove	Steel/Marine grade tongue and groove	Non-wood floor decking
Floor Joist Specs	2" steel tube 16" OC	Steel tube 16" OC	Steel tube
Weight (lbs.)	3,200 - 21,000	Varies according to size	Varies
Interior Trim	FRP, aluminum, and vinyl luxury - Amish wood and HPL	Varies according to model	Aluminum angle trim in Commercial and wood trim in Luxury series
Fixtures	Delta Commercial Faucets, Dometic and Thetford Toilets, Toto Urinals, Solid Surface Counters, Custom Options	Delta Metered Faucets, Water Saving Toilets with China Bowl, Solid Surface Countertops	Delta faucets, Chicago Domestic and Moen available
Flooring	One-piece designer vinyl, LVT planks, Rhino Liner commercial rubberized coatings	Heavy-duty vinyl or rubber - varies according to model	Commercial grade linoleum or TPO
Warranty	5-year complete on structural components, frame, tanks, axle	3-year	3-year bumper to bumper. 24/7 tech support
Waste Tank Sizes (gal.)	100 - 2,000	Varies according to size	100-1,300
Fresh Tank Sizes (gal.)	75 - 600 Up to 2,000 with multiples	74-200 varies by model	200-400
Additional Standard Features	High-efficiency A/C, seamless trussed radius roof, 32" aluminum doors, self-leveling aluminum steps, LED lighting, locking cabinets and hatches, bottom discharge waste tank, winterization drain, 20 amp electrical circuits, Goodyear tires.	Heavy-duty undercoated steel frame, torsion axles, integral trailer skirting, fastenerless exterior, seamless aluminum roof, roll-out or fold-up steps, aluminum wheels, LED lighting.	One-piece pitched roof, fold in or pull out steps, LED lights, exterior lights, spare tire, aluminum wheels, hitch, master key, 4 stabilizing jacks, waste tank, paper towel and soap dispensers, air conditioning, stereo (luxury models only)
Options	Cold weather package, Arctic weather package, fresh water packages, heat, upgraded A/C, spray foamed insulation, eight standard interior colors with custom choices, 10 exterior colors with custom options, custom sound systems and entertainment packages, mood lighting, fireplaces, generators, solar and lithium-ion batteries, awnings.	Heat and winter packages, FM/MP3/BT stereo, spare tire and carrier, and custom designs.	Remote tank monitoring, GPS tracking, winterization packages, waterless urinals, solar power, interior color upgrades, step lights, stereo for commercial models, upgrades on sinks, cabinets and toilets available and more.

(continued)

NVE

National Vacuum Equipment, Inc.

TEAM NVE HAS YOU COVERED



www.natvac.com | 800.253.5500

Yes the labor market is tight right now, and sure we could use more help, but our dedicated team continues to meet the deadlines and hit the marks. Improved designs and processes, coupled with a fine collection of craftsmen, will bring us out of the pandemic stronger than we have ever been. Thank you to our team and to our loyal customers!



Designed. Built. Supported in the USA.



Challenger Series

VACUUM PUMPS & BLOWERS

Your SOURCE for
DECALS
and MORE!

ALLIED
GRAPHICS

- Highest Quality
- Competitive Pricing
- Responsive Customer Service
- Free Artwork & Design



BULL GRIP
ADHESIVE
Made in USA

★★★★★
SERVICE



www.allied-graphics.com | sales@allied-graphics.com | 763.428.8365 | 800.490.9931



EASILY MOVE RESTROOMS

HITCH HAULER™

Carry A Restroom & Super Mongo Mover On Your Pickup or Sport Utility



SUPER MONGO MOVER®



- Move ADA Restrooms
- Aluminum Frame
- Available with 4, 6 or 8 wheels
- Easily Rides on Your Truck
- Ships UPS

DA
Deal Assoc. Inc.

Toll Free: **866.599.3325**

www.DealAssoc.com

2021 VIP TRAILER DIRECTORY



JAG Mobile Solutions
0770 East SR 120
Howe, IN 46746
800-815-2557 • 260-562-1045
(f) 260-562-2478
info@jabmobilesolutions.com
www.jagmobilesolutions.com



LANG Specialty Trailers
106 Turnberry Cir.
Latrobe, PA 15650
724-972-6590
sales@langtrailers.com
www.langrestroomtrailers.com
See ad page 37

McKee Technologies / Explorer Trailers

20 Martin Ln.
Elmira, ON N3B 2A1 Canada
866-457-5425 • 519-669-5720
(f) 519-669-8331
info@mckeetechnologies.com
www.explorertrailers.com

See ad, page 42

Trailer Series	Restroom, Shower, ADA, Command Center, Bunkhouse, Disaster Relief	Restroom Trailers, Shower Trailers, Laundry Trailers	Explorer Contractor II
Lengths	4' - 40'	8' - 43'	13'
Frame Construction	Structural	12" steel I-beam	All-steel 10" frame with removable tongue
Shell Construction	Aluminum tubes and fiberglass gelcoat	Composite (gel-coated fiberglass)	Heavy-duty steel shell, formed with a continuous welded leakproof construction
Deck Construction	Forever Floor	Composite	
Floor Joist Specs	16" OC	Steel tube on 16" centers	All-steel channels
Weight (lbs.)	850 - 14,000	3,000 - 21,000	4,800
Interior Trim	Anodized aluminum and PVC	Varies by model	Complete white fiberglass reinforced plastic anti-graffiti interior wall and ceiling surface
Fixtures	Low flow - high efficiency	Delta Metered Faucets, Dometic Low Flow Toilets, Waterless Urinals	Polished stainless steel countertops and sinks with self-closing faucets, water-saving flush toilets and urinals
Flooring	H/D seamless	One-piece vinyl	Full-length aluminum safety walk floor
Warranty	2-year	3-year	Full manufacturer warranty
Waste Tank Sizes (gal.)	60 - 1,400	200 - 1,500	240 US all-steel holding tank, hot-dipped galvanized after welding. 2" vent stack, 3" drain
Fresh Tank Sizes (gal.)	40 - 400	105 - 600	200 US supply tank, high-density polyethylene
Additional Standard Features	Patented cartridge safety steps, direct charge battery, sidewinder jacks, A/C with heat strip, No-Wood Forever Floor	Seamless gel-coated fiberglass interior / exterior walls, roof, and subfloor. 1/2" thick poly waste tank, 13,500 BTU air conditioner(s) with 5,000 BTU heat strip(s). Slide-out self-leveling stairs with landing. Large mechanical room door for easy access. Steel freshwater tank surround. LED interior, exterior and DOT lighting. Metered faucets, paper towel dispensers and toilet paper dispensers.	Negative pressure ventilation system incorporating a 300 cfm blower and ducted room headers. Fully insulated floor and walls. Complete heating and optional A/C system. Front utility room for electrical panel, water heater, water pump and supplies storage.
Options	Various	Three-season package, winter package, mobile monitoring, Bluetooth stereo.	Many floor plans available.

(continued)



HOSE & EQUIPMENT SPECIALISTS



Kanaflex
Hose Distributor



Kanaflex FLEXAUST PLASTIFLEX Tigerflex KRAMER Juroop CONDON E.T.O.N. BWT NVE

www.MilwaukeeRubber.com 800-325-3730



PORTABLE RESTROOM TRUCKS
SLIDE IN UNITS
SEPTIC TRUCKS

Backed By a History of Reliable Service, Innovation & Care

TRUCKS BUILT FOR DEMANDING JOBS JUST LIKE YOURS



Look to us for the toughest septic trucks, portable restroom trucks and slide-in units. Crafting any truck to your needs.

- Specialized & Customized Septic Trucks
- Portable Restroom Trucks Built for Your Specific Needs
- Slide In Units: Affordable Back-up or Starter Tanks That Are Tough & Compact

CONTACT TIM COUNTS 254-721-5675 or BRUCE CURRY 254-760-1514
www.atcvacuumtruck.com



Bringing you low cost and speedy delivery of quality paper

MADE IN THE USA

FREE SHIPPING
on full pallet orders

From one case to a full truck, **WE'LL SHIP IT**

MIX PRODUCTS
to fill the pallet



centurypaper.com
info@centurypaper.com
1.866.767.2737

2021 VIP TRAILER DIRECTORY



NuConcepts
 45652 Division St.
 Lancaster, CA 93535
 800-334-1065 • 909-930-6244
 (f) 909-930-6237
 info@nuconcepts.com
 www.nuconcepts.com
See ad, page 10



Optimus Industries, LLC
 2998 Paul Dr.
 Elkhart, IN 46514
 574-226-0691
 info@oirestrooms.com
 www.oirestrooms.com
See ad, page 21



Satellite Industries
 2530 Xenium Ln. N, Ste. 150
 Minneapolis, MN 55441
 800-883-1123 • 763-553-1900 • (f) 763-553-1905
 info@satelliteindustries.com
 www.satelliteindustries.com
See ad, page 22-23

Trailer Series	1-4 unit VIP, 1-3 Unit Prestige & Diplomat, Dual or Quad Majestic	Restroom & Shower Trailers	Satellite Suites Millennium Edition
Lengths	10' - 24'	12' - 32'	8' - 28'
Frame Construction	Steel	E-coated steel with 20k adjustable coupler and 7k tongue jack	Steel I-beam
Shell Construction	1/2" high-density polyethylene plastic Majestic - high-grade smooth fiberglass	Aluminum tube with insulation. Fiberglass interior and exterior on a composite backer	Seamless gel coat
Deck Construction	Steel, aluminum diamond plate	Exciting announcement coming soon	Poly - Fiberglass
Floor Joist Specs	Steel	E-coated steel tube	16" on center - Steel
Weight (lbs.)	1,400 - 6,100	Varies	4,000 - 12,000
Interior Trim	Polyethylene/proprietary extruded aluminum, Majestic - high-grade smooth fiberglass, Brushed aluminum ceilings	Water & mold resistant PVC	Powder coated/painted
Fixtures	Chicago auto-off faucets, Dometic porcelain toilet with Teflon seal	Commercial metered faucets, molded sinks, wall to wall solid surface tops, water saving toilets and waterless urinals	Chrome Delta metered faucets, Thetford toilet, Stile IHG, stainless steel and/or vessel sinks
Flooring	Weatherproof grey carpeting, Majestic - Planked linoleum composite, Pelham Maple	Transit grade options	Commercial seamless
Warranty	1-year	Varies based on item. 3-year craftsmanship	3-year
Waste Tank Sizes (gal.)	VIP & Prestige 65, Diplomat 90, Majestic shared tanks - dual 150/quad 300	400-1100 higher strength, high-density polyethylene with bottom sump	275 - 1,150
Fresh Tank Sizes (gal.)	VIP & Prestige 40, Diplomat 55, Majestic shared tanks - dual 90/quad 180	Varies with options available	105 - 400
Additional Standard Features	Solar-powered, self-contained, with no required electrical or water connections. Flushing toilet/Teflon seal, sink, trash, and mirror. 125 to 580 average uses. LED Int. /Ext. lighting with power roof vent standard except VIP Classic.	Wider entry doors. Easy set-up steps and grab rails. LED lighting. A/C with heat. 1pc fiberglass/composite roof.	LED lights, mood lighting, vessel sinks, Toto urinals, A/C, accent wall, stainless subway tile.
Options	A/C, winterized package, power converter, warm-water hand wash, city water connection and dispensers. Custom options are available.	Heat packages. Water heaters. Stereos. Porch options. Key matching and more.	Heat, water heat, Arctic package, Bluetooth, tank monitor, GPS tracking, solar.



TAXES?? BUY IN 2021

Why Run 2 Trucks When You Can Run 1



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

Why Buy 2 Trucks when **1 TRUCK** Does It **ALL**

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



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

DAVIDSON TANK

Bakersfield, California



- Septic/Grease/Industrial Waste
- 400-5,000 Gallon
- Aluminum/Steel/Stainless

Our Chassis Or Yours • Built To Specs



- Portable Restroom Service Trucks
- Aluminum/Steel/Stainless

661.325.2145 | www.DavidsonTank.com

TEMPORARY SITE SERVICES – TRAFFIC CONTROL, VIP/SPECIAL EVENTS

By Craig Mandli

FENCING

OXFORD PLASTICS STRONGFENCE

Oxford Plastics StrongFence is designed to provide safe access for pedestrians through roadway and construction areas. The barricade system is stable and sturdy in winds up to 59 mph with perpendicular ballasts. The heavy-duty recycled plastic base is ADA compliant and nonconductive. Plastic mesh anti-climb top sections may be added to reach a height of 6.5 feet. Sections interlock to prevent tampering. The fence bases and top sections stack for easy transport and handling. **800-567-9182; www.oxfordplasticsusa.com**



HAND WASH TRAILERS



MCKEE TECHNOLOGIES - EXPLORER TRAILERS HAND-WASH STATION

The hand-wash station from **McKee Technologies - Explorer Trailers** is designed as a self-contained unit that allows outdoor event or worksite users easy access to warm water and soap dispensers. Options include mirrors and lighting. Stainless steel sinks and counters with self-closing, water-saver faucets are simple to maintain, according to the maker. A large polyethylene freshwater tank, paired with a galvanized graywater tank, ensures many uses before discharge and recharge. Setup is easy, and a custom-painted steel chassis with front-locking utility cabinet ensures the unit is aesthetically pleasing while safely containing the water heater and pressure tank. The graywater tank is horizontally mounted inside the chassis with a 2-inch discharge port at the rear. Units are built on a commercial-grade trailer chassis for easy towing and placement. **866-457-5425; www.explorertrailers.com**

RICH SPECIALTY TRAILERS EIGHT-SINK TRAILER

Rich Specialty Trailers offers a hand-washing trailer with eight sinks. The 10-foot trailer has four sinks on each side to maximize room for each sink, and the mechanical room access door on the rear of the trailer. The standard 300-gallon freshwater tank allows for many uses of the sinks. The double doors on the rear allow ample access to the mechanical room, to maintain all trailer components and store the electrical cords for when the trailer is not in use. The electrical and water connections are positioned next to the mechanical room door so they don't interfere with the sinks while the trailer is in use. Each sink has a push metered faucet to preserve water, as well as a mirror, soap dispenser and paper towel dispenser. **260-593-2279; www.richrestrooms.com**



RESTROOM TRAILERS



A RESTROOM TRAILER COMPANY 1203-W-W

The **1203-W-W** restroom trailer from **A Restroom Trailer Company** is designed for fast and easy setup with a sleek, streamlined appearance. The 12- by 8-foot, three-station unit is equipped with fold-down steps and pipe mount leveling jacks that enable technicians to easily level and set up the trailer. The unit is available in seven interior finishes and exterior color combinations to match existing fleet colors. It includes a 460-gallon waste tank, 105-gallon freshwater tank, a heavy-duty steel frame, integral trailer skirting, a 2 5/16-inch hitch, heavy-duty tongue jack, custom cabinetry and countertops, LED lighting and ducted heat and air conditioning. Available options include a stereo, winterization packages and a hot water heater. **269-435-4278; www.arestroomtrailer.com**

COMFORTS OF HOME SERVICES ADA LINE

The ADA-accessible line of restroom, shower and combination trailers from **Comforts of Home Services** is in full compliance with federal guidelines for the interior of the trailer. Access options include a standalone, commercial aluminum ramp system. The trailer is lowered using electric, one-button execution for 20-foot and smaller models. Trailers longer than 20 feet have an ADA lowering module with attached aluminum ramp. The hydraulic lowering system is designed for customers renting the trailer or moving the trailer numerous times at the same venue. It takes less than 15 minutes to lower the ADA module and then lower the aluminum ramp. **630-906-8002; www.cohsi.com**







DISPATCHERS
Static/dynamic dispatching in real-time



CLIENTS
Customer portal, 24/7 service scheduling



SALES TEAM
Fully integrated CRM



DRIVERS
Android / iOS user friendly app



MANAGERS
Transparent detailed reporting



ACCOUNTANTS
Activity based real-time invoicing & Credit Card processing



ASSETS
Location & Inventory management

Phone: 1-844-276-2467

Email: sales@crosoftware.net

Website: crosoftwaresolutions.com

No Contracts

No Upfront Fees

Unlimited Updates

Unlimited Users / Drivers

Unlimited Support & Training









Restroom Trailers



ADA Trailers



Shower Trailers



Laundry Trailers



www.LangRestroomTrailers.com 724.972.6590

Screenco Systems LLC

Dual Screen Design

PORTABLE RECEIVING STATION

Aluminum & Stainless Construction | Patented Dual Screen Design

MICRO
SCREEN
400



NEW

MINI SCREEN 400



- Fits Over Manhole or Storage Tank with Optional Stand Alone, Adjustable Legs & 6" Outlet
- 4" Fast Offload
- 3/8" Gap Bars
- Trash Chute to Receptical
- Small Foot Print, 3'6" x 4'6"
- Sealed Lockable Cover

- No Moving Parts
- Gravity Off-Load At 500 GPM
- Fits In An 8' Pickup Box For Easy Transport
- Special Events Portable Toilet Screening
- 3/8" Gap Bars
- Fork Lift Skids For Easy Transport and Loading

Our Systems Meet Ecology 503s



- 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.screencoSystems.com • sales@screencoSystems.com



**DRE CUSTOM TRAILERS
FOUR-STATION TRAILER**

DRE Custom Trailers offer a 12-foot, four-station restroom trailer with steel frame construction and a smooth-side aluminum exterior skin. It has a 7,000-pound suspension and aluminum

wheels, with a one-piece fiberglass roof, adjustable-height hitch and a 110/12-volt converter system. Its control panel controls the power unit, radio, lights, water pumps and AC. It is designed for very low floor height, with easy-access one-step entry, LED lights throughout, AC and power vents, a backup water pump and easy access to the mechanical room. It comes with a 275-gallon waste tank and 150-gallon freshwater tank. Options include a cold weather package and interior wall murals. **704-633-6098; www.drecustomtrailers.com**

NUCONCEPTS MAJESTIC

The **Majestic** restroom trailer from **NUCONCEPTS** is available in two- or four-unit configurations. Common sealed roto-cast holding tanks help make servicing easy. Using high-grade,



computer numerical control-cut fiberglass panels and wood-free-floor construction, the luxury restroom trailer is built for ease of maintenance and durability, according to the maker. It is built with arched doorways, curved countertops, flushing porcelain toilets, brushed aluminum ceilings, recessed LED ceiling lighting, beveled glass mirror and plank flooring in each spacious individual and private restroom. The solar-powered, self-contained unit is designed for VIP service. **800-334-1065; www.nuconcepts.com**

SHOWER TRAILERS



**AMERI-CAN ENGINEERING
SHOWER TRAILERS**

Shower trailers from **Ameri-Can Engineering** are available in 15 models, including handicapped accessible and ADA compliant. Shower/restroom combination

trailers and decontamination shower trailers are also available. Each trailer is designed for rugged long-term use and to easily accommodate large numbers of users with comfort and cleanliness. The trailers are easy to set up and service and are user-friendly, according to the maker. Shower trailers are available in many sizes, colors and floor plans. All trailers have an extra-large steel, epoxy-lined waste tank; Torflex axles; a lockable equipment room; onboard poly freshwater tank; and on-demand propane hot-water heater. **574-892-5151; www.ameri-can.com**

JAG MOBILE SOLUTIONS SMART SHOWER

The **Smart Shower** from **JAG Mobile Solutions** is a compact, fully compliant, eight-stall shower trailer. A 9,900-pound gross vehicle weight rating means maximum mobilization safety. A "Class A" commercial driver's license is often not required to transport the unit, depending on local regulations. It has

a compact profile box of 25 feet, making maneuvering more showerheads into smaller spaces a possibility. It can save more than 60 square feet of real estate when mobilizing for disasters and special events. It includes sinks, large stalls and dressing areas sized to meet federal and state contract requirements while providing a full-size experience for patrons, according to the manufacturer. **800-815-2557; www.jagmobilesolutions.com**



**LANG SPECIALTY
TRAILERS SHOWER TRAILERS**

Shower and restroom trailers from **Lang Specialty Trailers** have private cabins available, helping companies get compliant quickly and keep their workforce safe in light of the

pandemic. Trailers can be rented month to month and placed immediately, providing convenience over permanent facilities. This can help lower expenses and eliminate downtime waiting for permanent facilities to be built. **724-972-6590; www.langrestroomtrailers.com**

**SATELLITE SUITES
8-STATION FLEX SHOWER**

The **Satellite Suites 8-Station Flex Shower** trailer can be configured for male/female use in a 4+4 or 2+6 floor plan, or as an eight-shower arrangement depending on the job. Each shower stall has a changing area, shower and private lock. It has a tow weight of 11,500 pounds, internal hose connections, external fresh tank connection, tank-less water heaters and external cord and hose storage areas. The showers are also raised above floor level to improve ventilation and create more space for general shower maintenance. The unit is made from all non-wood materials, with seamless walls, floor and ceiling to keep from rotting. It includes a wash-down changing room, lighted occupied indicators, a 1,100-gallon waste tank, 200-gallon fresh tank, two ducted air conditioners with heat, optional heat and arctic packages, and an E-coated chassis for rust protection. It can be operated via two to four 20 amp cord connections. **800-883-1123; www.satelliterestroomtrailers.com**



SPECIALTY TRAILERS



**POLYJOHN SINGLE- AND
DOUBLE-UNIT TRAILERS**

PolyJohn single- and double-unit trailers are suitable for work sites where crews need movable restrooms. The sturdy trailers are built to drive on highways or off-road trails, according to the maker, and come with a removable hitch and taillights. For safe and easy access, the design allows lowering the units to ground level. They are suitable for emergency management providers, small special events or agricultural needs. **800-292-1305; www.polyjohn.com** ■



PRODUCT SPOTLIGHT

F.M. Manufacturing Laxi-Taxi answers growing demand for more job site mobile restrooms

By Tim Dobbins

Sometimes a portable restroom that is a little more portable is exactly what an operator needs. F.M. Manufacturing developed the Laxi-Taxi I and Laxi-Taxi II for situations where a portable restroom needs to be taken off the beaten path and frequently moved around a job site or event.

“There has always been a need for single and double restroom trailers,” says Ron Rupp, owner of F.M. Manufacturing. But recently, he says the demand has picked up. “The increase in things like pipeline and oil field work over the past few years has been huge, along with a rise in construction and road work crews.”

Laxi-Taxi trailer restrooms are manufactured for use at construction sites, golf courses, agricultural sites, parks or anywhere a portable restroom may require regular relocation. The engineering allows the restrooms to be transported to the site, lowered to the ground for stable and safe use, then raised for easy transport. And according to F.M. Manufacturing, it only takes a few minutes to do and can be moved without being emptied.

F.M. Manufacturing listened to the requests of customers and focused on building for strength and longevity, according to Rupp. “We tried to beef the trailer up and make it a lot stronger,” he says. “We put 3,500 pound torsion bar axles on the single and double, which is way heavier than you’d need for a portable restroom. But the customers like it, and so far I haven’t heard reports of one failing.” Each Laxi-Taxi unit also comes standard with a diamond plate deck and fenders.

A heavy-duty step is mounted on the back of the trailer for easy use and can be folded and locked into an upright position for safe transportation. The company also focused on safety while in use. “The addition of handrails has been a big factor in safety,” Rupp says. “It helps the liability aspect by reducing the chance that somebody falls off that trailer.”

The way the units are constructed offers convenient shipping options, according to Rupp. “We have the option to ship assembled or unassembled,” he says. “The axles, fenders, handrail and tongue are all bolt on so we can ship it on a pallet for more secure shipping and less chance of damage. And of course, preassembled is available as well.”

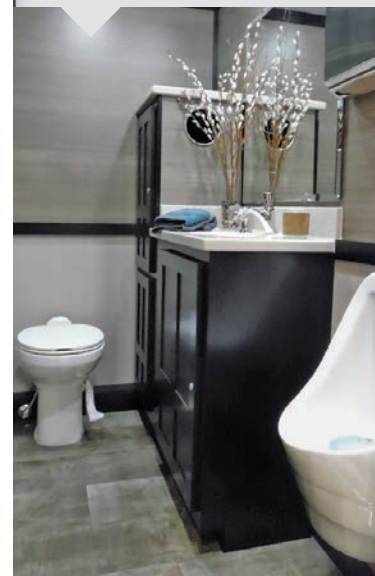
The Laxi-Taxi can be towed by a garden tractor or smaller vehicle allowing it to be maneuvered into positions not accessible to vacuum trucks. Trailer sizes are designed to fit standard portable restrooms, but custom configurations are available. **877-889-2246; www.fmmfg.com.**

AirVote QR smileys with asset tracking

AirVote added asset and geolocation tracking capabilities. In addition to gathering customer feedback, AirVote QR smileys now track field equipment and portable restrooms. Each QR smiley provides a specific asset tag that generates customer service metrics and alerts. Private customer metrics are provided in real time, giving direct feedback. **425-314-3334; www.air-vote.com** ■



Custom Manufacturers of
>Restroom Trailers >Shower Trailers
>Transport Trailers



269-435-4ART (4278)
www.aRestroomTrailer.com
info@arestroomtrailer.com
Constantine, MI

WEQ

WASTEWATER EQUIPMENT FAIR

Outdoor Equipment Demonstrations
Nashville, Tennessee
Sept. 14-15, 2021



**FREE TO QUALIFIED
INDUSTRY PROFESSIONALS!**

#WEQfair

Nissan Stadium Parking Lot

Confirmed Nashville Exhibiting Companies:

502 Equipment
Allan J. Coleman Co.
Anua
Bald Eagle Pellet Co.
Cloverleaf Tool Co.
CRO Software Solutions
CUES, Inc.
Custom Truck One Source
Duracable Manufacturing Co.
Electric Eel Mfg.
Enz USA Inc.
EPL Solutions, Inc.
GapVax, Inc.
General Pipe Cleaners
GPM Truck Center

Harben, Inc.
Hi-Vac Corporation
ISG Rents
ITI Trailers & Truck Bodies, Inc.
Infrastructure Repair Systems, Inc.
J&J Portable Sanitation Products
Jetter Depot
Jet-Vac Equipment Company
KEG Technologies, Inc.
Municipal Equipment, Inc.
National Vacuum Equipment, Inc.
NozzTeq Inc.
Patriot Sewer Equipment & Repair
Picote Solutions
Pik Rite

RKI Instruments, Inc.
RODDIE Inc.
Sewer Equipment
SewerProShop, LLC
Stringfellow, Inc.
Super Products LLC
The Cable Center
US Jetting
Vacall
Vac-Con, Inc.
Visual Imaging Resources (VIR)
Vivax-Metrotech Corp.

As of: 8/25/21

Future Locations and Dates:



Jacksonville, FL
Jan. 12-13, 2022



Tempe, AZ
April 13-14, 2022

Register for **FREE** online at:
weqfair.com

COLE publishing

Pumper Cleaner

PRO

installer

MUNICIPAL
SEWER
WATER

tpo

I&I

Plumber

digDIFFERENT



Denyse Pontius

Denyse Pontius named president of Century Chemical

Century Chemical announced that longtime employee Denyse Pontius was named president and majority owner of the 95-year-old company. Pontius began her career with Century in 2005 in the production department before moving to office management in 2010. She and her husband, Pat, purchased the company in April 2021. Century Chemical specializes in the production and distribution of sanitation products and other chemical supplies worldwide. ■

Get The Best Locks, Wholesale Prices

Direct from the Manufacturer



Five colors to match your color schemes. Perfect for portable toilets.



Get your own key different from your competitor.



Can be keyed to your 5253 key code.



Keyed Alike Keyed Different Master Key



Great for containers and dumpsters.



Set your own combination!

LOCK AMERICA INC.
The Definitive Word in Locks
800 422-2866
951 277-5180 • FAX 951 277-5170
9168 Stellar Court • Corona, CA 92883
sales@laigroup.com • www.LAIGroup.com



We Get You Recognized

Covering The Portable Toilet World With

CUSTOM & STOCK DECALS

Call now for custom graphics at
800.829.3021



Shop online now at

STORE.ROEDA.COM

roeda.com | info@roeda.com | 20530 Stoney Island Ave. Lynwood, IL 60411

COMPANIES NEED

Fresh Content

TO STAY RELEVANT... **LOTS OF IT.**

Trying to handle all of that on your own can be daunting.

That's why you need COLE Media.

Useful, organized, cross-platform content is the key to a successful marketing strategy. Our content generation team specializes in custom-built, affordable solutions exclusively tailored to fit your needs.

Digital & Print Media

- » Website content
- » Blog posts & customer education materials
- » Press materials - products, industry, personnel
- » Social media management & marketing
- » Email marketing
- » Hired professional photography & videography

Creative Content

- » Logo & business card design
- » Outside creative (advertisements, billboards, digital)
- » Catalogs & brochures
- » Video editing



800.257.7222

www.cole-media.com | info@cole-media.com

CLASSIFIEDS

COMPUTER SOFTWARE

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

PORTABLE RESTROOMS

FOR SALE: 100 Two-tone grey PolyPortable integra portable toilets & 100 tan Polyportable integra. All in excellent rentable conditions. \$250 per unit. Will not last! Customer is responsible for transport & delivery. Call CALLAHEAD at 800-634-2085. NY (T11)

PORTABLE RESTROOM TANKS



FOR SALE: Best Enterprises Built 1050 Stainless Steel Tank with Skirting, ready to bolt onto any Ford or Dodge Chassis. 750-Waste, 300-Water. Tank is in Perfect Condition. Customer is responsible for shipping. **\$10,500 Call CALLAHEAD at 800-634-2085. NY (T11)**

PORTABLE RESTROOM TRUCKS

1,600 gallon, portable toilet service unit. Tank Only. (Stock #13762). **www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (TBM)**

New Imperial 1,300 U.S. gallon, portable toilet service unit mounted on a 2021 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13990). **www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (TBM)**

New Imperial 980 U.S. gallon, portable toilet service unit mounted on a 2022 Ford F550 cab and chassis with a Masport HXL4 pump package. (Stock #13988). **www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (TBM)**

HAVE EQUIPMENT TO SELL?

List it in the pages of **PRO!**

www.promonthly.com/classifieds/place_ad

Challenging EVENT?

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

Drop us a note at editor@promonthly.com and tell us about the project. We'll share your story with readers in an On Location feature.



PRO MARKETPLACE ADVERTISING

HANDWASH STATIONS

MANUFACTURED BY MCKEE TECHNOLOGIES
EXPLORER



Since 1992

Pro's Choice

- 8 Sink with Hot Water, 110 V
- Removable Tongue
- 225 USG Fresh Water Tank
- Galvanized 250 USG Grey Water Tank

1.866.457.5425
mckee technologies.com



Fresh Lube
Pump Oil Odor Control Additive

Counteracts offensive exhaust odors generated by septic vacuum pumps



SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com

Surco
Potty Fresh Plus
Portable Toilet Deodorant



Powerfully-effective odor control liquid portable toilet deodorant!

Non-Formaldehyde • Deep Blue Non-Staining Dye

SURCO
PORTABLE SANITATION PRODUCTS
800.556.0111
surco.com

Slate Pages App and Special QR Code

The Perfect Tool for Tracking and Managing Your Portable Toilets



TRACK DATA:

- GPS coordinates
- Service dates & history
- Delivery & pickup dates
- Customer information
- Condition & more

VIEW INFORMATION:
By Slate QR code, or the Slates' online dashboard

CREATE VIEWS:
Showing data and map views for exact locations, and serviceability

SLATE Pages
515-758-5463 | www.slatepages.com

CALL 800-994-7990
to advertise in **PRO Marketplace**

2021 RAM 5500 4X2 DIESEL

980-Gallon Steel Tank
680 Waste/300 Water, 2-Unit Hauler
Masport HXL4 Vacuum Pump, 165 CFM
6.7L V8 Cummins Engine



\$78,701
STOCK #106733

2022 FORD F550 4X2 DIESEL

980-Gallon Steel Tank
680 Waste/300 Water, 2-Unit Hauler
Masport HXL4 Vacuum Pump, 165 CFM
6.7L Ford V8 Turbo Diesel Engine



\$80,227
STOCK #106023

WE'VE GOT TRUCKS!

AND UNITS COMING OUT OF PRODUCTION EVERY DAY

1700-Gallon Aluminum Tank
1300 Waste/400 Water, 2-Unit Hauler
NVE304 Vacuum Pump, 210 CFM
6.6L International Diesel Engine



\$107,675
STOCK #106736

2021 INTERNATIONAL CV 4X4 DIESEL

1900-Gallon Stainless Steel Tank
1400 Waste/500 Water, 2-Unit Hauler
NVE B250 Blower, 290 CFM
Cummins ISB Engine



\$126,086
STOCK #106737

2022 MACK MD6 4X2

YOUR ONE STOP SHOP



SLIDE-INS



SEPTIC UNITS



VACUUM TRAILERS



407/412 DOT TANKS



HYDRO EXCAVATORS



CALL : 1-800-558-2945

SALESINFO@IMPERIALIND.COM
WWW.IMPERIALIND.COM
WWW.SEPTICTRUCKCENTER.COM

Please note: Although all specifications are believed to be correct, periodically errors, omissions or changes occur. Imperial Industries Inc. will not be held liable for any errors and omissions. Please verify all specifications with your salesperson.

GEL HAND SANITIZER BOGO SPECIAL

BUY ONE CASE OF GEL
HAND SANITIZER REFILLS
& GET A SECOND CASE
FREE!*



PLUS, TAKE ADVANTAGE
OF OUR SPECIAL PRICES
ON E SANISTANDS:

WITHOUT DISPENSERS
(SAN2-1000)

\$69

WITH 2 LIQUID SOAP
DISPENSERS (SAN2-1001)

\$99

STOCK IS LIMITED, SO GET THEM
WHILE THEY LAST!*

**PRO's Choice Gel
Hand Sanitizer Refills (CK01-0163)**
not only stop the spread of germs
(up to 99% of germs on hands
including E. coli and salmonella) but
also are a great way to add revenue.

Comes in a case of 10. Contact your rep to order.

*Offer must be mentioned at time of order. Only valid to US customers.
Offer good through September 30, 2021.

Visit us online to view our
full line of PRO's Choice
chemicals and supplies!



POLYJOHN®
there when you need us

2500 GASPAR AVE., WHITING, IN 46394
PJPROMAG.COM | 800.292.1305



DOWNLOAD OUR GUIDES

PJProductGuide.com | PJBuyersGuide.com