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September 2022
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Hidden TREASURES

A huge Ohio flea market and antique show reveals the gems of clean restrooms and great service by Mr. Clean Port-A-Potties

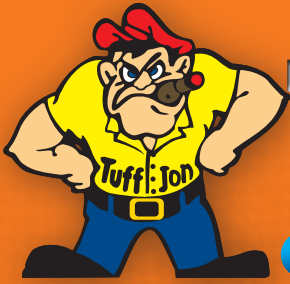
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Coleen Flood-Geary's family came together to help build a successful portable sanitation enterprise

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TUFF-JON

Portable Toilets | Holding Tanks | Hand Wash Units | Accessories



TJ Kids



TJ Shorty



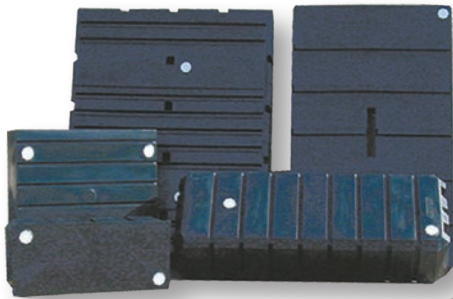
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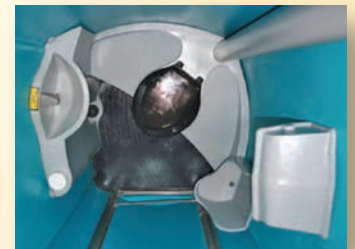
TJ Junior Single Free Standing Sink (16 gallons fresh water)



Sink Lifting Bracket



60 Gallon Rinse Tank



Interior View of Deluxe TJ-III

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

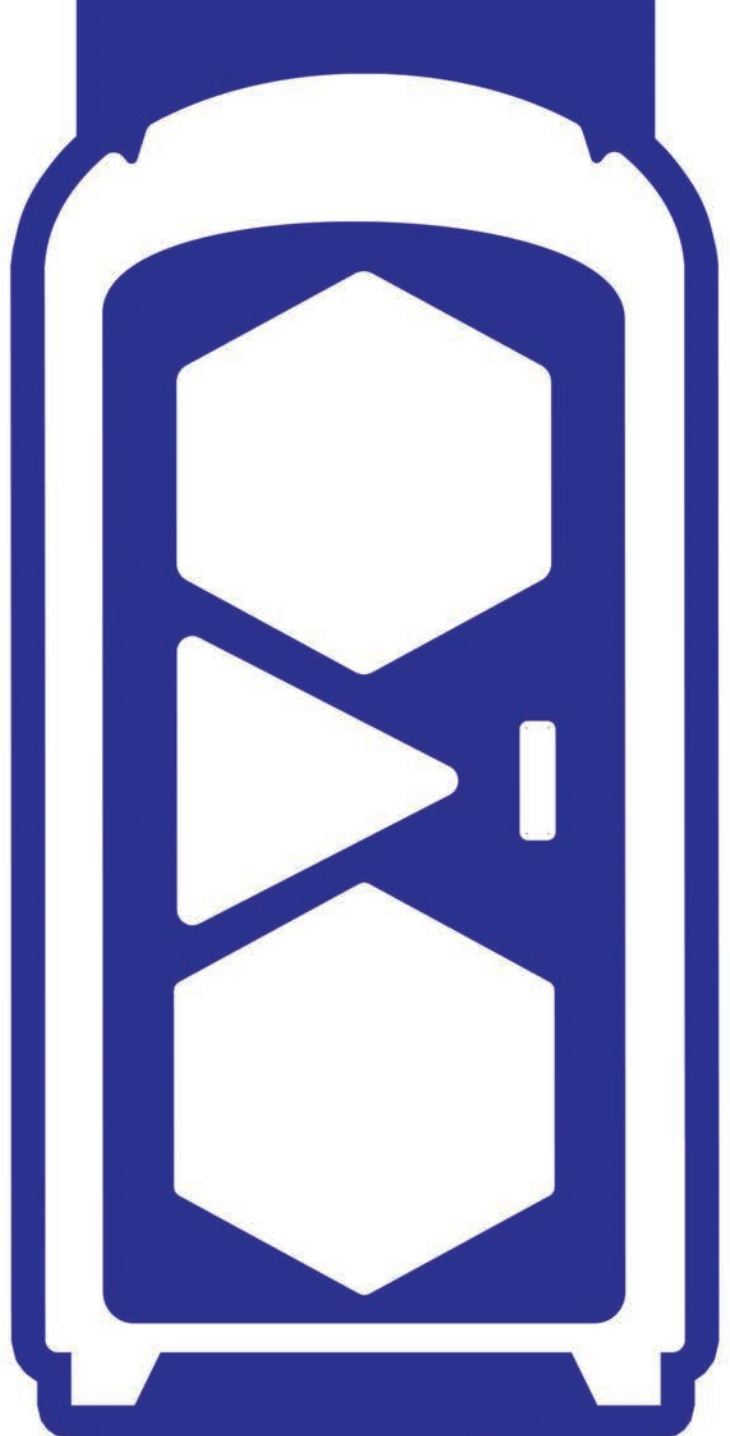


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Hidden Treasures
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- Ken Wysocky

LEFT: Sherry and Eric Storts, owners of Ohio's Mr. Clean Port-A-Potties, provide restroom service for the Springfield Antique Show and Flea Market Extravaganza. They are shown with a J&J Portable Sanitation Products restroom. (Photo by J.D. Pooley)

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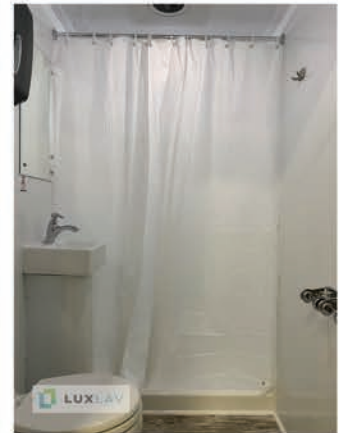
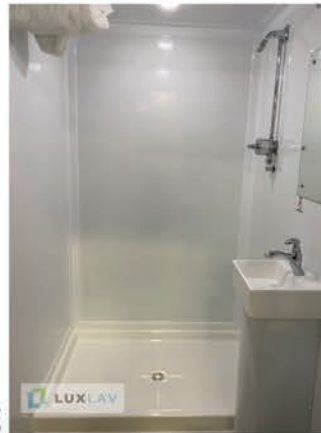
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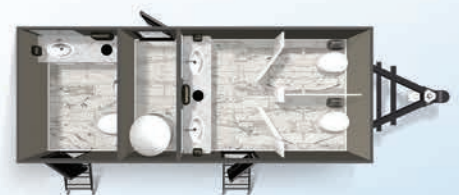
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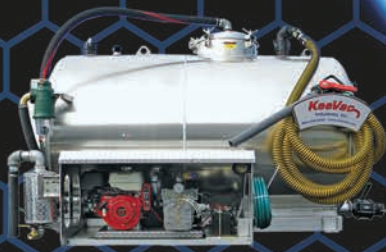
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By Jim Kneiszel

PROs Face Inflation Concerns, Worker Shortage and Equipment Theft



The busy summer season brings contractors face to face with a number of issues that can cripple small-business profitability

The summer season for portable sanitation revealed several challenges and trends for restroom contractors working hard to serve customers. Consider these stories:

MARKET CONDITIONS THWART GROWTH IN CANADA

An explosion of construction and post-COVID special event work overwhelmed the crew at Jack's Expert Flush in Halifax, Nova Scotia, Canada. So reported the Saltwire Network news outlet, which interviewed the company's owner, a weary Jack Werry. The PRO with 16 years in the industry, said the 2022 workload has been unprecedented — and there are several causes.

"I work seven days a week – not six, not five – I work every weekend," he said in an interview. "And 'cause I can't get enough employees, it makes it hard on me. ... More trucks on the road, more employees, and I cannot get people to go to work in this business. Nobody will do it." How does Werry's experience match your own over the past few months?

Werry said the top driver keeping his 400 restrooms out on the job is a large volume of construction work around Halifax. The second is a growing number of special events and outdoor weddings crowding his calendar.

"Now that everything's wide open, everybody's calling for parties — toilets — and there's just too many going on," he said. "I was busy year round as it was before COVID, and when COVID came, my business increased 110%. With difficulty hiring more workers and running low on inventory, Werry said he's pulled back taking on new customers. Also, spiking fuel costs have also had an impact on the bottom line.

RAISING WAGES IN ALASKA

Speaking of the difficulty of finding workers, this has been a huge challenge for Alaska Porta Potty, reported the *Anchorage Daily News*. The company's owner, Frank Perez, told the newspaper he looked for several months without finding anyone to pitch in. He said the perception that portable sanitation is a dirty job (He says it really isn't dirty) has made it hard to compete for a dwindling workforce. So Perez raised wages by \$2 per hour, making starting pay as high as \$44,000 per year for experienced workers. He said six people accepted jobs, but then didn't show up for

What's your starting wage these days? Are you sweetening the deal with more benefits like health insurance, retirement contributions and signing bonuses? Drop me a line at editor@promonthly.com and share your strategies.

work. Additionally, two workers who showed up quit soon after. That left the owner pulling more of the weight on service runs.

How does your experience compare to Perez's? What's your starting wage these days? Are you sweetening the deal with more benefits like health insurance, retirement contributions and signing bonuses? Drop me a line at editor@promonthly.com and share your strategies for hiring new workers. Maybe we can solve this problem together.

WITH RISING COSTS, SOMEONE HAS TO PAY

Officials in the small town of Naples, Maine, recently balked at the rising costs of portable restrooms for their parks. This summer, the price to place and provide biweekly service for restrooms nearly doubled, from \$187 to \$350 per month. That came to a total cost of more than \$14,000 for service for eight units between Memorial Day and Columbus Day, Town Manager John Hawley reported to the board of selectmen.

The Bridgton.com website reported that price increases would prompt the community to consider permanent bathroom facilities at a popular causeway location. It also meant the town would seek bids from more restroom companies in search of a lower price.

"It's now more evident than ever that we need to consider a brick-and-mortar bathroom facility for the causeway area," Hawley said.

How are you passing along rising costs for labor, fuel and equipment to your customers? It can't be easy breaking the news of inevitable inflationary price hikes to municipal customers that have shown loyalty to your companies with service contracts year after year. But the harsh reality is your business exists to make a profit. And if you don't have profits, you no longer have a business.



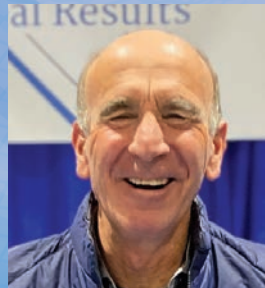
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WHERE HAVE ALL THE RESTROOMS GONE?

Have you had a restroom out on a job and it mysteriously disappeared? Reports of stolen restrooms this summer begs the question.

- In Goshen, California, eight restrooms were stolen along with four trailers at a local orchard. Sheriff's deputies put out a call for information about the whereabouts of the equipment.
- A New Zealand PRO reported several restrooms were stolen the day of a Christchurch running race, shortly after the crowds passed by. Other equipment was also reported stolen the day of the race, including speed signs, stop-sign paddles, kilometer markers and traffic cones. Total value was \$4,000.
- And one unit turned up. According to the *Miami Herald*, officials were mystified to find a portable restroom planted on a sandbar on Lemon Bay in Englewood on the state's Gulf Coast. At the last check, Charlotte County Public Works Department was still trying to identify the owner of the unit.

What is your lost or stolen restroom story? Take off in a tornado? Lifted in the middle of the night from a construction site? Park pranksters loaded it on a pickup and moved it to another location?

In the New Zealand case, race organizers were miffed because they had to pay for the stolen units and were hoping police could locate and return them. Are your contracts written to hold the customer responsible for lost or stolen restrooms? Many PROs require a damage waiver to cover vandalism, but straight-up stolen restrooms have to be a rarer occurrence.

AND WHAT ABOUT PINK RESTROOMS?

Many years ago, several portable restroom manufacturers promoted the concept of gender-specific units by introducing pink units at the Pumper & Cleaner Expo, now called the WWETT Show. It seemed like the idea was a hit with PROs looking to please women who were less than enthusiastic about restrooms at special events. Typically the pink units do not have urinals found in the units for males.

Apparently the idea continues to take hold in the construction trades in Canada. According to a recent survey by the BC Construction Association, women make up a larger percentage of the construction industry workforce today. As reported in the *Journal of Commerce by ConstructConnect*, women now represent 6.2% of British Columbia construction crews, which is up 35% in five years.

Chase Henituik, of Alberta-based Handi-Can, said his company offers discounts for gender-specific restrooms to create awareness of their availability.

"It is something being adopted more and more. We have specific pink toilets — it is a unit that only women use," he told the business publication.

There is another benefit to gender-specific restrooms, according to Kyle Frederkind, of Maple Leaf Disposal in British Columbia. He doesn't carry pink units, but does offer women-only units with hand-wash sinks, paper towels and a garbage can.

"I've never had a women's unit come back with graffiti," he said.

Have you had more requests for gender-specific or pink restrooms this summer? If so, did they come more from construction or event clients? Is the trend impacting how you develop your inventory? ■



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OLD-SCHOOL MARKETING

New Hampshire PROs Find Success Outside Social Media

Founded in 2020, Drop One Portables has found success by leaving social media to the other portable sanitarians. In this online article, read how the Drop One team has put tried-and-true marketing strategies to work and launched a new business.

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OVERHEARD ONLINE

“Communication in general has become much more informal. ... In fact, coming across as too formal can work against you. I’ve sent emails that the recipients later told me they almost didn’t respond to because the language sounded too formulaic and professional.”

The Ins and Outs of Business Email Greetings
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BUILDING THE TEAM

Are Your Team Players in the Right Positions?

In this exclusive online article, columnist Kate Zabriskie explains how business owners can find greater success by working with their employees’ potential, both collectively and individually. Read the article to get to understand how better placing employees can open new avenues for revenue and increase productivity.

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DON'T GET CAUGHT

Be Prepared for an Unexpected OSHA Visit

Portable restroom operators are subject to the same OSHA parameters as any other workplace, but their crews have to be prepared for construction site safety inspections as well. Read this exclusive online article for a refresher on what to expect when the OSHA inspector comes knocking.

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By Jeff and Terri Wigley

Network Your Way to Prosperity

Joining a local business group and judicious donation of your goods and services will build your brand and identify new customers

Community involvement is an area that PROs should not overlook. In today's world, social media and the internet can easily become the sole means of reaching existing and potential customers. Face-to-face interaction and involvement in your local community is a necessary tool in building strong customer relationships.

Both questions this month pertain to the local community. The first deals with becoming actively involved with various groups in your area while the second asks for suggestions when the community asks for donations of your equipment.

QUESTION: Our company needs to get out there and to become more involved with potential customers through various groups or organizations in our area. What suggestions would you offer to begin this process?

ANSWER: The expression "understanding the problem is half the solution" is extremely pertinent in this situation. Building customer relationships is a key component in the success of any business. Face-to-face interaction is much stronger than communicating through social media or via telephone. The potential customer sees you as a person and not an abstract object via technology. You may have common interests, backgrounds or even common friends. You may be able to help their company or organization through your industry knowledge.

With any of these groups or organizations, we highly recommend you be active and involved as opposed to in name only, as face-to-face interaction is your goal. Here are some suggested groups you may join:

THE CHAMBER OF COMMERCE

The goal of these organizations is to promote and to support local business opportunities. Becoming an active member of the local chamber provides a PRO with the ability to meet other business decision-makers face to face as well as to be identified as a member of the community for future referrals.

Chamber members work with chamber members and from our experience, it's more than likely you will be the only PRO member. By being involved, you become the go-to for portable restroom rental at special events and construction projects. You are also eligible to attend workshops, training sessions and trade shows on a variety of topics that can further improve your business operation. Member discounts are generally available for certain goods and services your company may utilize. Chamber directories will also publicize your company as the resource for

New ideas, products and trends can be shared through event-planning groups or organizations. ... Educating these planners and having the products that they can rent builds strong long-term relationships.

portable sanitation for all members, many who you may have yet to meet. Some PROs will join another area chamber if they have the personnel and the time to be actively involved in each group.

LOCAL HOMEBUILDER ASSOCIATIONS

The National Association of Home Builders is an organization of craftsmen involved in all aspects of home construction. NAHB offers education, advocacy and programs on a nationwide basis. Our recommendation is to consider joining the local branch of NAHB or an independent local association of homebuilders. Here you will interact with builders, suppliers and developers that work in your area. Networking here will enhance contacts for future business. Our industry is usually under-represented in these organizations so your involvement can help to educate other trades about the need, the regulations and the operation of our industry.

LOCAL BUSINESS ASSOCIATIONS

Similar to the chamber of commerce, but these associations target business support, growth and expansion. More than likely you would encounter developers, builders and local trade companies in these groups. Again, get involved to educate and to promote our industry. Being seen as a resource further develops these business relationships.

SPECIAL EVENT PLANNING ORGANIZATIONS

Event planners are in constant need of current information. New ideas, products and trends can be shared through event-planning groups or organizations. Wedding planners produce bridal shows where members and exhibitors share valuable information. In recent years, portable restroom trailers have been popular additions to these shows. Educating these planners and having the products that they can rent builds strong long-term relationships in this important special event market.

RENTAL ASSOCIATIONS

The largest organization in this area is the American Rental Association, which encompasses both event rental equipment and construction rental equipment. From tent rental companies to fence and barricade companies to rental of various sizes of construction equipment, PROs have many potential customers to meet and to form business relationships. As with the homebuilder associations, finding local ARA chapters or other local rental groups will be beneficial to your company.

EMPLOYEE SUPPORTED ORGANIZATIONS OR GROUPS

An employee benefit could include support of an organization or group that the employee is actively involved with. Examples include church groups, local PTA, community groups, neighborhood associations and an overwhelming number of worthwhile charities from A to Z — American Cancer Society to YMCA and every letter in between. Supporting an employee's favorite group benefits the employee, sets a nice example for the organization, and could lead to future business through fellow members.

• • •

QUESTION: Special events represent almost 30% of our business, and many of those organizations ask for donations for their events. We want to be strong supporters of causes in our local community, but we can't donate every time that we are asked. Do you have any suggestions as to how to handle donations of products and services and how to tactfully explain this to customers?

ANSWER: Through the years, several PROs have shared their experiences, and we developed a process that you may want to consider.

One of the frustrations we had in the early days of our business was reaching the point where we said, "No more donations this year," and then having a worthwhile charitable event call us asking for a donation.

Finally, with the input from other PROs, we developed a donation process for our company. We notified all customers that requested donations in the past that all requests for the upcoming year needed to be made in writing by Dec. 3 to be evaluated and scheduled. The customer was encouraged to describe the advertising, publicity or benefits that we would receive in exchange for the donation. We decided on the list of donations for the entire year by Jan. 31 and notified all of the parties involved.

This process allowed us to allocate the amount of total donations we could afford, to schedule these events, and to answer requests for donations that came in during the rest of the year. Our annual donation plan was generally accepted by customers as they had yearly plans to adhere to for their organizations as well.

When we could not afford to donate equipment or when donation requests didn't meet our deadline, we could work to offer some help where possible in some circumstances. For example, an event that contacted us after our donation plan was completed was coordinated by one of our larger construction customers. We explained the process for donations to them and then offered to add hand sanitizers in each of the 10 units at no charge. This effort showed concern on our part and the customer appreciated our effort to help their cause.

As inflation and our economy impact our businesses, we need to constantly monitor our financial position. Plan for donations based on your financials and encourage new customers who request donations during the year to use your company for their event this year and to apply for a donation next year. Donations are a great benefit to others if they do not harm your company's ability to continue to do business. ■



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Karen Carlin, Columbia River Affordable Portables (The Dalles, OR)

Below: The Floods Royal Flush crew includes, from left, Cullen Geary, Jose Vega, Mimi Iomeli, Drue Matheius, Paris Mayfield, Luis Cruz, Coleen Flood-Geary, Gorge Davalos, Bernardo Davalos, Jay Geary, Julie Capek, Brody Geary and Luke Geary. (Photos by Rob Hart)



Making **HER MARK**

After a rough start, Coleen Flood-Geary's family came together to help build a successful portable sanitation enterprise

By Betty Dageforde



Coleen Flood-Geary

In 2016 Coleen Flood-Geary's mother, Carol Flood, bought 224 portable restrooms and a vacuum truck with the idea of starting a business she and her three daughters could run. The new company would augment her husband's Chicago-area trash business, Flood Brothers Disposal.

By 2017 everything was in place and they opened their doors. But things did not go according to plan. Two of the daughters dropped out and Carol became seriously ill and passed away in 2019. Flood-Geary was unexpectedly on her own. With skills she had developed managing her brother's podiatric practice for 17 years, knowledge picked up from a mentor in the industry, and support from her husband Jay, she chose to forge ahead.

At first she continued to work for her brother but hired a driver and also got a lot of help and support from family, including her father William,

brother Bill and nephews Michael, Billy and Thomas Flood who all worked for the garbage company.

Today Flood-Geary has a staff of 10 — Emily Sivert and manager Drue Mathesius in the office; Jorge Davalos, Bernie Davalos, Paris Mayfield, Damion Flowers and Jose Vega in the field; and her children, Cullen (23), Luke (19) and Brody (18) who work part time and fill in wherever needed. They work within a 100-mile radius in the northern part of the state up to the borders of Wisconsin, Indiana and Lake Michigan.

She originally ran the company, Floods Royal Flush, from her home, storing equipment at her father's facilities, but in November 2021 she was thrilled to get out of their way and move everything into a 13,000-square-foot office/warehouse and an acre of land in Aurora, Illinois.

"The trucks had been parked outside and in the winter it's rough, so we needed to be able to

put them inside,” she says. “This was the first time we were all under one roof — and it was nice to get my house back.”

PREPARING FOR SUCCESS

Because she knew nothing about the portable sanitation industry before getting started, Flood-Geary spent a year working for another vendor, Karen Carlson, owner of AREA Restroom Solutions, learning the ins and outs, including how to operate the vacuum truck, a skill she uses only occasionally these days. She also picked up knowledge at the Water & Wastewater Equipment, Treatment & Transport Show, Portable Sanitation Association International conferences and other classes.

“Then you just learn along the way,” she says.

While Flood-Geary may not have known much about portable sanitation when she started, she did know a lot about customer service. And with well-established competitors in the area, she made service the foundation of the business. Among other things, phones are answered 24 hours a day by a company employee, portable restrooms are serviced using a 20-point process, and invoices are clear cut and never include unexpected or previously hidden charges.

RISK MANAGEMENT

Flood-Geary believes it’s important to protect the company from potential vendor difficulties. “I don’t like to strictly use one vendor,” she says. “I don’t like to put all my eggs in one basket, so pretty much we have two vendors for everything.”

Equipment is from PolyJohn Enterprises and Satellite Industries. Poly-John inventory includes 500 PJN3 standard units (most in some combination of green, orange and white as a nod to their Irish heritage), 175 flushable units, 210 wheelchair-accessible units including 10 flushables, 150 ADA-compliant units, 350 hand-wash stations, 150 four-station hand sanitizer stands, 70 150- and 250-gallon holding tanks, and 20 PolyLift units and 12 single-unit trailers for construction sites. About 300 Satellite units are used primarily for long-term accounts and park districts. Their 11 restroom trailers are from Lang Specialty Trailers, Black Tie Products and Optimus Industries and range in size from one stall (ADA-compliant) to 10 stalls.

Transport trailers are from Liquid Waste Industries (two 14-unit) and McKee Technologies (a six-unit and 16-unit). “For big events we’ll utilize all the trailers but we also have the luxury of using my dad’s equipment,” Flood-Geary says. They get their cleaning and deodorizing products from Walex Products and J&J Chemical. Paper supplies and soap come from Emergent Safety Supply and North American.

THIRD-PARTY HAULER

The company has seven vacuum trucks, all with Masport or Pumptec pumps. The 2016 Ford F-550 was built out by Satellite



Floods Royal Flush Aurora, Illinois

Owner: Coleen Flood-Geary

Founded: 2016

Employees: 11

Services: Portable sanitation

Service Area: 100-mile radius
from Aurora, Illinois

Website: www.floodsroyalflush.com

“We get a lot of calls on the weekends and sometimes at night. It’s usually someone looking for units at the last minute or wanting a quote. In the winter we get a lot of calls from people who need a unit because their pipes have frozen.”

COLEEN FLOOD-GEARY

Below: Coleen Flood-Geary and Jay Geary work the computers while they make phone calls to supervise drivers in the field.





Above Left: Gorge Davalos moves a restroom as Drue Matheius looks on.

Below: Coleen Flood-Geary and her husband Jay Geary are shown with restrooms from Satellite Industries and PolyJohn.

Vacuum Trucks (Satellite Industries) with a 700-gallon waste/350-gallon freshwater steel tank. The 2019 Ford F-250 from Imperial Industries has a 300-gallon waste/150-gallon freshwater slide-in aluminum tank. Their three Ford F-550s (2019, 2021) were built out by Imperial with aluminum tanks — 700-gallon waste/385-gallon freshwater, 700-gallon waste/300-gallon freshwater and 900-gallon waste/400-gallon freshwater. And the 2020 and 2022 Internationals were built out by Imperial with 900-gallon waste/400-gallon freshwater aluminum tanks.

“There’s all kinds of stuff that’s talked about here that we’ll get into one day. But we’re not going to be too crazy. Just growing at the right pace.”

GOLEEN FLOOD-GEARY



Company drivers do not spend time taking their loads to the treatment plant. Instead, the company stores wastewater and has someone else take it. They have three 5,000-gallon plastic tanks in Aurora as well as one 3,000-gallon plastic tank and two 5,500-gallon plastic tanks at two of her father’s trash facilities. Once or twice a week (occasionally three times in the summer), a septic hauler, Jake McKamey from American Septic Service, pumps out the tanks.

“In the beginning we did that because it was cheaper than sending trucks to the dump every day,” Flood-Geary says. “In Illinois we have to be licensed with the dump and that has never been something I’ve pursued.”

CUSTOMER CONTACT

Initial marketing efforts consisted of mailing a letter to the family’s garbage-hauling customers, placing an ad in Money Mailer and attending a construction industry convention. Today the company has a sophisticated online presence. Again, Flood-Geary prefers to use several vendors. Logical Position, a national company with a local office, works on search engine optimization and writes a monthly blog which is emailed to current and potential customers. TechPro, a local company, maintains their website. And consultant Ron Neurauter handles their social media postings.

(continued)



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Above: Cullen Geary inspects the restroom inventory at Floods Royal Flush. The company maintains units from PolyJohn and Satellite Industries.



Above: Technician Luis Cruz moves a restroom in the company yard.

But Flood-Geary, does not rely solely on the internet for marketing. Other channels include radio advertising, chamber of commerce activities, sponsoring baseball teams, advertising with construction associations and putting their name on golf course score cards.

To ensure anyone can reach a company employee at any time, office phones are transferred to Flood-Geary's cellphone after hours. "We do get a lot of calls on the weekends and sometimes at night," she says. "It's usually someone looking for units at the last minute or wanting a quote. In the winter we get a lot of calls from people who need a unit because their pipes have frozen."

While construction work continues year round, the company's event season starts with several St. Patrick's Day functions including an after-parade fundraiser for Misericordia home for people with developmental disabilities. Other events include the Huntley Fall Fest, Fiesta Back of the Yards street fair, and an air and water show and other functions on the shore of Lake Michigan.

Units are dropped off in June and picked up in January for Neon Summer which sponsors different activities throughout the year — go-karts, miniature golf course, axe throwing, pumpkin patch, ice skating, Christmas tree sales. Units are also set out each growing season at Kuiper's Family Farm for customers visiting the pumpkin patch, apple orchard and tulip garden.

The company also services a lot of weddings where their flushable units and restroom trailers are popular. If an attendant is requested, they'll usually bring in a college student.

(continued)



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STAFF MATTERS

Flood-Geary says it's not always easy to find employees — “But right now we have a really good group of guys.” The best source is a referral from someone in the company but they also have a link on their website and announce job openings on Facebook and Instagram. They do background checks on prospective hires and Flood-Geary meets with them to make sure they know what the job entails.

“We're upfront with them because it's not necessarily a job that anybody really wants to do,” she says. She also can tap her father's business for extra help when needed. “There's a handful of his full-time drivers that look for extra work on the weekends or when we're really busy,” she says.

The company buys a lot of clothes for the drivers — boots, shirts, pants, shorts. And if the techs want anything, all they have to do is ask. “We'll get them anything they ask for on the trucks that will help them to make it easier, to make their days go by quicker,” Flood-Geary says. Requests have included shovels to break up ice, an impact driver and a Milwaukee rivet gun.

New hires are trained by going out with an experienced driver for a week or two. They learn the 20-point servicing process, which includes inspecting units for damage or missing parts, making sure all parts are properly secured, cleaning all interior and exterior surfaces with disinfectant soap and water, pumping the tank dry, repainting blemishes, checking decals and restocking supplies.

“They're very clean,” Flood-Geary says. “We have higher expectations here.” The process is proudly posted on the company's website so customers know exactly what they'll get.

Communication with the team is usually done online. “That's how they get their daily route,” Flood-Geary says. “For troubleshooting, they'll Facetime Drue and he'll help them figure something out.” Drue is also the guy who will occasionally fire up the barbecue for the team on a Friday after work.

WIDE OPEN FUTURE

Flood-Geary knows she couldn't have gotten where she is without a lot of help, especially from her family who continues to support her. The company may have had a rocky start but she is now on a roll and not afraid to dream. No suggestion is off limits. Ideas currently being tossed around include geographic expansion in the state, adding septic work, and becoming licensed in nearby Wisconsin and Indiana.

“There's all kinds of stuff that's talked about here that we'll get into one day,” Flood-Geary says. “But we're not going to be too crazy. Just growing at the right pace.” ■

Below: At the end of the workday, route driver Gorge Devalos washes a vacuum service truck from Imperial Industries.



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See ad, page 11

LITTLE INCENTIVES, BIG REWARDS

While it's important to continually add new content to Facebook, Instagram and other social media platforms, it's not always easy to obtain photographs. People get busy and just forget to take pictures. Coleen Flood-Geary says their social media consultant, Ron Neurauder, has solved that problem.

“Ronnie runs a competition with the drivers to get them to send him photos,” she says. “He sends them a text message at the beginning of every month asking for photos for the theme he comes up with for the month, like ‘March Madness.’” And there's an incentive. “He'll start at \$100 for whoever sends him the best pic-

ture of whatever he's looking for for the month. But then usually he'll start upping the price.” The plan gives Neurauder the photos he needs, the drivers feel included in the process and it's a fun experience for everyone.

Flood-Geary also has some fun ways to show her appreciation for the team. She hands out gift cards throughout the year. At Easter, everyone is given chocolates and an egg with a surprise amount of money in it — either \$20, \$40 or, for two lucky people, \$100. In December she hangs up Christmas stockings for everyone. “They all have their own, with their initials,” she says. “From the 1st through the 25th I fill them every day with a gift card and candy. They are so appreciative of that.”



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Hidden TREASURES

A huge Ohio flea market and antique show reveals the gems of clean restrooms and great service by Mr. Clean Port-A-Potties

By Ken Wysocky

Above: The Mr. Clean crew includes, from left, Tony Rozmus, Evan Storts, Eric Storts, Sherry Storts, Zach Storts, Cameron Doggett and Tim Naiff. They are shown at the antique show and flea market. The company's fleet comes from Robinson Vacuum Tanks, Advance Pump & Equipment, Best Enterprises and Imperial Industries. (Photos by J.D. Pooley)

ON LOCATION

- » **THE JOB:**
Springfield Antique Show and Flea Market Extravaganza
- » **LOCATION:**
Springfield, Ohio
- » **THE PRO:**
Mr. Clean Port-A-Potties LLC

THE TEAM

Twice a year, a five-person crew from Mr. Clean Port-A-Potties heads out to the Clark County Fairgrounds in Springfield, a city located about 20 miles northeast of Dayton in west-central Ohio, for the Springfield Antique Show and Flea Market Extravaganza. The crew includes Eric and Sherry Storts, the company owners; their son, Zach, a technician; and technicians Cameron Doggett and Steve Judy. The company has serviced the event, held on the third full weekend of May and September, for the last eight years. "It's one of the largest special events we handle," says Sherry Storts.

COMPANY HISTORY

Sherry was working in the kitchen of a Springfield high school and Eric was a diesel mechanic in Columbus when they heard Mr. Clean was up for sale. At the time, the couple's two sons were members of their high school wrestling team, and their coach was a good friend of an opposing coach who owned the company. The couple bought the business in 2008, figuring it would be a weekend endeavor that would supplement their existing jobs. "But it grew. And grew. And grew," Sherry says. Eric finally quit his job in 2011 to run the business full time.



Above: A Mr. Clean truck makes its way down a path surrounded by antique and flea market vendors. There are 2,000 vendors filling the 120-acre fairgrounds.

Right: Technicians Cameron Doggett, right, and Tony Rozmus service restrooms at the Clark County Fairgrounds, about 20 miles northeast of Dayton, Ohio. The truck was built out by Best Enterprises and carries a Masport pump.

EQUIPMENT MATTERS

When the Storts bought the company, the purchase included one vacuum truck and 34 restrooms. Today the company owns 10 service trucks; about 950 restrooms, mostly from PolyJohn and J&J Portable Sanitation Products; 16 restroom trailers from Rich Specialty Trailers, JAG Mobile Solutions, A Restroom Trailer Co. (ART), Comforts of Home Services Inc. and Lang Specialty Trailers; about 60 hand-wash stations from Satellite Industries and PolyJohn; roughly two dozen 300-gallon holding tanks, primarily from PolyJohn; approximately 50 hand-sanitizing stands from PolyJohn; three flatbed trailers that can hold 10 restrooms each, one made by McKee Technologies and the other two fabricated in-house; and a 10-sink trailer from McKee Technologies.

The trucks were built out by Robinson Vacuum Tanks, Advance Pump & Equipment, Best Enterprises and Imperial Industries. Most of the truck feature stainless-steel tanks; the rest carry aluminum tanks. They rely on vacuum pumps from Masport, plus a few from Conde (a brand owned by Westmoor Ltd.), Fruitland Mfg. and National Vacuum Equipment. Most of the trucks feature tanks 650-gallon waste/300-gallon freshwater capacities. The smallest tank is a slide-in unit with a 400-gallon waste/200-gallon freshwater tank and the biggest one carries 800 gallons of waste/400 gallons of freshwater.

THE MAIN EVENT

The two, four-day-long SASFME shows are considered premier events of their kind in North America and among the largest such shows in the world. From Thursday through Sunday, the shows typically host about 30,000 antique lovers who comb through a vast trove of antiques sold by more than 2,000 vendors on the 120-acre fairgrounds, a former airport. The event attracts visitors from throughout the United States, Europe and Asia. "It gets pretty crowded," Storts says. "You can hardly drive through the grounds. We have to drive super slow because there are a ton of people in there."



"We have a lot of fun. We know it's a big event, so everyone gears up for it. When all is said and done and things have gone well, it's a very satisfying feeling."

SHERRY STORTS

BY THE NUMBERS

Mr. Clean supplies the event with 48 restrooms and eight hand-wash stations. Four of the company trucks with larger tank capacities are used to service the restrooms, as well as vacuum up water at vendors' booths after heavy rains and pump out waste tanks on recreational vehicles parked at a campground located on the fairgrounds. While 48

restrooms may not seem like enough for such a huge event, Storts says they supplement the fairground's permanent restrooms. Waste is taken to a treatment facility conveniently located several miles away.

ON WITH THE SHOW

Restrooms are delivered on the Monday before the event. They're positioned strategically throughout the grounds, with some clustered near the facility's four main gates and more located at various food courts. "The old airport's two runways form an X and we place restrooms at the end of each of the four legs of the X," she explains. The restrooms get serviced

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Below: Sherry Storts holds a door for technician Tony Rozmus as he restocks paper products in a J&J Portable Sanitation Products restroom stationed at the Springfield Antique Show and Flea Market Extravaganza.



twice a day, around 7 a.m. and 4 p.m. The company uses chemicals from J & J Portable Sanitation Products. Servicing the restrooms takes about four hours.

The Mr. Clean crew usually goes home for a break between service runs. But if it rains, they stay on site all day to remove any water that might collect at vendors' booths. "Our biggest challenge is just trying to drive around and get from one point to another with all those people there," Storts says.

On Sunday, the crew starts pumping out and cleaning restrooms around 4 or 5 p.m., then typically takes about half of them back to the company's shop by 8 or 9 p.m. The shop is only about 1.5 miles from the fairgrounds, which makes logistic a lot simpler. The rest of the units get transported back to the company's shop on Monday morning. But sometimes the company handles fairground

events on consecutive weekends; in those instances, the company leaves restrooms on the grounds.

"For example, we just had a car show after the antique show, so we left 23 restrooms there for the following weekend," Storts says. "Sometimes we have restrooms there for several weeks at a time."

JOB WELL DONE

The company devotes about half of its staff to handling the shows. As such, servicing the events is a big commitment. But after doing it for so long, employees know the drill. "It's a lot of work, but it's a good time," Storts says. "We have a lot of fun. We know it's a big event, so everyone gears up for it. When all is said and done and things have gone well, it's a very satisfying feeling." ■



Above: Sherry and Eric Storts, owners of Mr. Clean Port-A-Potties, pause for a photo during a busy day at the fairgrounds.

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LANG Specialty Trailers
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 sales@langtrailers.com
 www.langrestroomtrailers.com
See ad page 19

Trailer Series	Industrial, Basic, Vegas, Rolls Royce, Shower combo and Hand washing trailers	Restroom, Shower, ADA, Command Center, Bunkhouse, Disaster Relief	Restroom Trailers, Shower Trailers, Laundry Trailers
Lengths	8', 12', 16'	4' - 40'	8' - 43'
Frame Construction	All steel frame with steel studded walls	Structural	12" steel I-beam
Shell Construction	Aluminum and FRP exterior shell	Aluminum tubes and fiberglass gelcoat	Composite (gel-coated fiberglass)
Deck Construction	3/4" Advantek subfloor with a composite subfloor option	Forever Floor	Composite
Floor Joist Specs	All steel	16" OC	Steel tube on 16" centers
Weight (lbs.)	8' - 3,000, 12' - 4,200, 16' - 5,000	850 - 14,000	3,000 - 21,000
Interior Trim	Composite, wood trim	Anodized aluminum and PVC	Varies by model
Fixtures	Fixtures vary depending on the specified model, std faucets and metered faucets are available	Low flow - high efficiency	Delta Metered Faucets, Dometic Low Flow Toilets, Waterless Urinals
Flooring	Commercial grade vinyl flooring is standard with rubber coin as the std in the industrial models	H/D seamless vinyl	One-piece vinyl
Warranty	1 year warranty on labor	2-year	3-year
Waste Tank Sizes (gal.)	160 - 500	60 - 1,400	200 - 1,500
Fresh Tank Sizes (gal.)	8' - 75, - 12' - 100, 16' - 160	40 - 500	105 - 600
Additional Standard Features	12ft and up trailers come standard with 2 water pumps pre-wired and plumbed, 1 primary and 1 as a spare. LED lighting inside and out.	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.
Options	Heated cabins, heated waste tanks, stereo, aluminum wheels and limited colors	Various	Three-season package, winter package, mobile monitoring, Bluetooth stereo.

(continued)

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See ad, page 25

Trailer Series	Explorer Contractor II	1 - 4 unit VIP, 1-3 Unit Prestige & Diplomat, Dual or Quad Majestic	Restroom Trailers
Lengths	13'	10' - 24'	12' - 32'
Frame Construction	All-steel 10" frame with removable tongue	Steel	E-coated steel with 20k adjustable coupler and 7k tongue jack
Shell Construction	Heavy-duty steel shell, formed with a continuous welded leakproof construction	1/2" high-density polyethylene plastic Majestic - high-grade smooth fiberglass	Aluminum tube with insulation. Fiberglass interior and exterior on a composite backer
Deck Construction		Steel, aluminum diamond plate	Stabledeck
Floor Joist Specs	All-steel channels	Steel	E-coated steel tube
Weight (lbs.)	4,800	1,400 - 6,100	Varies
Interior Trim	Complete white fiberglass reinforced plastic anti-graffiti interior wall and ceiling surface	Polyethylene/proprietary extruded aluminum, Majestic - high-grade smooth fiberglass, Brushed aluminum ceilings	Water & mold resistant PVC
Fixtures	Polished stainless steel countertops and sinks with self-closing faucets, water-saving flush toilets and urinals	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
Flooring	Full-length aluminum safety walk floor	Weatherproof grey carpeting, Majestic - Planked linoleum composite, Pelham Maple	Transit grade options
Warranty	Full manufacturer warranty	1-year	Varies based on item. 3-year craftsmanship
Waste Tank Sizes (gal.)	240 US all-steel holding tank, hot-dipped galvanized after welding, 2" vent stack, 3" drain	VIP & Prestige 65, Diplomat 90, Majestic shared tanks - dual 150/quad 300	400 - 1,100 higher strength, high-density polyethylene with bottom sump options
Fresh Tank Sizes (gal.)	200 US supply tank, high-density polyethylene	VIP & Prestige 40, Diplomat 55, Majestic shared tanks - dual 90/quad 180	Varies with options available
Additional Standard Features	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.	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. Vac/Occ lights. Fresh water system.
Options	Many floor plans available.	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.

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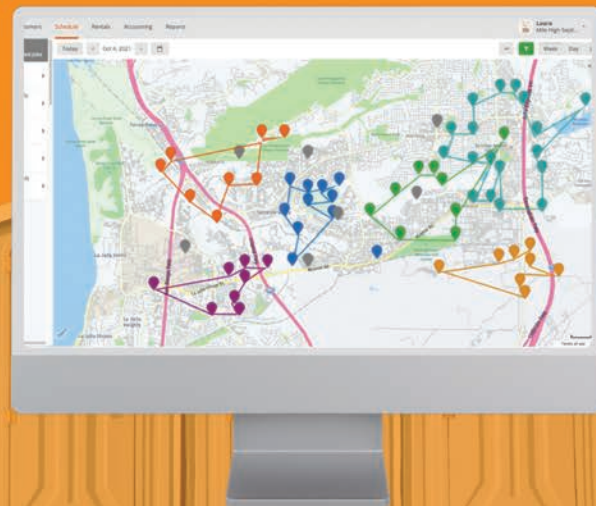
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See ads, pages 7, 37

Trailer Series	Portable Restroom, Shower Trailers, Bunkhouse, Laundry and Sink Trailers
Lengths	10' - 44'
Frame Construction	Structural steel I-beam
Shell Construction	Aluminum and composite walls with seamless gel-coat exterior with water shed roof design, color white
Deck Construction	Non-wood seamless composite decking
Floor Joist Specs	16-inch OC
Weight (lbs.)	Varies
Interior Trim	Standard sizes 10' and larger are offered in our Spa Series, Commercial Series and Millennium, our SELFIE Line is offered in white and gray
Fixtures	Delta faucets, Theftford toilets
Flooring	Steel and composite floor structure with seamless subfloor
Warranty	3-year limited product warranty
Waste Tank Sizes (gal.)	200 - 1,150 1/2" polypropylene tank with bottom dump
Fresh Tank Sizes (gal.)	100 - 300
Additional Standard Features	Dometic air conditioner, sidewinder jacks, LED exterior DOT lights, LED porch lights
Options	Remote tank monitoring, GPS tracking, back-up camera and auto-leveling jacks

Where's the RESTROOM?



The Race Is On

POST-PANDEMIC, 2022 HAS BEEN FLUSH WITH LARGE RUNNING EVENTS. CAN YOU PICK OUT THE STARTING LINE RESTROOM LOCATION FOR THIS BIG EVENT?

Jim Kneiszel

Runners make a last-minute pit stop in this long row of green Five Peaks restrooms before lining up for the starting gun of a popular U.S. marathon, half-marathon and 10K race.

Follow these clues to figure out the location of these expertly set restrooms:

- This was the 40th annual race drawing 8,500 participants to step along a scenic route following a peninsula on a large bay of water located in the Midwest.
- This is a Great Lakes region in the state that has the most freshwater shoreline in all of the United States.
- This is on the campus of a lesser-known institution of higher learning in the state dominated by universities with big-time sports teams.
- The Hawk Owls play here.
- The name of the city is a word defined as “travel across or through,” quite fitting for run through the woods.
- As a reward for finishing the race, you might eat something containing tart cherries so common to the region.
- Zachary Ripley was the top marathon finisher with a time of 2:20:06

To win the contest, name the race event and city where the restrooms are located. The winner will be recognized as a geographical whiz on the PRO Facebook page. Send your responses to editor@promonthly.com. ■

SEND YOUR MYSTERY PHOTOS! Do you have an interesting spot where you've been dropping and servicing restrooms? Send photos to editor@promonthly.com. We will credit you for submitting to *Where's the Restroom?*

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By Craig Mandli

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JAG MOBILE SOLUTIONS SMART SINK TRAILER

The **Smart Sink Trailer** from **JAG Mobile Solutions** provides multiple hand-wash station access styles as well as no-hands faucet operation. They can have one to 32 hand-wash stations and can be configured

to operate in temperatures from -20 to 100 degrees F. They maximize freshwater and wastewater capacity so each trailer provides up to 7,200 hand-washes between services. Water heater operations include tankless propane, electric tank-type or both to provide hot water up to 140 degrees F in all environments and allow it to be configured for off-grid usage. **800-815-2557; www.jagmobilesolutions.com**

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.explorertailers.com**



RICH SPECIALTY TRAILERS 12-SINK TRAILER WITH SLEEPER ROOM

Rich Specialty Trailers offers a hand-washing trailer with 12 sinks and sleeper room. The 20-foot trailer has six 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 plenty of uses for the sinks, but if that's not enough, a 400-gallon tank is available as an upgrade. The double doors on the rear allow for plenty of room to access the mechanical room, maintain all the components of the trailer, and store electrical cords for when the trailer is not in use. Each sink has a mirror, a soap dispenser, a paper towel dispenser, and a push metered faucet or a double-handled mixer faucet. The sleeper room allows for a full time attendant to monitor and maintain the trailer, and includes a nightstand with a charging station. **260-593-2279; www.richrestrooms.com**

RESTROOM TRAILERS

A RESTROOM TRAILER COMPANY (ART CO.) 1203-W-W

The **1203-W-W** restroom trailer from **A Restroom Trailer Company (ART Co.)** 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 for easy setup. It 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 trailer hitch, heavy-duty tongue jack, custom cabinetry and countertops, LED lighting and ducted heat and air conditioning. Upgrade options include a stereo system, winterization packages and 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**

D.R.E. CUSTOM TRAILERS LUXURY RESTROOM TRAILERS

Luxury restroom trailers from **DRE Custom Trailers** are available in 8-, 12- and 16-foot trailers with single suite rooms that provide customers with privacy and comfort. Luxury builds include china toilets, china vessel sinks with metered faucets, LED lighting, large mirrors, a backsplash and a two-tone interior. They feature all-steel construction, a 5-foot tongue with adjustable hitch, tongue and stability jacks and smooth aluminum sides. **704-633-6098; www.drecustomtrailers.com**



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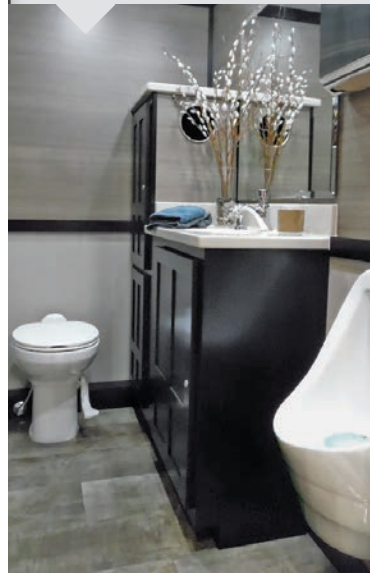
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NUCONCEPTS-VERY IMPRESSIVE PORTABLES MAJESTIC

The **Majestic** solar-powered and self-contained restroom trailer from **NuConcepts-Very Impressive Portables** 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 has arched doorways, curved countertops, flushing porcelain toilets, brushed aluminum ceilings, recessed LED ceiling lighting, beveled glass mirror and plank flooring in each spacious private restroom. **800-334-1065; www.nuconcepts.com**

OPTIMUS INDUSTRIES OI-3

The **OI-3** restroom trailer from **Optimus Industries** sets up quickly utilizing different stabilizer options, and has easy set-up steps stored inside wide entry doors with large grab handles. It has a durable, spacious and easy-to-clean interior with fiberglass walls, solid-surface countertops, and composite trim and cabinets. The unit is outfitted with quality commercial fixtures for years of trouble-free operation, according to the maker. The interior features are finished off with transit grade flooring for durability. The exterior features seamless fiberglass with a composite backer that will not rot, warp or degrade and is easy to repair. It also includes vacant/occupied indicators. It sits on a 7,000-pound torsion axle along with 16-inch aluminum wheels and radial tires for a smooth ride. **574-226-0691; www.oirestrooms.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 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**



LANG SPECIALTY TRAILERS SHOWER TRAILERS



In light of the pandemic, shower and restroom trailers from **Lang Specialty Trailers** have available private cabins to protect users from contagious disease transmission. They are built on a steel

frame, with composite interior walls, exterior walls, subfloors and ceilings for durability and easy cleaning. All trailers come with on-demand hot water. Trailer designs and floor plans work well for special events, disaster relief, oil field work, coal mines, forest fires, military and beach access, according to the maker. **724-972-6590; www.langrestroomtrailers.com**

SATELLITE SUITES 8-STATION FLEX

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 gender requirements. Each shower stall has a changing area, shower and private lock. It offers a lower towing weight (11,500 pounds), internal hose connections for easy washdown, external fresh tank connection, 90% efficient tank-less water heaters and external cord and hose storage areas. It features nonwood construction, with seamless wall, floor and ceiling surface materials. **800-883-1123; www.satelliterestroomtrailers.com**



PORTABLE SEPTIC RECEIVING STATIONS

SCRENCO SYSTEMS MICRO SCREEN 400

The **Micro Screen 400** septage receiving station from **ScrencO Systems** is designed for smaller septic receiving, portable restroom service trucks, grease or oil recycling. It includes 8 square feet of screening area. Two options of the lightweight screen are available, with one capable of fitting directly over a manhole



or underground storage tank/sump with an 18-inch center ring and a 30-inch mounting plate, with adjustable support legs. Or one standalone unit is available with a 6-inch rear cam outlet and adjustable support legs. Both units are available with an optional sealed and lockable hinged cover. The system allows for gravity offload of 400 gpm through a 4-inch inlet cam with a fan spreader which deflects waste down onto the screen. The dual screen design is nonmechanical, using gravity to separate trash from the waste stream. The standard unit features all aluminum construction with stainless steel 3/8-inch gapped bar screens on opposing angles. **208-790-8770; www.screncosystems.com**

STORAGE TANKS



POLYJOHN HOLDING TANK

PolyJohn holding tanks are suitable for collecting waste from portable restrooms and may be a necessity for long-term restroom placements where indoor plumbing is not an option. Made from durable plastic, the design is functional and discreet. It's also compatible with other PolyJohn restrooms and sinks, and it can be easily configured with most types of plumbing, according to the manufacturer. It can be used for outdoor work sites or special events to complete a portable

(continued)



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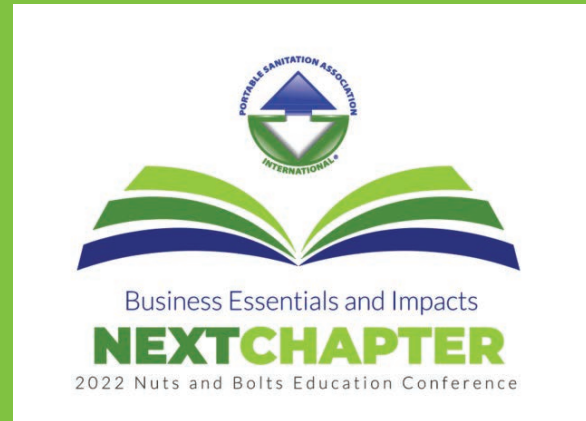


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▶ **PRODUCT SPOTLIGHT**

Service truck is designed for greater efficiency

By Tim Dobbins

Jeff Moravec was the co-owner of a restroom rental service that during his ownership expanded from 200 units to almost 4,000 when they sold the business after 13 years. As the business grew, he recognized a need for improved efficiency with service trucks, and PortaLogix was born.

“The PortaLogix service truck is a midsize truck that accommodates waste, water and the ability to carry up to six units all in one truck,” says Moravec, now co-owner of PortaLogix. “Our slogan is ‘One truck that does it all.’”

The idea came from Moravec running dispatch for their company. “We always seemed to be short on drivers and short on trucks,” he says. “That’s when I came up with something as simple as putting the water in the flatbed so I could get the best of everything and do the job with less people and less fleet.”

When designing the PortaLogix service truck, they used their firsthand experience to make it functional, yet easy to work with. “We started with three prototypes in my rental fleet and worked out many of the bugs before we started to build them for sale,” Moravec says.

The result is a service truck that utilizes a transverse waste tank and freshwater tank that doubles as the truck bed. It can carry 800 gallons of wastewater, 350 gallons of freshwater while transporting four to six standard size restrooms. PortaLogix trucks feature dual-side service allowing operators to access water drop points on all four corners of the bed. Customers can also choose between two-wheel drive or a four-wheel drive option.

The truck is designed in a fashion that equipment can be permanently stored on the vehicle, making emergency requests quick and efficient to handle. PortaLogix service trucks can also be driven without a CDL.

PortaLogix uses feedback from customers to improve and grow as a business.

“We are always taking customer feedback to improve the design and function annually,” Moravec says. “Feedback has been tremendously positive and many of our customers have helped us build our business along the way with their experiences and suggestions.” **585-484-7009; www.portalogix.com** ■



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