

PROMOTM

PORTABLE RESTROOM OPERATOR

May 2023
www.promonthly.com

DEODORIZER
Directory

Page 22

STRENGTH in Numbers

Family members and employees band together to reinvent a company after a founder dies and a sale falls through

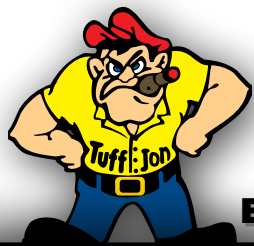
Page 14

ON LOCATION

Ohio's Tidy Tim's sets the pace for cleanliness while providing portable sanitation to the prestigious Little Brown Jug harness races

Page 24





TUFF-JON

Evansville's #1 Portable Toilet Rental and Sales

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

PORTABLE TOILETS • HOLDING TANKS • HAND WASH UNITS • ACCESSORIES

Tuff-Jon



TJ Shorty



Tuff-Jon III



TJ Kids



Inside View



Sink Lifting
Bracket



Containment Tray



We also carry:
Lifting Bracket Assemblies
Sky Heaters
Corner Shelves
Towel Dispensers
Hand Washers

100 Gallon Fresh
Water Supply
Tank



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

90 Gallon Free-Standing Sink
with optional Handicap Accessible Sink



TJ Junior Single Free
Standing Sink



TJ Handy Stand
Waterless Gel
Touch Dispensers



60 Gallon Rinse Tank



SERVING THE TRI-STATE AREA SINCE 1959

Toll Free: 1-800-843-9286 | 812-985-2630

Fax: 812-985-3671

Email: aschenk@tuff-jon.com

**VISIT US ONLINE AT
WWW.TUFF-JON.COM**

ASK US ABOUT RENTALS!

ECHO

Portable Toilets & Sinks



STRONG. SMART. DURABLE.

The **Safest, Easiest** Way To **Deodorize** Portable Toilets®



Powerful
Deodorizers



Fragrance
Enhancers



Cleaners &
Degreasers



Soaps &
Dispensers



PRO
Accessories

Call Us **Today!**
1-800-345-3303
706-743-1900



J&J Portable Sanitation Products

jjportable.com
info@jjportable.com

8 From the Editor: Vandalism Is Everywhere – Eating Into Your Profits

Recent news accounts show just how much damage is being done to your units. And it has to stop.

- Jim Kneiszel

10 @PROmonthly.com

Check out exclusive online content.

12 At Your Service: Where Is Your Next Great Employee Coming From?

Don't overlook your local trade school when seeking valuable connections in a difficult hiring environment.

- Jeff and Terri Wigley

14 PROFILE



Strength in Numbers

Family members and employees band together to reinvent a company after a founder dies and a sale falls through.

- Ken Wysocky

LEFT: Connecticut's A Royal Flush came back stronger than ever after a period of turmoil. Shown on the cover, from left, are COO Mauro DaSilva, Chairman Timothy Butler and Senior Vice President Kell Luf, in front of a Lang Specialty Trailers unit. (Photo by John Marinelli)

22 Deodorizer Directory

24 On Location: Thoroughbred Service

Ohio's Tidy Tim's sets the pace for cleanliness while providing portable sanitation to the prestigious Little Brown Jug harness races.

- Dee Goerge

28 Product Focus:

Odor Control

- Craig Mandli

32 PRO Business: The Technician Behind the Wheel May Be Your Best Recruiter

It's hard to find enough talented workers for your company. It's time to put your whole team on the task.

- Jeremy Eskenazi

34 Industry News

36 Product News - Product Spotlight:

Modular units provide freshwater with every flush

- Tim Dobbins

COMING NEXT MONTH — JUNE 2023

- **PROfile:** The power of planning
- **Take 5:** Up to 1,500 restrooms in six years



www.promonthly.com

Published monthly by



COLE Publishing Inc.
P.O. Box 220
Three Lakes, WI 54562

© Copyright 2023 COLE Publishing Inc.

No part may be reproduced without permission of the publisher.

In U.S. or Canada call toll-free 800-257-7222

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 715-350-8456 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 for digital reprint options and pricing. To order back issues, call Holly at 800-257-7222 or email holly.gensler@colepublishing.com.

SATELLITE IS YOUR

ONE STOP SHOP



Satellite Suites



Consolidate suppliers and streamline your process by purchasing through **Satellite Industries** to fulfill your portable sanitation business needs. Satellite provides all the products you need to keep your business running, your employees safe, and your customers happy. Our **Consumables Division** brings you a large variety of products such as toilet paper, paper towels, safety equipment, PPE, and more. Satellite is proud to be your One Stop Shop!





ROBINSON VACUUM TANKS

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

— OFFERING SALES, PARTS & SERVICE —

VISIT OUR WEBSITE TO SEE ALL AVAILABLE INVENTORY

Like Us On Facebook



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

ADVERTISER INDEX

AirVote	9
American Tank Company LLC.....	34
Armal, Inc.	31
Cam Spray.....	13
Century Chemical Corp.	33
Century Paper Products	23
Deal Assoc. Inc.	27
FlowMark Vacuum Trucks	37
FMC Advisors.....	19, 37
Fruitland Manufacturing.....	7
Imperial Industries, Inc.....	39
J&J Portable Sanitation Products.....	3
Johnny's Choice by Chemcorp Industries...	35

KeeVac Industries	10
McKee Technologies/Explorer Trailers ..	38
Milwaukee Rubber Products, Inc.	33
National Vacuum Equipment, Inc.	31
NuConcepts-Very Impressive Portables....	29
PolyJohn Enterprises Corp.	40
Portable Sanitation Association Intl.....	21
PortaLogix	27
Robinson Vacuum Tanks	6

ROEDA.....	35
Sansom Industries LLC	19
Satellite Industries	5
Screenco Systems LLC.....	29
Slate Pages	38
Surco® Portable Sanitation Products...	38
T blustar USA.....	17
T.S.F. Company, Inc.	2
Tank World Corp	23
Walex Products Company	11



PRO is FREE!

Subscribe/
Renew Online at
www.promonthly.com.



FRUITLAND

VACUUM PUMPS

A higher level of quality, reliability and performance to exceed your expectations and get the job done.



Vacuum Pumps

- Air & Fan Cooled
- Liquid Cooled
- Liquid Ring
- Build Packages
- Parts & Components



Engine Driven Systems

Gas, diesel, and electric drive systems are available for most of our pump models



Tank Components and Accessories

We offer a wide range of vacuum tank components available in steel, stainless, and aluminum



CONTACT US
(905) 662-6552
1-800-663-9003
sales@fruitland-mfg.com



www.fruitlandmanufacturing.com

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

Vandalism Is Everywhere — Eating Into Your Profits

Recent news accounts show just how much damage is being done to your units. And it has to stop.

As temperatures rise and restrooms start flying out of the yard with more regularity, you'll start to experience that most insidious profit killer: Vandalism. For some reason, portable restrooms have become a favorite target of juvenile delinquents and the frequency of incidents and cost of the damage seems to rise every year.

And it's no longer just annoying graffiti complaints that bring the units back for a scrubbing. Many PROs would yearn for the days when they simply had to remove Sharpie scribbles from their inventory. In recent years, reports of catastrophic damage of restrooms have been on the rise. Arson fires are a constant and growing problem. Vandals who forgot their matches rip off doors and panels, run over units with their trucks and push them over into rivers and lakes.

Contractors are more aggressive about seeking damage waivers to hold their customers responsible for how units are treated when in their possession. The paperwork and preaching about protecting against vandalism on work sites can be a productive solution to reducing your vandalism costs, but I'm sure you also write off plenty of damage to units over the course of a busy season.

Just in the past few months, news stories have been rife with examples of portable sanitation vandalism. Consider these recent media accounts:

RHODE ISLAND

Vandals dumped an ADA-compatible portable restroom into Carbuncle Pond and tipped over two others placed at the waterfront, causing an environmental issue and forcing the local town to pay at least \$2,500 for the destroyed unit. It was found floating offshore but was a total loss. The vandalism and resulting pollution concerns caused state officials to put off a fish-stocking program at the pond. "Our mission is to maintain these special places for wildlife habitat and for the public — meaning everyone in the public — to enjoy outdoor recreation, Environmental Department spokesman Michael Healey told a local media outlet. He said targeting the restroom for disabled people was "particularly low and mean and we do not accept this behavior."

TENNESSEE

Two restrooms on a construction site in Nashville were burned to the ground at a stated loss of \$1,300. Fortunately in this case, a witness and a nearby security camera identified 51-year-old Charles Baldon lighting

It probably offers little comfort to know you are not alone in facing financial losses and spending time cleaning up after vandals. ... I hope we can somehow stem the tide of this epidemic of damages that threaten the livelihood of so many PROs.

paper and starting the units on fire. Baldon was found carrying two lighters and a torch, and his jacket had burn marks on it from the fire. He was arrested on felony arson and vandalism charges.

PENNSYLVANIA

Vandals cut through the wall of a restroom, punctured the holding tank, spilling its contents where it was placed in Clymer Township near Westfield. Police were looking for anyone who had information about the damaged unit. They reported damage was \$2,000.

WISCONSIN

Restrooms weren't damaged by vandals in this case, but a federal crime was committed in units placed in Sun Prairie, near the state capitol of Madison. According to media accounts, a portable sanitation technician found piles of mail discarded in portable restrooms over a two-month period. Investigators traced the mail to U.S. Postal Service employee Steven Rosa, who admitted he went through the mail on his route looking for gift cards and cash, and stole \$245. He was convicted on a charge of mail theft and sentenced to two years of probation.

MARYLAND

In the small town of Woodsboro near Frederick, Maryland, officials fed up with constant vandalism decided to remove two portable restrooms that had been placed at a local park. According to local news accounts, a suspected group of young vandals dumped trash in the restrooms, damaged holding tanks, kicked in doors and tipped over the units. They also pulled toilet paper from the units and threw it into trees at the park. The town was expected to have to pay \$1,500 for each of the damaged toilets. In addition to the portable restrooms, vandals had done significant damage to the permanent bathrooms at the park.



Above: These units were tagged in a San Francisco park, unfortunately a common sight for service technicians. (File photo)

THE PROBLEM IS EVERYWHERE

I'm sure you could all add your own stories to the list of vandalism complaints seen here. And it probably offers little comfort to know you are not alone in facing financial losses and spending time cleaning up after vandals. However, I hope we can somehow stem the tide of this epidemic of damages that threaten the livelihood of so many PROs.

Keep working with your customers to find ways to reduce the risk of costly vandalism. That might be through placement of units to discourage people from going on these late-night sprees. Or by utilizing security cameras that are getting better and less expensive all the time. Or by teaming with local law enforcement on more consistent patrolling and tougher enforcement when vandals are captured.

OREGON CITY WILL ALLOW LONG-TERM RESTROOM PLACEMENTS

Last year I reported on an Albany, Oregon, church that was being forced to remove a restroom it placed in its parking lot for use by homeless people and others passing by. At the time, the city was facing complaints from neighbors who didn't want to look at the restroom in their neighborhood. Consequently they were exploring ways to restrict a temporary permit to continue offering the restroom. Their strategy was to deny long-term use of a portable restroom if it was placed within 300 feet of access to plumbing and a municipal sewer system, suggesting the church could build a permanent bathroom for the public. We all know that would be impractical, and that for this situation, a portable restroom is a perfect — and economical — solution.

At the time I stated my opinion that the city should opt for less regulation whenever possible and allow the Albany First Christian Church to use the restroom as they see fit. They were providing a necessary portable sanitation service and were monitoring the safety and conditions of the units between services by a local restroom provider. If one community can

ban portable restrooms because the neighbors don't like them, this sort of restriction could spread all over. And this would have an impact on business for all PROs.

I'm happy to report that the city pulled back from its strident position. The city council has unanimously approved an amendment to its code to allow long-term use of portable restrooms with no permit required. It's an answered prayer for church elder Ethel Ellingson, who had advocated for keeping the portable restroom for months.

"We keep it very clean. I just feel like we have the best toilet in town," she told the city council during its deliberations.

This may seem like an insignificant issue for PROs across the country. But it validates the importance of your work providing necessary sanitation services. If government officials cave to a few complaints from people who just don't want to see portable restrooms, many public visitors and construction site workers will not receive necessary relief. And PROs will experience eroding profits as it becomes more difficult to put restrooms where they need to be. ■

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

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

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

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

KeeVac Industries
303-789-9440

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

Portable Restroom Trucks

Septic & Grease Trucks

Slide-In Units

Call Today!

KeeVac Industries

866-789-9440
www.keevac.com

@PROmonthly.com

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

BAD MANAGEMENT

How You Might Be Contributing to Distracted Driving

Distracted driving is costly and, as portable restroom operators, you do what you can to make sure drivers remain engaged on the road and your insurance coverage remains stellar. However, there are a few things you can do in the office to tamp down on distracted driving. Find out how in this online article.

promonthly.com/featured



OVERHEARD ONLINE

“ This is what happens when A. we set an expectation and then fail to meet it, and B. we aren't making sure everyone in the organization is trained to the same customer experience standards and always playing the same tune together. Unfortunately, sometimes a bad review is earned. ”

— Make Sure Reality Meets Customer Expectation
promonthly.com/featured



SPRING CLEANING

5 Resources to Get Your Fleet in Top Shape

Spring is the harbinger of special events season for portable restroom operators. Get ahead of the business influx with spring cleaning and careful organization. Read this online article for five resources to get the most out of this spring's Big Clean.

promonthly.com/featured



SUCCESSION PLANNING

Don't Leave Employees in a Bind

You may be nowhere near considering selling your portable restroom operation, and your health may be the best it's ever been. That doesn't mean you can ignore exit planning for your business. In this online article, columnist Amanda Clark argues for proactive succession planning.

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

INTRODUCING

another innovation from Walex.



Dura-Blue™ is a non-staining color that will last longer in overused holding tanks where pH shifts are commonly found.

Dura-Blue™ is available exclusively in premium Walex liquids and Paks.





By Jeff and Terri Wigley

Where Is Your Next Great Employee Coming From?

Don't overlook your local trade school when seeking valuable connections in a difficult hiring environment

QUESTION: Our company has been in constant search for employees over the last two years. We have heard that trade schools may be an option. Could you provide some information about these organizations and suggest ways in which we could recruit their graduates?

ANSWER: Trade schools, also known as technical schools or vocational schools, can be an excellent resource in providing trained and qualified employees for your company. Often not publicized in comparison to colleges, trade schools present opportunities for PROs to recruit highly skilled and trained personnel in a variety of fields.

WHAT IS A TRADE SCHOOL?

A trade school is an educational institution designed to train students for a specific job in a specific skilled trade career.

Examples of vocational training and careers are varied and numerous. From the more traditional fields of electrical, plumbing, welding, engine repair, driving, cosmetology and culinary arts to the growing careers in nursing, paralegal, cyber security, and criminal justice. Trained personnel in these fields are invaluable in today's world. We will focus on the areas of truck driving, truck mechanical repair, administration, and computer science skills later in this column.

WHAT ARE THE ADVANTAGES OF THESE SCHOOLS?

Among the many advantages of trade schools are:

- The curriculum is focused on a single career path, and therefore completion of the program is much faster than a traditional college degree. Depending on the specific program and field of study, some certificates can be completed within a year or two years at the most.
- Student loan debt is significantly less than that of the average four-year collegiate program.
- Smaller class sizes and instructors with real-world experience in their specific field provide for greater expertise in the student's area of study.
- In some instances, classes are offered in the evenings so students can work part-time or full-time during the day.

Offer to serve as a guest speaker in classes where future employees could be attending. Whether it would be truck driving or administrative support, students enjoy hearing from those in "the business world" as opposed to those in academia.

- Online programs in areas such as business and computer science also allow for work during the day and education in the evening.
- Given the high demand for employees in recent years, trade school graduates have high rates of hiring upon completion of their program.

WHAT PROGRAMS COULD BE OF INTEREST TO PROS?

• Truck Driving

Depending on the school, truck driving may be an area of study and part of the curriculum. Over the Road driving is the most common position for new truck drivers but the opportunity for a local driving position in your company is certainly a possibility. Investigate these programs at your local trade schools.

• Truck Mechanic

In-house repair and maintenance of your fleet can save time and money. New graduates in these programs could improve preventive maintenance programs even if your company has established vendors that perform major repairs on your equipment.

• Administrative Professionals

Licensure is a major component in most trade schools and the Certified Administrative Professional is one of the most common for those seeking administrative careers. The major components of this certificate include accounting, payroll, marketing, customer service and billing. Hiring a graduate with a CAP certificate could certainly be beneficial to your company.

• Computer Science

Whether available online or on the trade school campus, most basic programs prepare the graduates with expertise involving websites, system security, databases and office technology. In today's business environment, having personnel with the latest training in these areas is crucial.

HOW CAN YOUR COMPANY RECRUIT AND BECOME INVOLVED WITH A TRADE SCHOOL?

There are more than 1,500 trade schools and vocational programs in the United States and www.findmytradeschool.com includes a database to locate these facilities. Information regarding academic requirements, accreditation, areas of concentration and general information is available for each school. Find a program and a facility that is of interest in your area and make the contact.

Once you find a program that educates students in areas that would benefit your company, consider establishing an educational partnership with this school. Here are several ideas to consider:

- Offer to serve as a guest speaker in classes where future employees could be attending. Whether it would be truck driving or administrative support, students enjoy hearing from those in "the business world" as opposed to those in academia.
- Offer internships. Students studying truck maintenance and repair, for example, could work on your fleet and gain experience in this area. Your company would benefit from this work while also building the relationship with these students who might one day become employees.
- Attend job fairs. You can showcase your company while also recruiting potential employees with skills specifically needed by your company. Job fair attendees also pass on referrals to other job seekers about your company and your company's job needs.
- Offer competitive benefits. Trade school attendees are seeking immediate positions with career opportunities. Show them your company is seeking to reward long-term employees.

FINAL THOUGHTS

Portable sanitation is an essential, stable and necessary industry ideally suited to the jobs for which trade schools provide training. By establishing a relationship with a trade school, a PRO can become a resource for on-the-job training as well as the beneficiary of excellent job candidates. Often overlooked and misunderstood, trade schools can be a source of finding well-trained, long-term employees for your company. ■

Have a story idea?

» Email us at editor@promonthly.com



WORKING WELL UNDER PRESSURE

Building Drain and Sewer Equipment since 1981.

NEW



4008H Power Unit

±8 gpm @ 4000 psi ±400' x 3/8" Jet Hose on DC Powered Reel

±800 cc EFI Honda Engine

Just Add A Tank!

Call for Quote



3012H Power Unit

±12 gpm @ 3000 psi ±400' x 1/2" Jet Hose on DC Powered Reel

±800 cc EFI Honda Engine

Call for Quote

NEW



4008H Compact Skid

±8 gpm @ 4000 psi ±400' x 3/8" Jet Hose on DC Powered Reel

±800 cc EFI Honda Engine

(100 GALLON TANK)

Call for Quote



3012H Compact Skid

±12 gpm @ 3000 psi ±400' x 1/2" Jet Hose on DC Powered Reel

±800 cc EFI Honda Engine

(100 GALLON TANK)

Call for Quote

NEW



RCJ4008H

±8 gpm @ 4000 psi ±200' x 3/8" Jet Hose on Manual Reel

±800 cc EFI Honda Engine

Call for Quote



LJ4008H

±8 gpm @ 4000 psi ±200' x 3/8" Jet Hose on Manual Reel

±800 cc EFI Honda Engine

(NARROW DESIGN)

Call for Quote



VM4008H

±8 gpm @ 4000 psi ±50' x 3/8" Washdown Hose on DC Reel

±690 cc Honda Engine

Call for Quote



CV4008H-HOT

±8 gpm @ 4000 psi ±400' x 3/8" Jet Hose on DC Reel

±690 cc Honda Engine

Call for Quote

TRAILER MODELS AVAILABLE
through 25 gpm @ 4000 psi

All Jets Shown Come with Pulse Valve, 2 Jet Nozzles, Tool Box, Gloves, Safety Glasses, Tip Cleaner, Tiger Tail, Wash Down Trigger Gun with Nozzles.

Pressure Washers & Drain Jetting Equipment

We Build Electric, Gas and Diesel powered models up to 4000 psi, flows up to 40 gallons per minute. Don't see exactly what you want... We will custom build exactly what you want!

800-648-5011 | www.camspray.com | sales@camspray.com



STRENGTH in Numbers

Family members and employees band together to reinvent a company after a founder dies and a sale falls through

By Ken Wysocky



A Royal Flush Inc. Bridgeport, Connecticut

Owners: Tim Butler and Mauro DaSilva

Founded: 1992

Employees: 120

Services: Portable sanitation

Service Area: Connecticut, Massachusetts, New York, Pennsylvania, New Jersey, South Carolina and Florida

Website: www.royalflush.com

In 2017, A Royal Flush — a portable sanitation company in Bridgeport, Connecticut — was rocked to its core by the death of Bill Malone, one of its founders and a driving force behind the well-established business.

“Bill’s death left the company in turmoil and disarray because he was the president and No. 1 sales guy — the true spirit behind the company,” says Tim Butler, also a founding member of the business and now its chairman of the board and general counsel.

“A lot of our employees — and even our competitors — thought the company would fold without him,” he continues. “Both personally and professionally, it was very hard on everyone. It truly was a tragedy.”

An offer from a national site-services company to buy A Royal Flush, which came on the heels of an earlier offer that Malone had rejected, only added to the tumult as employees feared for their jobs if the sale was approved.

But Butler rejected the purchase offer, deciding it wasn’t in the best interests of the company or its

employees, who were emotionally distraught about the prospects of an acquisition.

And despite all the upheaval, A Royal Flush emerged intact and now is stronger than ever. Its journey from those dark days to the prosperous present testifies to the power of something many portable restroom operators can appreciate: family.

TRUE FAMILY AFFAIR

The catalyst for the company’s revival was a decision by Butler and two of his brothers (who were semiretired at the time), Thomas and David, to band together and pull the company out of its tailspin. Thomas and David Butler became the company’s chief executive officer and chief financial officer, respectively.

“We met and decided that our family would take on a rebuild of the company and invest in it for the future of not only our family, but for our many long-term employees,” Butler says. “We have many multi-generational employees — people whose children

Right: COO Mauro DaSilva (left) and technician James Eason apply new stickers to Satellite Tufway restrooms in the company yard.

and nieces and nephews work here,” he explains. “It’s a family-operated and family-run company in the truest sense of the word.”

The new management team had its work cut out for it. A fleet of 50 or so trucks and its restroom inventory were aging and needed upgrades, as did restroom trailers and software systems that ran sales and marketing operations. The website was antiquated, too, Butler says.

So the company refinanced its debt and Butler made what he calls “a major reinvestment” in the company.

“It was a big-gulp moment,” he says. “But the outpouring of support I received from employees who I’d been working with for decades, backed by Mauro (co-owner Mauro DaSilva, a founder of the company and now its chief operating officer) and my family, truly moved me to make the commitment.

The takeaway here for other portable sanitation contractors? Have a succession plan in place.

“You never know what’s going to happen,” he says.

NEW FLEET EMERGES

One of the biggest investments centered on renewing the truck fleet. The company replaced about one-third of the trucks annually and over the ensuing years, the fleet grew to about 75 trucks.

Most of the trucks were built by Robinson Vacuum Tanks on Kenworth chassis with 1,500-gallon waste/500-gallon aluminum tanks, vacuum pumps from Masport and water pumps from AMT Pump Co. (a Gorman-Rupp company) for washdown jetters.

The company also runs Ford F-600 trucks that feature either a 700-gallon waste/300-gallon freshwater steel tank paired with a 270 cfm blower from National Vacuum Equipment or a 775-gallon waste/400-gallon freshwater stainless steel tank paired with a 210 cfm NVE vacuum pump, all built out by Imperial Industries.

In addition, the company also owns seven slide-in units made by KeeVac Industries Inc., mounted on a 2019 Ford F-350 chassis and featuring 400-gallon waste/200-gallon freshwater aluminum tanks, Conde vacuum pumps (Westmoor Ltd.) and Shurflo water pumps from Pentair.

DaSilva says the company now replaces trucks on a 7-year cycle because older trucks require too much recurring upkeep and repairs that get increasingly expensive after warranties expire. The company strives to keep tanks for 21 years, he says.

The company also brought thousands of new restrooms, mostly Tufway units from Satellite Industries and new restroom trailers from JAG

Mobile Solutions, Lang Specialty Trailers, Black Tie Products and Advanced Containment Systems Inc..

The company now owns about 10,000 restrooms and 65 restroom trailers, plus handwash stations from Satellite, construction high-rise restrooms from PolyJohn Enterprises Corp. and Explorer delivery trailers from McKee Technologies Inc.

EXPANSION PLANS

In addition, the company invested in a new service-management software platform from ServiceCore and a customer-relationship management platform from HubSpot, Butler says.

“We have a lot of accounts and serve customers in seven different marketplaces,” he explains. “So to control and manage marketing in so many different places, we needed a robust system to manage email marketing, our web presence, Google ads and social media marketing.”

The company also grew geographically in the first five years under new management, with significant market expansions within states it served before the company makeover: Connecticut, New York and New Jersey, Butler says.

“Now we’re expanding into the southeast states to add some diversity and be less dependent on one



“If someone comes up with a great idea, we’re always willing to consider it. That builds employee buy-in and pride in their work.”

KELLY LUF



Above: Technician James Eason services a Satellite Industries restroom using a vacuum truck carrying a tank from Amthor and running a Masport pump.



Above: This new unit from Lang Specialty Trailers has been popular for backyard weddings and commercial work in A Royal Flush's territory in the Northeast.

region of the country," Butler says. "When business in the northeast slows down during winter, we have the ability to move assets down south and take advantage of the better climate down there.

"Then we move the assets back up when things slow down in the South during the hot summer months."

Isn't that expensive? Yes, Butler says, but not as expensive as having inventory sit idle for five or six months during winter.

SERVICE IS EVERYTHING

When Butler, DaSilva, Malone and two other investors (who have since retired) started the company in 1992, they owned just two trucks and worked out of a construction trailer. What primarily drove such exponential growth? Two words: customer service.

"The math is very simple: We need to charge prices that are high enough to ensure we cover our costs, plus earn a fair profit margin so we can reinvest in our people and equipment."

KELLY LUF

"Our company also has grown on the backs of the employees that provide that customer service," he adds. "I'm very grateful for that because without that customer service, we wouldn't have grown to where we are."

Butler agrees that every company says it provides great customer service. On the other hand, few deliver it, he notes.

So how does A Royal Flush define great customer service?

It means that employees have

the emotional intelligence to always look out for customers, whether it's ensuring restrooms are clean or that they're set up in easy-to-access locations.

"Our drivers treat the restrooms like they're located at their families' homes or businesses," he adds. "They do an exceptional job. And I know from experience that when companies switch restroom providers, they don't usually change suppliers because of price — they do so because they want better customer service."

The company instills a service mindset through solid initial training and random spot-checks of restrooms. It also hired a dedicated customer service manager, Shelly Hernandez, nearly two years ago to deal with customer issues, Butler says.

Left: In the office, Shelly Hernandez, standing, and Millenia Figueras review the day's routes for A Royal Flush drivers.





PATENTED
rapidLoo
STAR

**SPECIAL
DEAL!**

Designed for:



Big
events



Construction
sites



Natural
disasters

Buy 80 RapidLoo STAR

We pay the shipping straight to your company!

ASSEMBLY INCLUDED: The RAPIDLOO STAR components are already pre-assembled and thanks to its patented system you can assemble them in less than 3 minutes.



Scan to discover the
Rapidloo Star features



www.tblustar.com

T Blustar USA Sales Department

E-mail: sales.us@tblustar.com

Mobile: +1 (260) 600-4441



Above: Technician Sebastiao Texiera performs maintenance on a Black Tie Products restroom trailer.

“That was one of the best things we’ve done since we started running the company,” he says.

RECRUITING WORKERS

Kelly Luf, senior vice president, says the company’s employees are key to its customer service.

How does the company find employees in a tight labor market and in an industry where it’s notoriously difficult to find workers? Luf says referrals from existing employees is a great resource.

“If they’re great employees and they refer someone, there’s a higher level of accountability there,” she says.

In addition, the company offers bonuses to employees, from frontline technicians to sales people, all based on different performance metrics.

“When you reward people, the work gets done and done well,” Luf notes.

The company also retains employees by publicly recognizing people, which inspires other employees to do great work.

“We have a very positive employee culture because it’s a family-run business and everyone has opportunities to contribute,” she says. “If someone comes up with a great idea, we’re always willing to consider it. That builds employee buy-in and pride in their work.”

SLOW AND STEADY

Butler says a company that’s not growing is dying. So management will push for continued growth, but in moderate and controlled fashion, both within its current northeastern markets and in southern states where the company has already established beachheads.

“We possibly might move a bit west as well,” he says. “But we’ll do it in a measured way for both new markets and existing markets. Growth should be a well-planned and well-executed process.”

As Butler looks back at the traumatic last five years, he’s gratified how the company emerged from a potential disaster.

“It’s an amazing story and living it has been quite a trip,” he says. “My father (Thomas Butler Sr.) always dreamed that we’d all come together and run a business, so this is very special — especially since he’s here to see it.” ■

MORE INFO

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

AMT Pump Company
888-268-7867
www.amtpump.com

Black Tie Products, LLC
877-253-3533
www.blacktieproducts.com

Gorman-Rupp Company
419-755-1011
www.GRPPumps.com

Imperial Industries, Inc.
800-558-2945
www.imperialind.com
See ad, page 39

JAG Mobile Solutions
800-815-2557
www.jagmobilesolutions.com

KeeVac Industries Inc.
866-789-9440
www.keevac.com
See ad, page 10

Kenworth Truck Co.
425-828-5551
www.kenworth.com

Lang Specialty Trailers
724-972-6590
www.langrestroomtrailers.com

Masport, Inc.
800-228-4510
www.masportpump.com

McKee Technologies - Explorer Trailers
866-457-5425
www.mckeetechnologies.com
See ad, page 38

National Vacuum Equipment, Inc.
800-253-5500
www.natvac.com
See ad, page 31

Pentair
888-416-9513
www.femyers.com

PolyJohn
800-292-1305
www.polyjohn.com
See ad, page 40

Robinson Vacuum Tanks Inc.
814-933-0927
www.robinson tanks.com
See ad, page 6

ServiceCore
844-336-0611
www.servicecore.com

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



EXPERT REPRESENTATION DURING THE SALE OF YOUR BUSINESS

*"It was a pleasure working with Damon and his staff on selling our company.
He and his team were professional and the process was seamless"*



DAMON POWELL
407-765-9440



ED MEDVIC
727-486-0306



- ✓ 150+ closed transactions
- ✓ 70 years combined industry experience
- ✓ Free consultations
- ✓ Zero upfront cost

www.FMCadvisors.com



Sansom



STANDARD on all Sansom portable restrooms:

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



MAX

- Wheelchair Accessible
- 35 & 75 Gallon Tanks Available
- Gray & blue in stock for immediate delivery



RAM



Zenith



Innovation • Excellence • Durability
The QUALITY you deserve.

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

➤ PRICE SERVICES TO ENSURE PROFIT

In markets where pricing for restroom rentals is cutthroat, it's tempting for portable restroom operators to match competitors' prices in order to keep customers in the fold — especially large clients.

But management at A Royal Flush, based in Bridgeport, Connecticut, soundly rejects that philosophy because less revenue means less money to invest in employees and equipment. In fact, the company lost a major contract to provide restrooms for the New York Marathon, a huge special event, because the client wanted a lower price.

It was difficult to decline the request because A Royal Flush had provided restrooms for the massive event for 27 years. To handle the event, which features more than 50,000 runners cheered on by approximately 3 million spectators, typically required more than 2,400 restrooms, several restroom trailers, more than 50 employees and 20 service trucks, says Kelly Luf, senior vice president.

"We don't believe in racing to the bottom on prices," she says. "We're very cognizant that we need to provide a healthy working wage and bright career paths for our team. So the math is very simple: We need to charge prices that are high

enough to ensure we cover our costs, plus earn a fair profit margin so we can reinvest in our people and equipment."

Luf says the company's prices enable it to provide a superior customer experience because it can pay employees more, which leads to lower turnover. The end result? A staff with a wealth of experience in the industry, and a strong interest in providing great service.

The marathon contract was lucrative, but Luf says the company provided such a high level of service that while the invoice total looked great, the company lost money on the event.

"We lost money because of the amount of logistics and frontline support we provided," Luf explains. "While it was a banner event for us for so many years, we ultimately couldn't offer that level of service at the price they wanted without losing money."

"We miss working with them and we'd love to see our units back on that course some day," she adds. "But we're just not in a position where we can do that and lose money."

And in the end, losing the marathon contract freed up time and restroom inventory to work with new clients and "create an even more robust peak season" of special-event work, she says. (In peak season, special events generate about half of the company's business.)



Above: The customer service and sales team is in constant collaboration at A Royal Flush. Shown, clockwise from left, are Kiesha Young, customer excellence specialist; Deanna Forlastro, senior inside sales executive; Kelly Luf, senior vice president; and Amanda Luf, customer excellence specialist.

MAKE YOUR COMPANY STRONGER WITH PSAI

Our vision is a world in which clean and safe sanitation is available to all.

JOIN TO GET MEMBER PRICING ON ALL EVENTS

Smart people in the portable sanitation industry connect through PSAI's Virtual Roundtable sessions and Virtual Training, in addition to our in-person conferences.

Other member benefits include:

- Industry-specific news and resources
- Location-based online directory (operators and suppliers)
- Scholarship program for employees/family of member companies
- Purchasing program
- Health insurance program



Better worksites
Better weekends
Better world



Check Out Our Event
Calendar & Register!

PORTABLE SANITATION ASSOCIATION INTERNATIONAL

UPCOMING VIRTUAL TRAINING

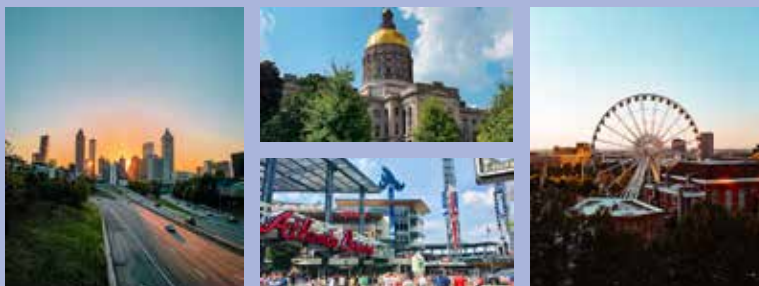
May 16, 2023 8 am CDT	Preparing for Weather Extremes
June 6, 2023 10 am CDT	Transportation & Logistics, Basic Service Technician Training Series Pt. 1
June 13, 2023 10 am CDT	Servicing & Maintaining, Basic Service Technician Training Series Pt. 2
June 20, 2023 10 am CDT	Health, Safety & Professional Excellence, Basic Service Technician Training Series Pt. 3
July 18, 2023 10 am CDT	Portable Sanitation & Special Events
Aug. 22, 2023 10 am CDT	Portable Sanitation & Work Sites
Sept. 19, 2023 10 am CDT	Preparing for Weather Extremes

UPCOMING EVENTS

2023 NUTS AND BOLTS EDUCATIONAL CONFERENCE

OCTOBER 31–NOVEMBER 3, 2023

Hyatt Regency Atlanta Perimeter at Villa Christina | Atlanta, Georgia



2024 ANNUAL CONVENTION & TRADE SHOW

FEBRUARY 12-14, 2024

Daytona Grande Oceanfront Hotel | Daytona, Florida



2023

DEODORIZER

DIRECTORY



		Manufacturer	Distributor	Liquid	Pellets	Packets	Pucks	Others	Scents	Graffiti Remover
Ad on page 33	Century Chemical Corp. 28790 CR 20 W, Elkhart, IN 46517 800-348-3505 • 574-293-9521 • (f) 574-522-5723 sales@centurychemical.com • www.centurychemical.com	✓		✓		✓		Masking agent, pump oil additive, urinal blocks/ screens, grease trap treatment, degreaser, all purpose cleaner	Wild Cherry, Grape, Bubble Gum, Vanilla, Fresh/N Clean, Orange, Apple Cinnamon, Mulberry, Pina Colada, Baby Powder	✓
Ad on page 3	J&J Portable Sanitation Products PO Box 614, Crawford, GA 30630 800-345-3303 • 706-743-1900 • (f) 706-743-7515 info@jjportable.com • www.jjportable.com	✓		✓	✓	✓	✓	Fragrance Enhancers	Bubble Gum, Baby Powder, Cherry, Cinnamon Stick, Citrus Fresh, Citrus Spice, Citronella Plus, Coconilla, Flower Power, Fresh Blossom, Fresh & Clean, Honeysuckle, Lavender Breeze, Lemon Fresh, Linen Sky, Mango, Mango Mountain, Mountain Breeze, Mulberry, Spice, Tahiti Breeze, Tahiti Coconut, Tangerine	✓
Ad on page 35	Johnny's Choice by Chemcorp 5730 Coopers Ave., Unit 19, Mississauga, ON L4Z 2E9 905-712-8335 info@johnnyschoice.com • www.johnnyschoice.com	✓		✓		✓		Grand Disks, Urinal Screens	Bubble Gum, Cherry, Citrus, Grape, Fresh Air, Hawaiian Breeze, Mulberry	✓
Ad on page 40	PolyJohn 2500 Gaspar Ave., Whiting, IN 46394 800-292-1305 • 219-659-1152 www.polyjohn.com		✓	✓	✓	✓	✓		Bubble Gum, Cherry, Mulberry	✓
	PortaClear / NRP Group 9131 E 37th St. N, Wichita, KS 67226 316-303-0505 info@portaclear.com • www.portaclear.com	✓	✓	✓				TrailerClear - Restroom Trailer Tank Odor, CabinClear - Toilet Cabin Odor / Light Cleaning, PumperClear - Pumper Waste Tank Odor, Concentrate Blending Center	Cherry, Bubble Gum, Lavender	
Ad on page 5	Safe-T-Fresh, by Satellite Industries 2530 Xenium Ln. N, Minneapolis, MN 55441-3695 800-883-1123 information@satelliteindustries.com • www.satelliteindustries.com/deodorizers	✓	✓	✓		✓	✓	Hand Care - Soap and Sanitizer, Air Freshener Straps and Disks, Urinal Screen, Pump Oil Odor Counteractant, Fragrance Spray, All Purpose Cleaners, Urinal Blocks, Toilet Wash, Disinfectant Spray, Water Treatment, Accessories, Toilet Paper, Paper Towels, Safety and PPE equipment	Cherry, Bubble Gum, Lavender, Mulberry, Coconut Cream, Razzleberry, Fresh & Clean, Hot Cinnamon, Lemon, Cucumber Melon	✓
Ads on page 38	Surco Portable Sanitation Products 292 Alpha Dr., Pittsburgh, PA 15238 800-556-0111 • 412-789-8683 • (f) 412-252-1010 tonyar@surco.com • www.surco.com	✓		✓				Scent Spray, Air Freshener Straps, Urinal Screens, Pump oil odor counteractant, odor control granuals, Fragrance Oil Spray, Wafer Fragrance Blocks	Xtreme Clean, Cherry, Mulberry, Lavender, Grapefruit, Cinnamon, Bubblegum, Sanitizing Scent Spray, Custom Fragrances	✓
Ad on page 11	Walex Products Company, Inc. 1949 Popular Street NE, Leland, NC 28451 800-338-3155 • 910-371-2242 info@walex.com • www.walex.com	✓	✓	✓		✓		Waterless Urinal Treatment, Urinal Screens, Deo-Discs, Fragrance Spray Washdown Cleaner	Beechwood, Blue Volcano, Bubble Gum, Cherry, Cinnamon, Citrifresh, Citronex, Fantasy, Lemon, Lemon Lime, Mango, Mulberry, Power Punch, Strawberry, Spearmint, Sunglow, Tangerine, Wild Flower, Eclipse, Orient Express, Mint, Pina Colada, Dark Ice	✓



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 ••

**NEED SOMETHING
WANT SOMETHING
SELLING SOMETHING**

**We have somethings
and more**

IN THE CLASSIFIEDS!

Check it out in each issue of PRO magazine
or go to PROmonthly.com/classifieds

Reach **5,500** dedicated professionals each month in PRO!

Tank World Corp

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

**QUALITY, PRIDE, AND
LASTING RELATIONSHIPS**



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

Below: The Little Brown Jug races are part of the Triple Crown of Harness Racing, drawing huge crowds and big service for the team at Tidy Tim's. (Photos by J.D. Pooley)



THOROUGHbred Service

Ohio's Tidy Tim's sets the pace for cleanliness while providing portable sanitation to the prestigious Little Brown Jug harness races

By Dee Goerge



ON LOCATION

- » **THE JOB:**
Little Brown Jug at the Delaware County Fair
- » **LOCATION:**
Delaware, Ohio
- » **THE PRO:**
Tidy Tim's Inc.,
Mount Gilead, Ohio

THE TEAM

It definitely takes a team to successfully service restrooms at the Little Brown Jug harness racing event at the Delaware County Fairgrounds, says Kyle Hack. It's the biggest event of the year for Tidy Tim's Inc., a portable restroom and septic service business his parents Tim and Patty Hack started in 1995.

The workers on the fairgrounds for more than a week are typically members of the Hack family. Kyle and his sister Katie Gossett are currently going through succession planning taking over the family business, with the help of their spouses Chelsey Hack and Zach Gossett. But the other six employees in the business are just as important to keep up with Tidy Tim's other work servicing

construction site portable restrooms as well as septic tank pumping, Kyle Hack emphasizes.

"We couldn't do it without the people who are out there picking up the slack," he says. That was important when Hack approached organizers in 2017 with a bid that won out over a large company that previously held the Little Brown Jug contract. Since then, Tidy Tim's signed a second contract for additional years.

THE MAIN EVENT

The Little Brown Jug event started 85 years ago, when the fairgrounds were moved to Delaware, Ohio, and the track with its steep banks was designed to be fast, which is appreciated by participants and fans. Part of the Triple Crown of



Below: Chelsey Hack in the cab of a vacuum truck from Best Enterprises and running a National Vacuum Equipment pump, checks in with husband Kyle Hack in the golf cart on the grounds of the Delaware County Fair.



Above: Kyle Hack puts up a sign for a mother/infant station he built for Tidy Tim's and is set up at the Delaware County Fairgrounds. The second photo shows the interior of the custom-built unit.

Harness Racing, it is said to be the fastest half-mile track in the world and a premier pacing classic for 3-year-old pacing standardbred horses.

Held for five days during the third week in September, it attracts up to 40,000 spectators for Thursday's main event, Jug Day. Many spectators travel from Canada, and Hack has met people from other countries such as Australia. By Thursday, the Tidy Tim's team has been servicing restrooms since the Saturday before when the Delaware County Fair begins. After the weekend and early part of the week, the fair transitions into race mode. "It's a rocking place. The busiest time is Tuesday night through Thursday night," Hack says.

BY THE NUMBERS

Taking care of the large crowd requires 100 Satellite Industries Maxim 3000 units, and 20 Satellite Liberty ADA units, all with hand sanitizers. A couple of Satellite hand-wash units are placed near the livestock area and restrooms are set up to augment the fairground's permanent bathroom facilities.

A 10-stall JAG Mobile Solutions trailer serves as VIP facilities on top of Pavilion Hill. Three other multistall homebuilt trailers are set up in other locations. A good portion of the restrooms are set up to serve campers on sites around the fairgrounds. Fair staff handles the paperwork and lets the Tidy Tim's crew know where camper customers are located.

CAMPER PUMPING SERVICES

Many campers are self-contained and need pumping services during the event. Tidy Tim's posts flyers in restrooms and around the grounds with

"The most consistent challenge is moving from place to place. It's a sea of people and a nonstop party. We put the strobe lights on and do the best we can."

KYLE HACK

their number and pumping information. When they get a call, they schedule in the service along with the restrooms in the camping area starting around 8 a.m. "Sometimes people flag us down and we add them to the list," Hack says. "We are contracted to be there until noon, but we stay longer if there's demand."

Access can be challenging as campers are not parked in a straight row. Trucks carry 60 feet of hose to reach campers far from the access road where the truck is parked. Customers must be present and pay the driver when campers are pumped. The system has worked out pretty well, Hack says, except for one year when there was a heavy rain and the trucks couldn't get to campers that were parked along grass aisles.

LET'S ROLL

Though the system was well organized for setting up restrooms when they first started, Tidy Tim's has made a few tweaks over the years. Hack recalls the first year driving up Pavilion Hill's narrow path and setting up the JAG trailer. The tricky part was squeezing it in place between massive tents set up for a dinner and concert. Now, drivers make sure to place the trailer before the tents are put up. Early setup is helpful in other areas as well.



Right: From left, Kyle Hack, Chelsey Hack, Tim Hack and Zach Gossett pause for a photo during the Little Brown Jug event. The restroom trailer was built by Tidy Tim's.



"They gave us a staging area, and a week in advance we can start dropping off restrooms," Hack says, noting their business is 40 minutes away from the fairgrounds. Using 16-foot F.M. Manufacturing and 10-unit homebuilt transport trailers, drivers can drop off restrooms when it's convenient with their routes. Then just before the event, the restrooms and hand-wash stations are moved into place.

An onsite dump is also helpful as well, and Hack is given a camping site for a trailer with supplies and the trucks they use. The two Kenworth trucks (2005 and 2016) were built by Best Enterprises, with 1,100-gallon wastewater/400-gallon freshwater stainless steel tanks and National Vacuum Equipment pumps. A 2018 4WD Ram pickup repurposed with an old 700-gallon waste/250-gallon freshwater steel tank is available if a lighter vehicle is needed for muddy conditions. The fairgrounds also provides a golf cart for workers to haul supplies to stock restrooms.

Two Tidy Tim's teams with two trucks service the fair area at night. Then, during the day they service campground restrooms and campers. "The most consistent challenge is moving from place to place. It's a sea of people and a nonstop party," Hack says. "We put the strobe lights on and do the best we can."

WRAPPING IT UP

As with setting up, Tidy Tim's takes its time hauling restrooms back to the yard in Mount Gilead, Ohio. It's easier to wait until tents have been removed before moving the JAG trailer. Since campers often linger at the event, the private units are the last to be removed. In just a few years, the team has gotten to know many of the people that attend the Little Brown Jug race.

"It's a good time and a good way to cap off our event season," Hack says. ■

MORE INFO

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

F.M. Manufacturing, Inc.
877-889-2246
www.fmmfg.com

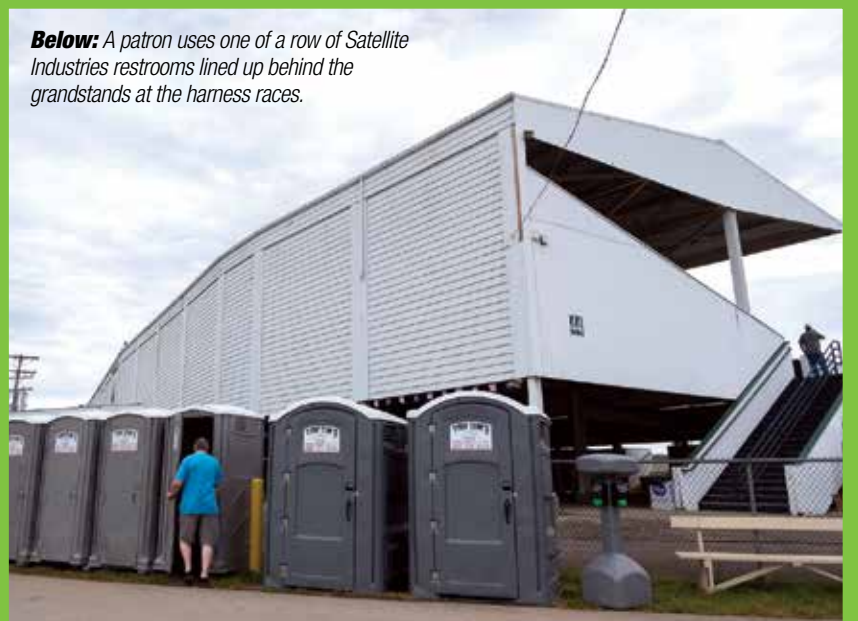
JAG Mobile Solutions
800-815-2557
www.jagmobilesolutions.com

Kenworth
425-828-5551
www.kenworth.com

National Vacuum Equipment, Inc.
800-253-5500
www.natvac.com
See ad, page 31

Satellite Industries
800-883-1123
www.satelliteindustries.com
See ad, page 5

Below: A patron uses one of a row of Satellite Industries restrooms lined up behind the grandstands at the harness races.





Why
Buy 2 Trucks
when
1 TRUCK
Does It
ALL

350 Gallons
of Freshwater
in the FLATBED



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



**FEATURED
IN AN ARTICLE?**

Make the most of it!

REPRINTS AVAILABLE:

Electronic reprints

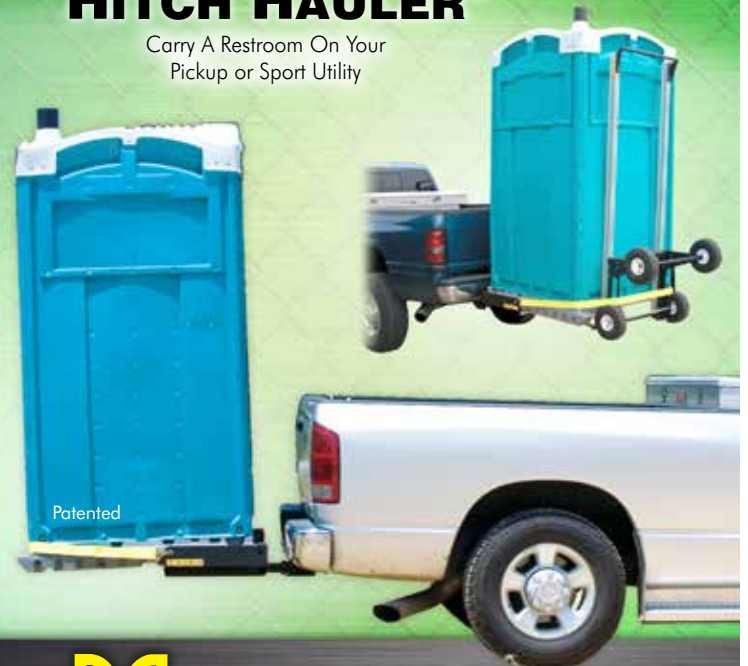


Go To PROmonthly.com/order/reprint
for articles and pricing

EASILY MOVE RESTROOMS

HITCH HAULER™

Carry A Restroom On Your
Pickup or Sport Utility



DA
Deal Assoc. Inc.

Toll Free: **866.599.3325**
www.DealAssoc.com

ODOR CONTROL

By Craig Mandli

GRAFFITI REMOVAL



CENTURY CHEMICAL GRAFFITI WIPES

Century Chemical Graffiti Wipes are used for quick, easy cleanup of ink on non-porous surfaces. Portable restrooms, wash stations and partitions can be wiped with this coarse, yet scratch-resistant fabric for simple cleaning. They are less harmful to users and surfaces than other graffiti removers, according to the maker. Premoistened with an environmentally friendly and biodegradable cleaning formula, they remove paints (including enamel), inks and even permanent markers. A quick swipe with one cloth will dissolve unwanted paint and graffiti. **800-348-3505;**

www.centurychemical.com

POLYJOHN PRO'S CHOICE LIQUID GRAFFITI REMOVER

PRO's Choice Liquid Graffiti Remover from **PolyJohn** is formulated to remove paints, inks, crayons, lipstick and other marks from portable sanitation equipment. It may be used on most surfaces including brick, glass, ceramic tile, porcelain, marble, ceramic, Formica, terrazzo, enamels, brass, aluminum, steel, chrome, vinyl, painted and others. The product is sprayed on the surface and wiped off. **800-292-1305;**

www.polyjohn.com



SATELLITE GRAFFIX

Satellite's Graffix is a powerful solvent that removes graffiti and other types of markings from various surfaces. It dissolves spray paint, permanent markers and other types of vandalism marks without harming the original surface or leaving residue. The liquid-gel formulation adheres to vertical surfaces without running and is designed to remove multiple layers of oil and latex paints from various substrates, including HDPE, wood, brick, stone or metal. It is simple to use with no mixing required. Apply liquid-gel onto the affected area, wait a few minutes and wipe with

a sponge. The product is designed to work quickly, reducing the need for repeated applications. For stubborn stains, a second application can complete the job. **800-883-1123; parts.satelliteindustries.com**



ODOR CONTROL

ARMAL WAVE SCENT BOX

The **Wave Scent Box** from **Armal** incorporates a fragrance — vanilla balm, rose sensation, apple blossom, pinewood trail or strawberry field — in the wall panels of the restroom during the manufacturing process, ensuring a pleasant scent. The unit has a heavy-duty, spring-coil door with a wind-resistant device to ensure closure when unlocked and an overlapping wall assembly for greater safety. Options include a recirculating kit with filter and freshwater flush that works in combination with the pump kit. **866-873-7796; www.armal.biz**



LUNARGLO LUNARVENT

LunarVent solar ventilation fans from **LunarGlo** utilize the same high-efficiency solar cells used in LunarGlo solar lighting units. Its ventilation fan can move air at more than 40 cfm during daylight hours, providing a complete restroom air exchange in less than two minutes on average. When mounted to a standard 4-inch vent stack and used in conjunction with a scented wafer placed near the fresh air inlet, the fan rapidly removes unpleasant odors, helping create a safer, more hygienic atmosphere in portable restrooms. **574-294-2624; www.lunarglo.com**

PORTABLE RESTROOM CHEMICALS

J&J PORTABLE SANITATION PRODUCTS TRUOX POWER

Truox Power products from **J&J Portable Sanitation Products** break down paper and waste to reduce mounding. The long-lasting deep blue color and fragrance provide a fresh and clean experience for your users. **Truox Power Packets** are water-soluble, come in a nonstaining blue color and are available in a variety of sizes and fragrances. **Truox Liquid Power** liquid deodorizer prevents scale buildup, and is also available in a variety of strengths and fragrances to meet any traffic and usage needs. The **Truox Squeeze Bottle** allows you to control the strength by squeezing one, two or three times. It speeds up productivity and reduces costly spills, and is available in a case of 12 bottles. **800-345-3303; www.jjchem.com**



JOHNNY'S CHOICE TOSS-INS

Johnny's Choice Toss-Ins are a pre-measured portion packet of dry deodorant in a water-soluble pouch for use in portable restrooms. The portion packs make it easy and convenient for the operators to provide service without a mess. They can control uncomfortable foul odors in portable restrooms in all seasons. They have a nonstaining royal blue color to hide waste and have a fruity floral scent. They also help break down toilet paper and waste, which helps pumpouts. They are available in three sizes. **888-729-6478; www.johnnyschoice.com**



SURCO PORTABLE SANITATION PRODUCTS POTTY FRESH SUMMER PLUS

Potty Fresh Summer Plus portable restroom deodorant from **Surco Portable Sanitation Products** is designed to replace formaldehyde deodorants used in heat and humidity. It has two biocides, neither of which is formaldehyde, so it is eco-friendly and safe to use. It comes in a variety of strong fragrances and has a deep blue nonstaining dye. Metazene neutralizes odor molecules in portable restroom tanks and ambient air. The nonstaining dye hides waste, paper and debris. **800-556-0111; www.surco.com**



T BLUSTAR USA BLUPAC

BLUPAC nonformaldehyde deodorizer packets from **T blustar USA** are environmentally friendly and easy to use. They are drop-and-go packets with concentrated deodorizers meeting the Globally Harmonized System standards, meaning they have a specific label/document valid around the world that explains chemical hazards to anyone potentially exposed. They

are available in a berry fragrance and are easy to transport. **404-482-0736; www.tblustar.com**

WALEX PORTA-PAK MAX

Porta-Pak Max portion-control holding tank deodorizer from **Walex** is a potent formula that contains 50% more color, 50% more odor control, and double the fragrance of the original Porta-Pak. It is a suitable drop-in packet for units in high-traffic locations or hot climates. Its use can limit odor-causing bacteria from thriving in warm, moist environments, like a portable restroom holding tank sitting in the summer sun. **800-338-3155; www.walex.com**





Socially Accepted






facebook.com/PROmonthly
twitter.com/PROmonthly
youtube.com/PROmonthly
linkedin.com/company/
portable-restroom-operator-magazine



WE CALL IT MAJESTIC

These Are Royal Accommodations

Since inventing the first VIP (Very Impressive Portable) over 26 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

800-334-1065 | 909-930-6244
45652 Division St., Lancaster, CA 93535 | www.nuconcepts.com | info@nuconcepts.com
PROUDLY MADE IN THE USA

Screenco Systems LLC

Dual Screen Design

US PATENT
No. D757,889S

PATENTED DUAL SCREEN DESIGN PORTABLE RECEIVING STATION

Aluminum & Stainless Construction

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'x6"
- 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.screenco.com • sales@screenco.com

Learn from other successful business owners

Sign up to learn how to you can market and service your business,
tips for saving on fuel and labor, money-sviang deals on supplies and equipment

It's FREE.

SEND A FREE* SUBSCRIPTION OF PRO TO:



Contact Person

Company Name (optional)

Job Title (optional)

Address

City

State/Province

Zip/Postal Code

Phone

Phone Extension (optional)

Fax

Cell Phone (optional)

Email

What services does your company provide?

- ☐ Portable Restrooms ☐ Special Event Trailers ☐ Portable Sinks/Hand-Wash Stations
☐ Rental Equipment ☐ Septic System Maintenance/Vacuum Truck Services
☐ Dealer/Distributor/Manufacturer
☐ Other _____

How many portable restrooms do you maintain as part of your rental fleet?

- ☐ 1 - 50 ☐ 51 - 100 ☐ 101 - 250 ☐ 251 - 500 ☐ 501 - 1000 ☐ 1000 +

How many service vehicles do you utilize to maintain and service your portable sanitation units?

- ☐ 1 - 3 ☐ 4 - 5 ☐ 6 - 8 ☐ 9 - 12 ☐ 13 - 15 ☐ 16 +

What is your annual budget?

- ☐ \$1-\$10,000 ☐ \$10,001-\$30,000 ☐ \$30,001-\$50,000 ☐ \$50,001-\$75,000
☐ \$75,001-\$100,000 ☐ \$100,000+

Do you rent or plan to add ADA compliant units to your rental fleet? ☐ Yes ☐ No

Do you rent or plan to add special event trailers to your rental fleet? ☐ Yes ☐ No

Do you rent or plan to add portable sinks/hand-wash stations to your rental fleet? ☐ Yes ☐ No

If you provide special event trailers, how many do you own!

- ☐ 1 - 3 ☐ 4 - 6 ☐ 7-10 ☐ 10 +

FAX this form to 715-350-8456

MAIL this form to COLE Publishing, P.O. Box 2707, Eagle River, WI 54521

*U.S., Canada and Mexico only

SUBSCRIBE ONLINE at www.PROMonthly.com

PRO0523

NVE

National Vacuum Equipment

— Part of the Atlas Copco Group —



WORKING TO BRING YOU THE BEST PRODUCTS

INSIST ON THE BEST | INSIST ON NVE



Designed. Built. Supported in the USA.

Challenger Series

VACUUM PUMPS & BLOWERS

www.natvac.com | 800.253.5500

PRO™

PORTABLE RESTROOM OPERATOR

On Location TALE?

Have you recently completed – or are about to start – one of your most challenging locations? 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.



Always Remember



Armal

STRONG. EXPERIENCED. WORLDWIDE.

770-491-7680

www.armal.biz



Jeremy Eskenazi is a human resources trainer and founder of the consulting firm Riviera Advisors. Contact him at www.rivieraadvisors.com.



By Jeremy Eskenazi

The Technician Behind the Wheel May Be Your Best Recruiter

It's hard to find enough talented workers for your company.
It's time to put your whole team on the task.

Not every recruiter can be a hairstylist, accountant or portable sanitation technician. They may know how to hire these roles, but not how to become them. On the flip side, it's not as hard for every employee in your company to act as a recruiter. In fact, recruiting power in each employee often goes unrealized.

There was an incredible program once developed for a service industry. Every manager in this company went through training to both spot and learn how to engage with potential candidates. A calling card was available to hand out to potential superstar employees, and managers could facilitate an introduction to a recruiter. The candidate would always get a call and the managers received a referral bonus if there was a connection with the candidate — even if they were not hired. The company paid managers for this time, and with a 20% success rate, a fruitful pipeline of high-quality candidates emerged.

With that potential success rate, there's no reason you wouldn't want to encourage your team to recruit new workers. Here are a few benefits and tips to help you get started utilizing the knowledge and enthusiasm of your workers to build your portable sanitation crew:

- Develop a plan to give bonuses to workers for bringing in candidates who become successful hires.
- Recognize their help during staff meetings.

FRONTLINE WORKERS FAR SURPASS YOUR POST-AND-PRAY METHOD

We know a lot of employers do this — get the generic job ad posted everywhere, then wait. You may get many applications, but most of them are not the right fit or don't have the right experience. This is not a strategic approach (nor an effective one!). You need to do more than passively wait for people to come to you and investing in your untapped staff's recruiting potential is a fantastic way to build your pipeline of better candidates.

YOUR EMPLOYEES HAVE A VERY CLEAR IDEA OF WHO THEY WANT TO WORK BESIDE

Your crew knows what it takes to be successful at your company. Once they know what roles you're hiring for, give them tools to help you — train

them on how to be a recruiter so everyone is looking for talent that makes the workday, the product, and the customer experience better. Everyone wins when you do this and you all become more excited about the benefit of the team.

ACT FAST ON THEIR RECOMMENDATIONS

If you can work fast to meet these candidates the nonrecruiters bring you, they will want to do it more and feel more credible wearing their recruiting hat. You may need to update your processes to be able to move faster to connect with this spotted talent. Don't make them go through a long process or wonder if you're going to get back to someone. This will not encourage them to bring you more superstars. Be ready to follow up with every single person the nonrecruiters spot and refer!

LET THEM RECRUIT ON THE TIME CLOCK

Think about the value of giving them one hour away from their day job to find you two more top performers like them. Giving the nonrecruiters time to act as recruiters means paid time, or extra time paid to do this work that is so valuable. Asking people to do work that is not in scope is a terrible experience and does not entice them to say nice things about your brand or the culture. It suggests you don't value their time! Think about a few hours per week that they can be compensated to call people, go on LinkedIn to ask people if they are interested, or follow up with their professional associations. It will go a long way and help them feel good about helping in this effort.

SHOW APPRECIATION FOR THEIR HELP

Make sure you have a planned approach to show them that you value their effort, and that you are happy to have them helping bring the best people to join you. Develop a plan to give bonuses to workers for bringing in candidates who become successful hires. Recognize their help during staff meetings. They are giving their time and expertise to the process and learning how to be a non-recruiter does take a little bit of investment. Spend your money on a solid program that is easy to work with, giving time and resources to the training, and help your employees develop the skills to look for what you need.

YOU HAVE TO WORK IT

As with all programs, you need every stakeholder to be on board for it to be successful. While you're investing in great programs and recognition for this stretch role outside of the recruiting team, make sure your office staff or the people who usually look for workers are on board with the plans. They are the best teachers and advocates to help make this a success, but they can also derail your efforts mightily.

Don't let those already paid to recruit new workers get territorial with their efforts. It's critical that they understand the goal is not to replace them, or that their work is not valued. This is a way to scale the recruiting function and have the best people possible helping fill each open role on your team. If everyone can come to work with the mindset that it is part of everyone's job to attract the best talent, everyone wins! ■



**Like Something?
Hate Something?
Agree? Disagree?**

To share your opinions about *PRO* articles just send an e-mail to our editor at: editor@promonthly.com

CENTURY
CHEMICAL CORPORATION

EST.
1926

Control exhaust odors
from spreading around
the neighborhood

**Toi-De
Fresh™**

Weddings | Festivals | Venues | Construction Sites

PUMP OIL ADDITIVE FRAGRANCES

Wild Cherry | Grape | Bubble Gum | Vanilla | Fresh 'N Clean | Orange | Apple Cinnamon | Mulberry | Pina Colada

Special order fragrances available upon request

FOR
INDUSTRIAL
USE
ONLY

In the most demanding applications, our portable sanitation solutions are reliable, economical, and effective at controlling odors.

We offer free shipping on
all drums and totes



www.centurychemical.com
800.348.3505 • sales@centurychemical.com



MRP
MILWAUKEE RUBBER PRODUCTS

**HOSE &
EQUIPMENT
SPECIALISTS**

Kanaflex
Hose Distributor

Kanaflex FLEXAUST PLASTIFLEX tigerflex X-TRA JUPRO E.T.N. NVE

www.MilwaukeeRubber.com 800-325-3730



Glenn Ellis

Hino Trucks names new president

Glenn Ellis was appointed president and chairman of the board for Hino Trucks. Ellis succeeds Shigehiro Matsuoka, who retired after holding the position for four years. In addition, Ellis will serve as an officer of Hino Motors Limited, Hino Trucks' parent company.

Hino Trucks announced two other organizational changes. Bob Petz, who previously served as senior vice president of vehicle and parts sales, was appointed chief operating officer and executive vice president. And John Donato, previously vice president of parts operations, will assume the role as senior vice president of sales and marketing. ■



SUBSCRIBE TODAY!

Subscribe/Renew Online at www.promonthly.com.



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, hydrovac units 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 —

KEEP IT COMING



Get Your
FREE
Subscription
By Filling Out
The Form Online At
promonthly.com



COLE Publishing Inc.
Phone: 800.257.7222



"BLUE like you NEVER KNEW!"

PORTABLE TOILET DEODORIZERS

Johnny's Choice Toss-Ins

www.johnnyschoice.com | **1 888 729-6478**

promonthly.com | May 2023 **35**



➤ **PRODUCT SPOTLIGHT**

Modular units provide freshwater with every flush

By Tim Dobbins

Satellite Industries liked what they saw in a lineup of modular vacuum sanitation units out of the Netherlands, so they decided to acquire the company, forming Satellite Sanitrax. With the acquisition, Satellite now offers a line of Sanitrax portable units including a vacuum flush toilet, washbasin, urinal and shower.

“The modular technology fits seamlessly in Satellite’s product line,” says John Babcock, president of Satellite Industries. “It fills the gap between restroom trailers and portables as a middle ground on-land vacuum technology solution that provides freshwater with every flush.”

All products within the Sanitrax lineup are based on a retractable concept for compact transportation. “PROs can transport 78 toilets on one standard flatbed,” Babcock says. “We hear that operators in the field love the efficient and quick deployment. Setting up takes just a few hours.”

All Sanitrax modules feature collapsible galvanized steel frames and fiberglass interiors. The restroom houses three toilets and the washbasin consists of one sink, two full width stainless steel mirrors, eight taps, four soap dispensers, two hand towel dispensers and four waste bins.

The restroom module, washbasin, urinal and shower unit each weigh between 1,650 to 1,750 pounds and to assure easy stacking and transportation, they share the same dimensions. Collapsed, they measure roughly 100 inches long by 47 inches wide and 57 inches tall. When in use, the units measure roughly 100 inches long by 47 inches wide and 92.5 inches tall.

According to the company, Satellite Sanitrax restrooms use 90% less water to remove solid waste and can carry it up to 600 feet from the unit. “The efficient modular system makes Sanitrax ideal for festivals, fairs, humanitarian aid, and military operations,” Babcock says. “Anywhere portable restrooms and sanitation equipment are most needed.”

Babcock says Sanitrax modules are out and being used. “You can find them up and running at golf outings, outdoor concerts, humanitarian disaster relief efforts and more,” he says. “PROs have told us they appreciate how easy they are to keep clean and looking sleek.”

Monitoring capabilities are also built-in using an app to track of units. Once Sanitrax is set, you can monitor the systems remotely and if any issues arise, operators will be notified immediately. **800-833-1123; www.satelliteindustries.com** ■

Satellite Industries P&D 700 EV truck

Satellite Industries introduced the P&D 700 aluminum tank electric International EV truck as a clean, sustainable and cost-effective solution for the portable sanitation industry. With an AC/DC capability, 125 kWh DC fast charge time of under two hours, and a single-charge driving range of up to 135 miles, the EV truck is built to tackle everyday use while delivering the capabilities of a traditional medium-duty diesel truck. In addition, an electric motor requires far less maintenance than an internal combustion engine, saving on repair costs. **800-833-1123; www.satelliteindustries.com**



AirVote QR Smileys with GPS data

AirVote’s latest release uses the GPS data provided when a QR Smiley code is scanned inside a portable restroom, giving feedback on its condition. AirVote uses that information to help operators track the condition of the restroom. The system also compares the user-provided geolocation with other asset-tracking data and flags human errors. **425-314-3334; www.air-vote.com** ■

Suck It Septic



waste debris filter

**reduces persistent hose clogs
saves time on pumping and disposal
made of solid aluminum
fits snug into your standard 3-inch hose**



FLOWMARK
VACUUM TRUCKS
VISIT: FLOWMARK.COM

VACUUM TRUCKS
1,000 - 5,500 GALLONS



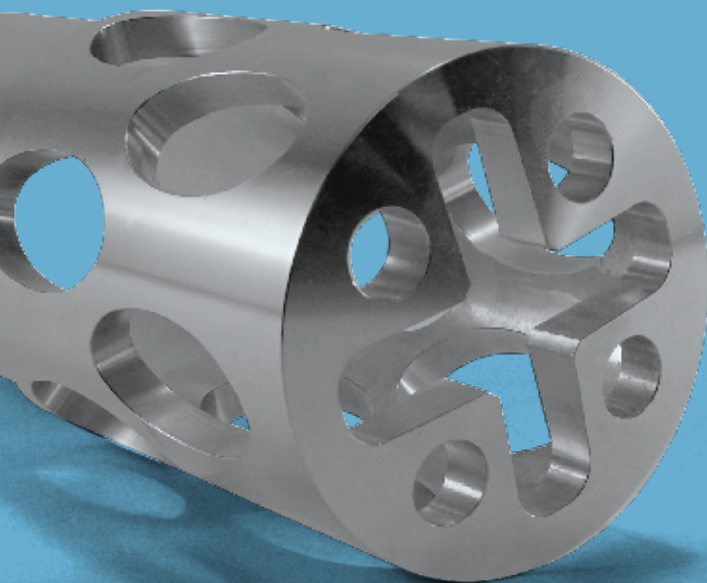
RESTROOM TRUCKS
800 - 2,500 GALLONS

📞 833.653.8100

✉ sales@flowmark.com

🌐 www.flowmark.com

Pump what you want.
Keep out what you don't.



SUCKITSEPTIC.com

COMPANIES FOR SALE

FMC Advisors is currently offering the following:

Portable sanitation, over \$5 million revenue, Southeast SOLD
 Portable sanitation and rolloff, over \$5 million revenue, Southeast
 Portable sanitation and rolloff, over \$4 million revenue, Southeast
 Portable sanitation, rolloff & frontload, \$4.5 million revenue, Southeast
 Portable sanitation, over \$4 million, Southeast
 Portable sanitation, over \$2 million revenue, Southeast SOLD
 Portable sanitation, \$2.4 million revenue, Northeast
 Portable sanitation, \$1.25 million revenue, Mid-south UNDER LOI
 Portable sanitation, \$1.2 million revenue, Southeast
 Portable sanitation, 1.75 million revenue, Mid-west
 Septic, over \$5 million revenue, Northeast
 More available and more coming soon

WE WORK FOR YOU, THE OWNER,
TO MAXIMIZE THE VALUE OF YOUR BUSINESS

— FREE CONSULTATIONS —



DAMON POWELL
407-765-9440

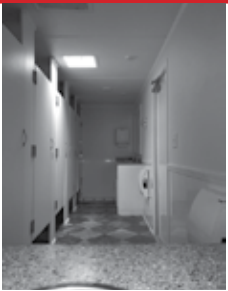
www.fmcadvisors.com



PORTABLE RESTROOM TRAILERS



2009 14 station Ameri-Can male dominant restroom trailer. 34'x8' model 832. It has a 1275 gallon waste tank and it comes with AC and wall heaters. Reduced price to \$10,000. For pictures, contact us **845-226-5405** or at **herring@herringseptic.com (T06)**



2013 Rich Specialty 10 station restroom trailer. 32'x8' model CT829. It has a 1150 gallon waste tank and it comes with AC and wall heaters. Reduced price to \$10,000. For pictures, contact us **845-226-5405** or at **herring@herringseptic.com (T06)**

PORTABLE RESTROOM TRUCKS

2024 Peterbilt 536 cab & chassis with 2,150 gallon, Two compartment (1,600 waste – 550 water) with An NVE B250 blower package, a DC10 wash down Pump, dual service, strobe package, toilet carrier, And backup camera (coming in April) Stock# 14095 **www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (TBM)**

Pre-owned 1,500 U.S. gallon (500 water – 1,000 waste) carbon steel, portable toilet service unit tank with rear toilet carrier. (Stock # 1500V).

www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (TBM)

New Imperial 1,300 U.S. gallon, portable toilet service unit mounted on a 2023 Ford F550 cab & chassis with a Masport HXL4V pump package. (Stock#14103)

www.VacuumSalesInc.com. (888) VAC-UNIT (822-8648). (TBM)

- » New & Used Equipment
- » Free Subscription
- » Digital Editions
- » Online Exclusives
- » E-Alerts

PRO
PORTABLE RESTROOM OPERATOR

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 Gray 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

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

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.



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

GO WITH THE PROS, BUY **IMPERIAL!**

#1 TANK MANUFACTURER FOR OVER 42 YEARS



IMPERIAL
INDUSTRIES INC



2023 International CV 4x2 Diesel

1700-Gallon Aluminum Vacuum Tank, 1300 Waste/400 Water NVE 304 Vacuum Pump (210 CFM), International 6.6L 350HP Engine, 2-Unit Hauler, Call for Pricing



2024 Mack MD6 4x2 Diesel

1900-Gallon Stainless Steel Vacuum Tank
1400 Waste/500 Water, NVE B250 Blower
(290 CFM), Cummins ISB 240HP Engine,
2-Unit Hauler, Call for Pricing



2022 Ford F-600 4x2 Diesel

1500-Gallon Aluminum Vacuum Tank, 1000 Waste/500 Water, NVE 304 Vacuum Pump (210 CFM), 6.7L Power Stroke V8 Turbo Diesel 350HP Engine, 2-Unit Hauler, Call for Pricing

The Imperial Advantage

Imperial Industries offers a wide range of septic and portable pumping equipment and services for handling commercial waste. We've got units coming out of the shop every day, and all truck make/models coming in monthly. Call our team to learn more!

Contact Us

1-800-558-2945

salesinfo@imperialind.com

imperialind.com | septictruckcenter.com

OUT-OF-THIS-WORLD CONVENIENCE

**WITH A DOOR OPENING MADE
FOR CREATURES OF ALL SIZES**



PJP4

13% Increase in Door Width!

*That's a Greater Than 3" Increase
in the Door-Opening Dimension!*

You talked, we listened...

The PJP4 is the all-new, all-plastic front version of our PJ portable restroom that is built tough and designed for dependability. Everything on the PJP4 front was developed with our customers and their end-users in mind.

In addition to the larger door opening, the PJP4 features:

- New door structures for added strength & easier cleaning
- Rotolatch & toe-kick door-opening feature for increased sanitation
- Larger logo area for branding stickers
- Look that matches the design of the PJN3

To learn more or to order, contact your sales rep!



DOWNLOAD OUR GUIDES

PJProductGuide.com | PJPROReferenceGuide.com

**MAY THE
FOURTH
BE WITH YOU
FROM**

POLYJOHN®

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

