

# P R O <sup>TM</sup>

PORTABLE RESTROOM OPERATOR

August 2023  
www.promonthly.com



## IT'S ALL RELATIVE

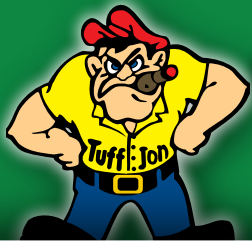
Everyone in the Ness family is all-in on providing quality restroom service to their small-town Iowa neighbors

Page 14

**PRODUCT FOCUS**  
Hand-wash  
Equipment and  
Supplies

Page 30





# 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

TJ Handy Stand Waterless Gel Touch Dispensers



90 Gallon Free-Standing Sink with optional Handicap Accessible Sink



TJ Junior Single Free Standing Sink



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](mailto: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](http://jjportable.com)  
[info@jjportable.com](mailto:info@jjportable.com)

**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](http://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](mailto:holly.gensler@colepublishing.com).

**CLASSIFIED ADVERTISING:** Submit ads online at [www.promonthly.com/classifieds/place\\_ad](http://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](http://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](mailto:holly.gensler@colepublishing.com).

**8 From the Editor: Build a Wall of PPE and Vaccinations to Protect Your Cleaning Crew**  
Homeless camps are the new frontier for the spread of hepatitis that is a constant danger lurking for frontline restroom technicians.  
- Jim Kneiszel

**12 At Your Service: Is Fencing a Good Fit for Your Portable Sanitation Company?**  
Consider inventory costs, transportation requirements and customer demand before adding barricades to your service menu.  
- Jeff and Terri Wigley

**14 PROFILE**



**It's all Relative**  
Everyone in the Ness family is all-in on providing quality restroom service to their small-town Iowa neighbors.  
- Betty Dageforde

**LEFT:** Ness Pumping Service is focused on providing quality service to customers in its Iowa hometown. Owners Chad and Diana Ness are shown with a service truck built out by Advance Pump & Equipment and carrying a Masport pump. (Photo by Jerry Sherman)

**22 PSAI News:**  
The PSAI Scholarship Fund: New Recipients and New Ways to Give  
- Veronica Crosier

**24 Take 5: It's Not all Fun in the Sun**  
Wicked weather, historic catastrophes and a fluctuating economy are some of the challenges faced by PROs along Florida's Gulf Coast.  
- Jackie Holbrook

**30 Product Focus:**  
Hand-wash Equipment and Supplies  
- Craig Mandli

**32 Product News - Product Spotlight:**  
Restroom trailer a fit for large special events  
- Tim Dobbins

**33 Industry News**

### COMING NEXT MONTH — SEPTEMBER 2023

- **Business Incubator:** Visit a North Georgia PRO
- **Profile:** A Florida father-son team



# DISASTER SEASON AHEAD



## **ARE YOU READY TO PROVIDE SOLUTIONS IN THE WAKE OF A NATURAL DISASTER?**

Communities and whole regions can be devastated by natural disasters that strike without warning causing widespread damage to property and infrastructure and displace people from their homes. In the wake of an unforeseen event, communities must seek help from outside services to rebuild and recover. Satellite Industries is dedicated to providing you with the equipment & tools necessary to help in any disaster situation.



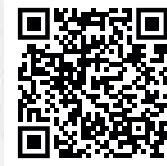
SATELLITEINDUSTRIES.COM | INFORMATION@SATELLITEINDUSTRIES.COM | 1.800.883.1123



**Up To \$500,000 Same Day Funding**

**888-228-0707**

**EASY APPROVAL | FLEXIBLE TERMS**  
[deltacapitalgroup.com/apply](http://deltacapitalgroup.com/apply)



**ADVERTISER INDEX**

AirVote ..... 27

American Tank Company LLC..... 27

Armal, Inc. .... 31

Century Paper Products ..... 33

CRO Software Solutions ..... 29

Delta Capital Group ..... 6

Dynamic Print + Promotions ..... 32

F.M. Manufacturing, Inc..... 23

FlowMark Vacuum Trucks ..... 19

FMC Advisors..... 19, 32

Fruitland Manufacturing..... 7

Imperial Industries, Inc..... 35

J&J Portable Sanitation Products..... 3

KeeVac Industries ..... 13

McKee Technologies/Explorer Trailers .. 34

Milwaukee Rubber Products, Inc..... 17

National Vacuum Equipment, Inc..... 27

PolyJohn Enterprises Corp. .... 36

Portable Sanitation Association Intl..... 21

PortaLogix ..... 17

Robinson Vacuum Tanks ..... 29

ROEDA..... 10

Satellite Industries ..... 5

Screenco Systems LLC..... 28

Surco® Portable Sanitation Products... 34

T blustar USA..... 9

T.S.F. Company, Inc. .... 2

Tank World Corp ..... 33

Walex Products Company ..... 11



**PRO is FREE!**

Subscribe/Renew Online  
 at [www.promonthly.com](http://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](http://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

# Build a Wall of PPE and Vaccinations to Protect Your Cleaning Crew

Homeless camps are the new frontier for the spread of hepatitis that is a constant danger lurking for frontline restroom technicians

**A** troubling news story out of San Diego prompts me to wonder if portable sanitation companies are doing enough to protect frontline service technicians from the spread of infectious diseases as they run daily restroom service routes.

Earlier this year, public health officials in Southern California were tracking an outbreak of the hepatitis A virus connected to poor sanitation throughout a growing homeless community. According to a news account, five cases of the virus and one death were concerning enough for the city to expand its offering of hand-wash stations, the type provided by portable restroom operators. Officials also called for more portable restrooms and more frequent servicing of the units.

This followed a more serious explosion of hepatitis A cases in the city from 2016 to 2018 that resulted in 600 cases and 20 deaths. All the San Diego outbreaks were traced to inadequate access to public restrooms and most often impacted the homeless population. This spring, a California Assembly bill was introduced requiring local governments to create an inventory of public bathrooms to address the shortage.

If many cases are now being found in and around the homeless community, your technicians who clean restrooms in urban centers are perhaps at risk of picking up an infection. Two types, A and B, would be the greatest concern for PROs. Hepatitis A is less serious for its long-term health effects. The risks of exposure to each differ, but they all cause inflammation of the liver. According to the U.S. Centers for Disease Control:

**HEPATITIS A** is spread when someone ingests even microscopic amounts of the virus through close personal contact with an infected person, through eating contaminated food or drink, or contact with human waste. According to the CDC, hepatitis A symptoms — typically including vomiting, stomach cramps and diarrhea — can last from a few weeks to a few months, but most recover with no lasting damage. Deaths occur but are rare. Its spread can be largely prevented by good hygiene practices. There were about 20,000 reported infections in the U.S. in 2020.

**HEPATITIS B** is more widespread and can develop into a serious lifelong illness. It is spread when even microscopic amounts of bodily fluids from an infected person enter someone who is not infected. While most remain asymptomatic, about 15% of adults who develop a chronic case die prematurely of cirrhosis or liver cancer. There were about 14,000 new infections in 2020 and about 880,000 adults in the U.S. have chronic Hepatitis B.

There are effective vaccines for both hepatitis A and B.

## HOW DO YOU PPE?

What I have seen and experienced spending time with PROs on the job compels me to dive into this issue. When out on photo shoots or talking to portable sanitation contractors over many years, I have witnessed a wide spectrum safety practices, from careless to extremely careful.

Sometimes contractors are geared up with all of the recommended personal protective equipment and work hard to minimize contact with sewage while servicing restrooms. Other times I've been surprised to see technicians handling the suction hose with bare hands and doing little to avoid splash contact with waste. I have seen busy PROs eating in the truck between stops or holding cigarettes in the same hands that just pushed a hose into a full holding tank.

**“We service a homeless camp and it can be horrible. Those are the (units) that nobody wants to service. ... Someone will come in and rip the toilet dispenser off the wall and take all the toilet paper. So the next 30 people who use it are ripping articles of clothing up and using that.”**

**Joe Payne**

Many of these actions oppose the safety recommendations from the Centers for Disease Control and advice from the technician training course of the Portable Sanitation Association International. Given what's happening in Southern California, a refresher of best practices for technician safety is in order.

## FIRST, HERE IS THE CDC LIST OF BASIC HYGIENE PRACTICES FOR WORKERS WHO HANDLE SEWAGE:

- Wash hands with soap and water immediately after handling human waste; before eating or drinking and before using the toilet.
- Avoid touching face, mouth, eyes, nose or open sores and cuts while handling human waste.

*(continued)*





# BECOME OUR DISTRIBUTOR IN THE USA!

**PATENTED**  
**rapidLoo STAR**

Designed For:

- **Big Events**
- **Construction Sites**
- **Natural Disasters**

**WATCH VIDEOS HERE**

Dissassembly of  
Smart-Packaging  
of 4 RapidLoo Star



Assembly  
RapidLoo Star:



Assembly of  
Smart-Packaging  
of 4 RapidLoo Star



## WE OFFER:

- ✓ **Become our Distributor in 1 or more States**
- ✓ **Distribution of our patented product *rapidLoo STAR* in your state**
- ✓ **Marketing and Sales Support Package**

**...and many other Benefits!**

**Want to be a part  
of our growing network?  
Contact us today!**

**sales.us@tblustar.com  
+1 (260) 600-4441  
www.tblustar.com**

This Announcement is aimed at companies in the sector interested in becoming TBlustar Distributors.

This new and exciting distribution concept has been designed primarily to distribute in the USA the Rapidloo Star, the world's first patented portable toilet that can be assembled and disassembled in less than 3 minutes.

If you are interested in becoming an official TBlustar Distributor, do not hesitate to contact us for more information.

Awaiting to be able to include your prestigious Company as Distributor of TBlustar USA.

Best Regards,  
CEO TBlustar Group

- Keep open sores, cuts and wounds covered with clean, dry bandages.
- Use waterproof gloves to prevent cuts and contact with human waste.
- Wear rubber boots at the work site and during transport of human waste.
- Do not smoke or chew tobacco or gum while handling human waste.
- Flush eyes gently with safe water if human waste contacts eyes
- After handling human waste, remove boots and work clothes before leaving the work site; clean contaminated work clothing daily with 0.05% chlorine solution (1 part bleach to 100 parts water); before eating, remove soiled work clothes and eat in designated areas away from human waste-handling activities.

**AND USE THIS PPE:**

- Goggles to protect eyes from splashing of human waste.
- Face mask or splashproof face shield to protect nose and mouth from splashing of waste.
- Liquid-repellent coveralls to keep waste off clothes.
- Waterproof gloves and rubber boots to prevent waste exposure.

The CDC also says workers who handle human waste should be properly trained about disease prevention. This includes basic hygiene practices, proper disposal of PPE and collected waste, and symptoms of exposure to

hepatitis. Further, employers should work with health officials to develop recommendations for providing preventive vaccinations for hepatitis A, hepatitis B, tetanus, among others.

**INDUSTRY SPECIFIC**

Many of these recommendations align with PSAI health, safety and professional excellence training, according to Joe Payne, a member of the group’s board of directors and training committee co-chair. Payne is also the operations manager at Terry’s Pumpin’ & Potties in Elko, Nevada, and his company follows recommended safety practices and also offers free hepatitis B vaccinations to protect frontline workers. The company has 13 employees and seven technicians.

“It’s something we offer to our employees. It’s completely voluntary and we do pay for that for our service technicians and anyone who’s going to be out there. If you really think about it, hepatitis is the most likely disease that you can get,” Payne says. “It’s not very likely if you’re using your gloves and your face shield and other personal protective equipment. But the possibility is there and if there’s a 2% chance of getting exposed to it, why not knock that down to zero by getting the vaccine?”

Payne’s company is a small sample size, but he estimates 50% to 60% of workers have taken the hepatitis B vaccinations, which are administered in three shots spread over several months.

“In my opinion, the vaccination is cheap insurance versus having an employee get hepatitis and having to go through all of that,” he says.

Payne’s experience serving restrooms used by homeless populations likely matches others in the industry, unfortunately. These units are commonly prone to being very messy and are often vandalized, he says.

**TOUGH JOBS**

“We service a homeless camp and it can be horrible. Those are the (units) that nobody wants to service,” he explains. He said users often “wreck the equipment, they fill the tanks full of clothing. Someone will come in and rip the toilet dispenser off the wall and take all the toilet paper. So the next 30 people who use it are ripping articles of clothing up and using that. They treat them like a garbage can.”

As you can either imagine or have seen for yourselves, units serving the homeless community could pose great risk for hepatitis exposure due to messy conditions and history of the disease spreading among this group. Payne stresses technicians never put a hand, even gloved, inside the holding tank, and always use a grabber to pull debris out and bag it. And workers should wear gloves, long-sleeved shirts and face shields to block splashing.

“Since COVID, everybody’s had a higher perspective on hygiene and protecting yourself personally. If we can continue that in our field, then that’s great,” Payne says. “Wearing personal protective equipment is your best defense against any type of disease or infection.”

Payne says he doesn’t have an idea of how many portable sanitation companies offer vaccines to employees or how the shots are accepted among workers in the industry. Please feel welcome to share your company policy on vaccines and PPE usage at [editor@promonthly.com](mailto:editor@promonthly.com). I will be happy to compile a list and publish it in a future issue. ■

**DECALS**  
THAT GET YOU RECOGNIZED

**YOUR #1 CHOICE FOR 69 YEARS**

- Hi-Tack Adhesive
- Durable U.V. Inks
- Fast Turn Arounds
- Lowest Prices
- Custom Decals
- Die-Cut Shapes
- Thousands of Stock Decals
- Vehicle & Fleet Graphics

Call A Specialist Today  
**708.333.3021**

**ROEDA** We Get You Recognized  
[www.roeda.com](http://www.roeda.com) | [info@roeda.com](mailto:info@roeda.com) | 20530 Stony Island Ave. Lynwood, IL 60411

**HAVE SOMETHING TO SAY?**

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



# RESTROOM TRAILER PRODUCT CHECKLIST

## URINAL CLEANER

### Powerful Cleaner

Spray on urinal to remove calcium deposits, restoring urinals to like-new condition & eliminating foul odors.

## FAB LAV

### Fragranced Cleaner

Multi-purpose cleaner with a pleasing lavender fragrance ensures trailer interior looks & smells fresh and clean.

## OVATION

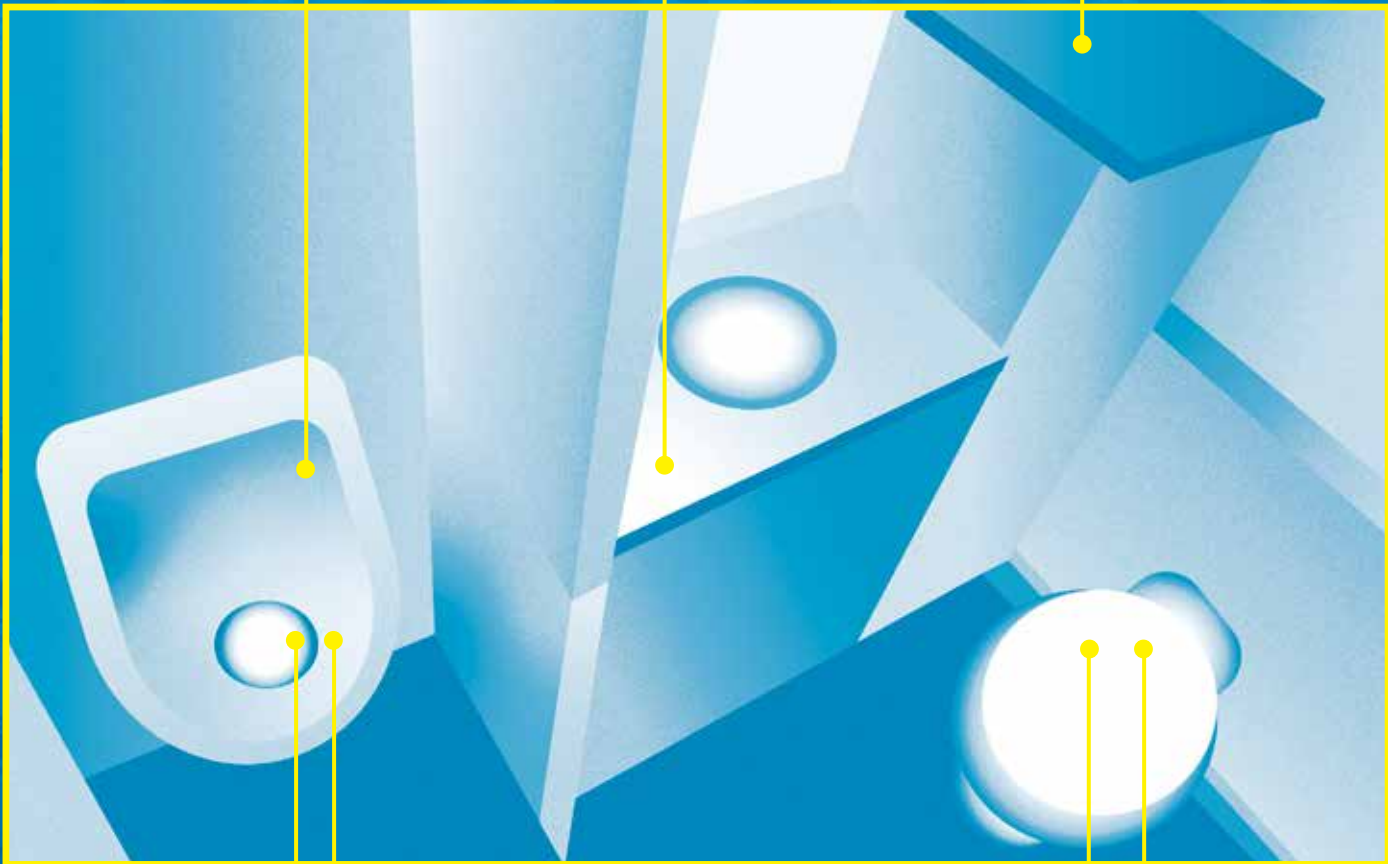
### Fragrance Enhancer

Commercial-strength air fresheners that can be hung anywhere to fight odors for up to 30 days. Ideal for women's side.

## BANISH

### Graffiti Remover

Effectively removes markers, paint, pen, grease, tar, crayon, dirt and calcium build-up, improving trailer's appearance.



## URINAL SCREEN

### Fragrance Enhancer

Keeps urinal smelling fresh for up to 30 days with fragrance release and bacteria action that deodorizes and cleans urinal and drain.

## P-TRAPPER

### Waterless Urinal Odor Control

Trap seal liquid that immediately eliminates odors in waterless, no-flush urinals, providing long-term odor control in restroom trailers.

## DEODORIZER

### Holding tank odor control

Walex offers 11 total liquid and drop-in deodorizers, with various strengths and formulas to meet your specific needs.

## COMMANDO

### Black Tank Cleaner

Restores tank to like-new condition in between jobs. Drop in 1 packet per 100gal of tank capacity and fill with water. Powerful enzymes clean tank in 12-24 hours, no agitation required.



By Jeff and Terri Wigley

# Is Fencing a Good Fit for Your Portable Sanitation Company?

Consider inventory costs, transportation requirements and customer demand before adding barricades to your service menu

In our last column, we discussed the rationale and the research needed to diversify your business. This month's question deals with a more specific path to diversification: adding fencing and barricades to your company's product offerings.

**QUESTION:** We want to expand our portable restroom operation and we would like to know more about fencing and barricades. Can you give us an overview of these products and suggestions as to how to get started?

**ANSWER:** "Research, research, research" continues to be our recommendation to virtually all questions that we encounter as PROs. We suggest that after the overview of these products, you continue to analyze your entry into this marketplace with potential customers while also being mindful of the financial ramifications that will accompany your decisions.

## STANDARD FENCING - CONSTRUCTION

Temporary fencing is a necessary component on most construction job sites, especially when post-driven fences are not an option. The ability to secure the perimeter of a job site, thereby protecting the necessary and valuable tools, equipment and supplies is of paramount importance. Fencing is easy to install, maintain and remove after completing the project. In addition, fencing provides a safety barrier to those outside of the work area.

Most temporary fence sections are 6 feet tall and either 10 or 12 feet wide. Made of galvanized welded wire and tubing, these products are designed for durability and longtime use. The average fence section weighs somewhere in the range of 40 to 50 pounds. A standard 36-inch base stand connects fence sections together. Each connection base is secured by a counterweight, either a removable T-post (preferred), a sandbag, a concrete block or a water-filled plastic cube.

An optional plastic or fabric windscreen is available to provide additional privacy and security to the job site. Protection from the wind and control of dust and debris is another advantage. Windscreens also provide the appearance of a cleaner area to the general public outside of the construction area.

Gates are another consideration for PROs looking to provide fence service. The standard opening for most vehicles is 10 feet. Larger trucks and equipment require 24 feet or wider.

Construction projects will require that fencing remain on site for prolonged periods of time. Event fencing can be rented much more frequently but is more labor-intensive.

PROs can take advantage of existing unit hauling trailers and flatbed delivery trucks to transport fencing and accessories.

Professionally installed and secured, fencing for construction use provides a long-term, low-maintenance revenue stream.

## STANDARD FENCING – SPECIAL EVENTS

Used in conjunction with event units and associated equipment, fencing can effectively control crowds. If the same vehicles and trailers that are used to deliver units are used to deliver fencing, then additional trips may be required. This should be taken into consideration when calculating customer pricing.

## STANDARD BARRICADES – SPECIAL EVENTS

The most common type of barricades for crowd control at events are interlocking steel structures roughly 8 1/2 feet long and 40 inches tall. Weighing 35 to 45 pounds, these structures have either bridge or flat feet that support each section. Typically, the feet can be removed so each barricade can be stored flat and stacked for transport.

## ASK YOURSELF

Do you want to serve both construction and special events, or do you just want to concentrate on one market segment? Construction projects will require that fencing remain on site for prolonged periods of time. More fencing inventory will be required to serve a growing number of customers. Event fencing can be rented much more frequently but is more labor-intensive.

Do you want to be a participant in the market or do you want to become dominant?

What do you do when you do not have enough product to complete a job? Are there existing companies providing these products and services in your area that you can refer to? Can you work in partnership with these competitors?

How much revenue must be invested to establish the initial size of your fencing business?

In your local area, are there additional business permits, insurance requirements, safety training or required certifications?

Will you be able to use the same yard for this new equipment? Is there enough room for more equipment and possibly vehicle storage?

We strongly recommend advertising your business by having small metal signs with your company information affixed to each section of fence.

### BEYOND THE BASICS

**ROAD CONSTRUCTION BARRELS** – Primarily used in conjunction with roadwork projects, these orange and white round plastic barrels feature a reflective disk on the top. A rubber disk is at the base of the barrel and serves as a counterweight. The barrels may remain in place for some time or may be required to be moved frequently. Most companies rent these to the road construction company and it is their responsibility to move and to maintain until completion of the job. Damage and loss of barrels is common. Clear, pre-negotiated and well-enforced damage and loss policies are highly recommended.



*Above: Wire mesh temporary fencing is employed to secure PolyJohn restrooms and a hand-wash station at a University of Arizona construction site in Tucson, Arizona. (Photo by Jim Kneiszel)*

**PLASTIC WATER-FILLED BARRIERS** – Construction sites and road projects use these types of barriers for traffic control. Water supply is a major consideration and expense. Some companies will purchase dedicated water tank trucks to fill these barricades.

Financial analysis and in-depth research are even more crucial with these more diverse business offerings.

### FINAL THOUGHTS

Fencing and barricades offer opportunities for the PRO to become more of a total solution for the customer. Research, planning and financial tracking are the keys to success in diversifying your business. With this strategy in mind, be creative, work hard and you will succeed! ■

**KeeVac Industries**  
303-789-9440

Portable Restroom Trucks

Septic & Grease Trucks

Pickup & Delivery

Slide-In Units

Call Today!

866-789-9440  
www.keevac.com

**Right:** Owners Chad and Diana Ness are surrounded by the crew, including Evan Ness, Carter Ness, Colin Ness, Leslie Ness, Rachel Ness, Adam Kirkestue, Bob Lier, Amber Lier and Dave Daurghty. Behind the team are a group of pink Satellite Industries restrooms. (Photos by Jerry Sherman)



# It's All RELATIVE



## Ness Pumping Service & Porta-Potty Rentals Waukon, Iowa

**Owners:** Chad and Diana Ness and their children Colin, Evan, Leslie and Carter

**Founded:** 2007

**Employees:** 8

**Services:** Portable sanitation, septic pumping and inspections, party rental supplies

**Service Area:** Northeast corner of Iowa, southeast corner of Minnesota

**Website:** [www.nesspumping.com](http://www.nesspumping.com)

Everyone in the Ness family is all-in on providing quality restroom service to their small-town Iowa neighbors

By Betty Dageforde

**J**obs are few and far between in the rural northeast corner of Iowa. Chad Ness spent 17 years working a factory job he did not enjoy. He finally found a solution that not only helped him, but was a benefit to his town of 4,000 when he saw a need for septic services and portable sanitation. “There really wasn’t anyone around here doing it,” he says.

In January 2007, he started a business, Ness Pumping Service & Porta-Potty Rentals, with 15 portable restrooms (Satellite Industries), a 2000 Ford F-350, a 315-gallon waste/135-gallon freshwater slide-in tank and Conde pump (Westmoor Ltd.) built out by Satellite, and a 1996 International 4900 vacuum truck built out by Imperial Industries with a 2,500-gallon steel tank and National Vacuum Equipment pump.

To get his new business off the ground he placed ads with the local newspaper, phone book

and radio station. “My cousin Chris (Ness) lettered up the trucks really nice and we made them look the best we could,” he says.

Having had no experience in the industry, Ness had to rely on the trial-and-error approach for figuring out how to do everything. He had the full support of his family, including wife, Diana and their children Colin, Evan, Leslie and Carter, then ages 9 to 16. He worked the night shift at the factory, Colin drove a truck and the other kids rode along with Diana to clean units on the weekends. By summer, they were up to 56 restrooms.

“And then it got really busy really fast,” Ness says. A few years later, when he saw another needed service in town, he added party rental equipment.

Today, the company has 750 units and everyone in the family is working full time for the business. Ness quit his factory job in 2009, and in 2022 Diana and Leslie gave up their daycare



business. Colin's wife Kayla and Carter's wife Rachel are also on board. And it's now Colin's kids who are riding along in the trucks — Liam (6), Clayton (4) and Waylon (1). Other family and friends help out as needed.

### THE WORKSHOP

The Ness family 12-acre property outside Waukon, Iowa is headquarters for the business. In 2017 they built a 60-by-180-foot shop, then added a wing in 2022. The building has space for equipment storage, an office, a wash bay and a storeroom.

A unique feature of the shop is six concrete storage tanks from Al's Concrete Products underneath the floor with a combined capacity of 20,000 gallons.

"We collect all the rainwater off the roof," Ness explains. "It goes into the gutters then to the tanks."



**Above:** In 2017, Ness built a 60-by-180-foot shop, then added a wing in 2022. The building has space for equipment storage, an office, a wash bay and a storeroom.

**Right:** Carter Ness services a portable restroom from J&J Portable Sanitation Products.

**Below:** Colin Ness stocks paper products in a service truck built out by Advance Pump & Equipment and carrying a Masport pump.



That is what we use to wash our equipment, the trucks, tents. It's also used for cleaning the inside of the toilets and for charging them up." He thought it seemed wasteful to use good well water for these purposes. Even before they built the shop, they were collecting and storing rainwater in outdoor tanks.

Ness says it doesn't take much moisture before it starts to accumulate. It could be anything from a fine mist to snow melt. "Every morning, when there's a heavy dew, as the sun comes out, you can hear that water running in the tanks. If you figured up your square footage, it's crazy how many gallons of water you can get off a roof. You'd be really surprised. A one-inch rain would fill all our tanks." Only twice over the years have they had to haul in water.

The company can also store septage on the property before a hauler takes it for land application at Iowa Department of Natural Resources-approved sites. Nearby municipal treatment plants take portable restroom but not septic waste.

### THREE SERVICE LINES

The company works within an 80-mile radius of Waukon, which also covers the southeast corner of Minnesota where they limit their services to portable sanitation and party supplies.

Septic work includes pumping tanks, time-of-transfer inspections and minor repairs. Ness and his sons are certified inspectors. They use risers from

**"But this truck will also double as our jetter truck and can haul our camera. So we can clean units or use it in the winter for jetting frozen or plugged sewers."**

**CHAD NESS**

Al's Concrete Products and Swales Precast. Equipment includes a RIDGID SeeSnake camera and SeekTech locator. Ness says they service a few advanced/alternative systems but there are not a lot in the area.

The party rental business began in 2011 when an opportunity came their way. "Nobody here was doing tables and chairs but there was an older couple doing tents," Ness says. "They came to us and wanted to know if we would buy them out." Ness started with seven tents but quickly bought more and soon added tables and chairs. They now have 30 tents in varying sizes, 400 tables (round and rectangular) and 4,000 chairs.

On the portable restroom side, Ness says there is a lot of construction going on in their area. They also provide equipment for family gatherings such as weddings, funerals, mitzvahs and graduations, as well as town fairs, festivals and other activities in Waukon and neighboring communities. Event season starts with the St. Patrick's Day parade in March and ends in December with the Christmas parade. And they not only service the parades but participate in them. Last Christmas they won the "best float" award for their National Lamppoon-themed float featuring their septic truck and trailer.

A fun event they service when it runs through their area is the annual bike race across Iowa known as RAGBRAI sponsored by the Des Moines Register newspaper. And they provide units for agricultural plot days during which farmers gather to learn about new products and techniques in their industry and talk to vendors.

In addition to their 750 standard units, the company has 40 wheelchair-accessible units and 50 hand-wash stations. Inventory is from Satellite and J&J Portable Sanitation Products. All are pressure-washed and disinfected weekly. Deodorant products are from J&J. Their seven hauling trailers in various sizes were company built.

*(continued)*





# HOSE & EQUIPMENT SPECIALISTS



**Kanaflex**  
Hose Distributor

Kanaflex FLEXAUST PLASTIFLEX Ugerflex KRANZ Juroop E.T.N. NVE

[www.MilwaukeeRubber.com](http://www.MilwaukeeRubber.com) 800-325-3730



# TRUCK INSURANCE CRAZY?

Slim your fleet with the **ONE** truck that does it all!



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

350 Gallons of Freshwater in the FLATBED



585-484-7009 | [sales@portalogix.com](mailto:sales@portalogix.com)  
[PortaLogix.com](http://PortaLogix.com)

**Below:** The Ness Pumping facility holds equipment above ground, and six concrete storage tanks under the floor with a combined wastewater storage capacity of 20,000 gallons. The truck shown was built out by Advance Pump & Equipment and runs a Masport pump.



## RAISING BREAST CANCER AWARENESS

Breast cancer hit close to home for Chad Ness and his family when his mother was diagnosed with the disease. She is now cancer-free but in 2017 he was inspired to involve his company, Ness Pumping Service & Porta-Potty Rentals, in breast cancer awareness activities held nationwide in October.

“People were going 50, 100 miles out of town to do the walks,” he says. “There was nothing local. All the walks are great but it never gets back to help your local community. So, we started our own.”

He set up the event to be informal and casual. “We don’t make anybody walk,” he says. “You sign in. You can buy a shirt. There are some pamphlets from the hospital. Then people walk through the park at their own pace — but some people just sit around and talk.” The hospital and grocery stores donate coffee, hot chocolate, water and cookies. The event is well attended by locals and people from surrounding towns.

The company brings in pink portable restrooms. One of the units has never been used and is set aside for survivors to sign. “And on one side, we have names of people that did not make it, in memory of them,” Ness says.

In the first year they raised \$1,200 and in 2021 they set a record at \$5,000. Since 2017 combined donations have been \$16,000. Proceeds have gone to the local hospital and have been used to help pay for a new mammography machine.



**Above:** Chad Ness’ mother, Barbara Ness and team member Amber Lier are both breast cancer survivors who have signed the pink restroom used as part of an annual fundraising effort. The units are from Satellite Industries.

**Left:** The Ness Pumping Service team is shown during the breast cancer awareness walk the company organizes. The event has raised \$16,000 over the past several years, with proceeds going to a local hospital to buy a mammogram machine. (Photos courtesy of Ness Pumping Service)

Work continues in the winter for construction projects. They use calcium chloride in the restroom tanks and wash with methanol. “We also do a lot of jetting for frozen lines and plugged sewers,” Ness says. And, of course, they use that time to perform maintenance on equipment and vehicles.

## THE FLEET

The portable sanitation fleet includes six 2018-2021 Dodge 4500 and 5500s with Masport HXL4 pumps. Two are from Imperial with 600-gallon waste/350-gallon freshwater steel tanks, one is from Advance Pump & Equipment with a 900-gallon waste/300-gallon freshwater aluminum tank, and three were built out by Advance with 540-gallon waste/260-gallon freshwater stainless steel tanks and have a third compartment (150 gallons) for carrying methanol in the winter and water in the summer.

Three older vacuum trucks are used for backup — a 2001 Dodge 3500 from Imperial with a 600-gallon waste/350-gallon freshwater aluminum tank and Masport pump, a 2001 Ford F-350 from Satellite with a 600-gallon waste/350-gallon freshwater slide-in steel tank and Conde pump, and a 1996 International 4700 from Imperial with a 600-gallon waste/350-gallon freshwater slide-in steel tank and Masport pump.

A custom-built 2023 addition to the fleet serves double duty, Ness says. It’s a 2022 Dodge 5500 built out by Advance with a 650-gallon waste/350-gallon freshwater

*(continued)*



# Expert Representation During the Sale of Your Business



**DAMON POWELL**  
407-765-9440



**ED MEDVIC**  
727-486-0306



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

*“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.”*

[www.FMCadvisors.com](http://www.FMCadvisors.com)



**FLOWMARK**  
**VACUUM TRUCKS**  
VISIT: [FLOWMARK.COM](http://FLOWMARK.COM)

**VACUUM TRUCKS**  
**1,000 - 5,500 GALLONS**



**RESTROOM TRUCKS**  
**800 - 2,500 GALLONS**

☎ 833.653.8100

✉ [sales@flowmark.com](mailto:sales@flowmark.com)

🌐 [www.flowmark.com](http://www.flowmark.com)

stainless steel tank, Masport HXL4 pump and an Aarcomm remote control system. “But this truck will also double as our jetter truck and can haul our camera,” he says. “So we can clean units or use it in the winter for jetting frozen or plugged sewers.”

The company’s three septic trucks were built by Advance Pump & Equipment and are outfitted with National Vacuum Equipment 4307 and 4310 blowers and cabinet jettors — a 2021 Western Star 4700SF with a 4,000-gallon aluminum tank, a 2014 Kenworth T400 with a 3,500-gallon steel tank, and a 2014 Peterbilt 337 with a 2,500-gallon aluminum tank. Trucks have recently been outfitted with remote control systems from Aarcomm Systems. “You can open the gate on the truck, start the pump, pull the hose out and run everything,” Ness says.

### A FAMILY BUSINESS

Challenges are a part of any business and Ness has had his share. Some were in his control (learning the industry, finding customers, keeping up with demand), some were not (COVID). But he’s been resilient and determined. The current challenge is the rising costs of fuel, disposal and insurance. “Everything has doubled,” Ness says. “But we’re not able to double our prices.”

But being able to work with his family and not having to punch a clock any more is well worth any difficulties. “There’s something to be said for being your own boss,” he says. “And we offer a very good service. We’re well known in a lot of areas because of that and the cleanliness of our toilets.”

Ness is proud he now has a business that provides a good livelihood for everyone in his family, and he gives them credit for its success. “If it wasn’t for the family, it wouldn’t be what it is,” he says. “We’d be a lot smaller if it was just me and Diana. When I started this, it was just a dream and then we all worked together and made it happen.” ■

### MORE INFO

**J&J Portable Sanitation Products**  
800-345-3303  
www.jjportable.com  
See ad, page 3

**Masport Vacuum Pump & Systems**  
800-228-4510  
www.masportpump.com

**National Vacuum Equipment**  
800-253-5500  
www.natvac.com  
See ad, page 27

**RIDGID**  
800-474-3443  
www.ridgid.com

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

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



**Above:** Carter and Evan Ness assemble new restrooms from J&J Portable Sanitation Products.



**Above:** Kayla, Rachael and Leslie Ness Clean restrooms from Satellite Industries and J&J Portable Sanitation Products.

# 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



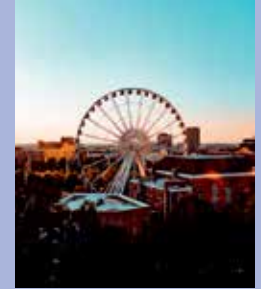
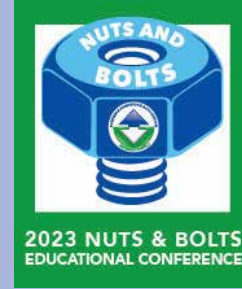
Check Out the  
2023 Nuts and Bolts  
Conference & Register!

## PORTABLE SANITATION ASSOCIATION INTERNATIONAL

### REGISTER NOW! 2023 NUTS AND BOLTS EDUCATIONAL CONFERENCE

OCTOBER 31–NOVEMBER 2, 2023

Hyatt Regency Atlanta Perimeter at Villa Christina | Atlanta, Georgia



## CONFERENCE HIGHLIGHTS

Dual Site Visit: See Satellite Industries and United Site Services.  
Lunch and light reception included during the site visits, along with free transportation. Be sure to sign up for your free ticket when you register for the conference (it's as easy as clicking a checkbox)!



Access to all speakers, our popular roundtables, and the exhibit area.

Light breakfast fare, buffet lunch, and evening reception with hors d'oeuvres.

Ramble Amble Poker Run (\$25 registration when you register for the conference, with proceeds going to our charity partner)

Take our In-Person Basic Service Technician Training Series (or just one or two modules); you can also sit for the BSTT Certification exam.

**EARLY REGISTRATION RATES END ON SEPTEMBER 1!**

**REGISTER NOW TO SPONSOR!**

<https://www.psa.org/events/psai-mentorship-2023>



Better worksites  
 Better weekends  
 Better world



Veronica Crosier is executive director of Portable Sanitation Association International. For more information, visit [www.psa.org](http://www.psa.org).

# The PSAI Scholarship Fund: New Recipients and New Ways to Give

By Veronica Crosier

The Portable Sanitation Association International is proud to announce the recipients of its 2023 association's annual scholarship awards.

These students demonstrated excellence in academic achievement and extracurricular activities. They also submitted essays elaborating on the importance of public perception of the portable sanitation industry. It is always a joy to see how the industry has influenced the next generation and how they are becoming advocates of the essential services portable sanitation provides.

Recipients are listed with the portable sanitation company they are associated with, their parent or guardian, and an excerpt from their essays:



**LAYNE CAMPBELL, KPD PORTA JOHNS, TRAVIS CAMPBELL**

"Portable sanitation should be respected for a variety of reasons: the ability to put on events both large and small, the need for clean and accessible facilities in the face of natural disasters, and the absolute necessity of the construction industry. ... Talk to someone who has had to go through a natural disaster, or talk to the homeless man on the street who doesn't have anywhere

else to use the restroom. What may seem at first to be an annoyance is actually something that millions of people rely on every single year."



**CHLOE DRAKE, LUXURY RESTROOM TRAILERS, JENNIFER DRAKE**

"Using words like 'portable restroom' and staying clear of derogatory terms can make you sound more professional as well as lift the negative image. ... To elevate the image of portable sanitation as a respected and necessary service, it's imperative that we speak highly of our work and most importantly, strive to have

clean, odor-free, well-maintained equipment."



**QUIANA QUAM, ON SITE SANITATION, CANDACE QUAM**

"The proper handling of feces ensures that microorganisms won't enter the waterways and affect the environment. Having portable sanitation helps support environmental sustainability. ... Portable sanitation units are essential to help prevent our natural resources from being destroyed and contaminated."



**RYAN ROOT, LUXURY RESTROOM TRAILERS, KJELL ROOT**

"More recently the public eye has turned towards portable sanitation due to the COVID-19 pandemic. Hospitals, stores and other businesses which were essential to remain open for the public during the pandemic turned to portable sanitation to keep their employees and customers safe. ... It became apparent to many people during the pandemic just how important

the industry is, and what it actually does."



**PATRICK SULLIVAN, UNITED SITE SERVICES, BRIAN SULLIVAN**

"To elevate the image of portable sanitation, the industry needs to focus on education and awareness. This can be achieved through outreach and marketing efforts that highlight the importance of portable toilets in maintaining health and hygiene. ... Portable sanitation helps prevent disease, provides a necessary service,

protects the environment and so much more. The work has already been done. Now it is time to get the word out."



**AMY BORSUK, WEB OUTBACK, GLENN BORSUK**

"Not only do the newer models have sanitation stations, but also odor control mechanisms. These odor control mechanisms help relieve some of the smell of the waste in between the cleaning services. No one should have to worry about the cleanliness of portable restrooms because they are more advanced than they were before."

**ABOUT THE PROGRAM.** The PSAI Scholarship Program was established 26 years ago. Since then, PSAI has awarded \$432,500 to 130 students. Education continues to be a core value of the association, and while most people think of our industry-specific training and certification, the PSAI Scholarship Program is one more way we encourage further education for our PRO community.

Any employee, or employee's child or spouse, of a PSAI Member company is eligible to apply. PSAI Scholarships may be applied to undergraduate or vocational schools for either full- or part-time employees. Recently, the PSAI Scholarship became eligible for most

# Innovative Portable Restroom Solutions™

## NEW TRAILER STYLE



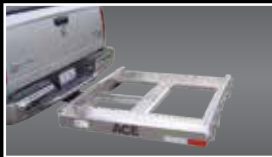
## NEW FLAT BED TRAILER



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

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

## LOOK FOR THESE OTHER AVAILABLE PRODUCTS



**F.M. Manufacturing, Inc.**  
p 877.889.2246 [www.fmmfg.com](http://www.fmmfg.com)

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

international education institutions as well. This is just one way PSAI is working to increase benefits and equity to our international community.

**A GIFT TO SUPPORT THE PAST & FUTURE.** Historically, the PSAI Scholarship Fund has remained strong through generous donations of companies and individuals. But today, PSAI is excited to announce a new and simple way you can contribute to the fund.

PSAI past president and industry historian, Jeff Wigley, recently collected and compiled 50 years of industry history including over 70 interviews with some of the greatest pioneers, achievers and influencers in portable sanitation. What started as a simple compilation quickly turned into a 200-page book, complete with incredible photos, stories and archival records that we've named, *PSAI Through the Decades: A History of Portable Sanitation*.

When you purchase a copy, all net proceeds go directly to the PSAI Scholarship Fund. In this way, you are helping to honor the history and the future of this incredible industry. *PSAI Through the Decades* makes a wonderful gift for a PRO in your life, or for your own book collection! ■



Better worksites  
Better weekends  
Better world

# TAKE 5 ...

with Mize Plumbing & Portable Toilets

**Below:** The Mize Plumbing crew includes, from left, Casi Campbell, Johnny Mize, Heath Plair, Sarah Mize, Neshon Gadson, Bryce Armstrong, John Thumm and Michael Mize. Not pictured is Phil Price. (Photos by David Adlerstein)



## It's Not all FUN IN THE SUN

If you're looking for more information about Mize Plumbing & Portable Toilets, don't bother opening up your search engine. You won't find much about the company online. Owner Johnny Mize built a successful plumbing and portable restroom business in Port St. Joe, Florida, through word-of-mouth referrals.

"We're a family-owned business and we try to treat people the way that we like to be treated," Mize says. "That's the way I've built my business. That's the way I was raised by my mom and dad, and I've passed it on to my kids and that's a good heritage."

While a company website is likely in the distant future, 66-year-old Mize currently has more business than he can handle. He credits the success to his company's work ethic and the needs of his community. While plumbing is still his primary business, portable sanitation is also thriving.

Mize started his plumbing business 35 years ago. He initially worked part-time, while also serving in law enforcement for the state of Florida. After two years of juggling two careers, he made the transition to a full-time plumber. In 2007, Mize bought a restroom company that was going out of business. The acquisition opened up a huge service area and new opportunities.

"At that time, Port St. Joe was more of a rural area," Mize says. "We're between Tallahassee and Panama City right along the coast. This other portable toilet company that we bought ran about 100 miles both ways."

Mize employs two full-time drivers. The company has about 380 Armal restrooms. The company operates four vacuum service trucks: a 2000 Sterling built out by Progress Tank with a 1,500-gallon waste/500-gallon freshwater aluminum tank and Masport pump; a 2016 International 430 from FlowMark with 1,250-gallon waste/300-gallon freshwater Bruder aluminum tank and Masport pump; a 2016 Ford built out by KeeVac with 900-gallon waste/300-gallon freshwater aluminum tank and Conde (Westmoor Ltd.) pump; and a 2016 Ford F-450 four-wheel-drive with a 300-gallon waste/150-gallon freshwater Best Enterprises aluminum tank and Conde pump.

**Wicked weather, historic catastrophes and a fluctuating economy are some of the challenges faced by PROs along Florida's Gulf Coast**

By Jackie Holbrook

### EXPLORE FIVE CHALLENGES THAT AFFECT MIZE PLUMBING & PORTABLE TOILETS:

#### 1 HURRICANE MICHAEL CLEANUP

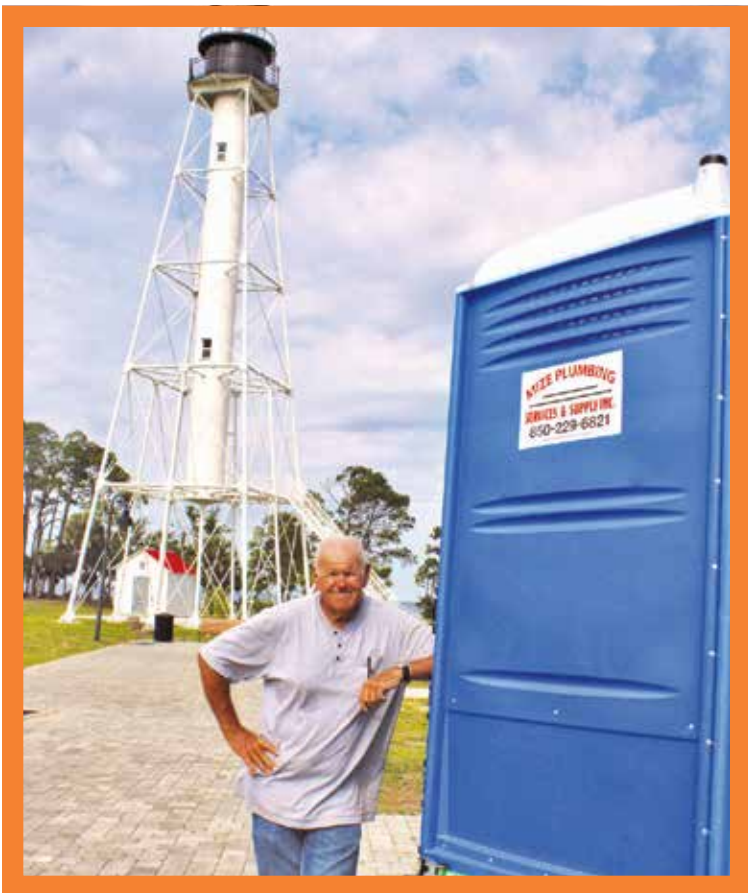
Hurricane Michael was a Category 5 storm that made landfall near Tyndall Air Force Base, Florida in 2018. The area experienced wind speeds of up to 160 mph and caused \$25 billion in damage. The area is still working to rebuild. "After four years, I'm just now getting my house back completely. I had damage but I'm lucky to have had a house to go home to," Mize said. Restrooms were in high demand after the storm. Mize bought four semi-loads of units in the days following the hurricane, due in part to the loss of so many in the storm but also because of increased demand. Job sites required restrooms as companies from all over the state came in to help rebuild. Many residents moved into RVs, sometimes for years, as they battled insurance companies and their homes underwent repairs. Mize purchased Armal 250-gallon holding tanks due to the increased demand.





**Above:** Technician Neshon Gadson prepares to service an Armal restroom on his daily service route. The truck from FlowMark carrying a Bruder tank and Masport pump.

**Below:** Johnny Mize is shown with an Armal restroom that will be placed at the Cape San Blas Lighthouse.



## 2 WINDY WEATHER

While Hurricane Michael was a catastrophic event, hurricane season comes annually. Windy weather is a constant battle on the Gulf Coast. Anytime the area is put under a hurricane watch, restrooms within a mile of the coast must be moved further off inland. Occasionally, there's no warning. "Sometimes just during a freak storm at night or whatever, it will blow toilets over," Mize says. "The next day you have to pull plumbers to go stand up toilets and clean them when they blow over." Mize says the Armal units are durable, however, nothing can stand up to hurricane-force winds. Mize's yard is about 6 miles from the main path of Hurricane Michael. "The guy I rent the property from was on his porch during the hurricane and he kept saying, 'I don't know what those blues things are flying?' He finally realized and said, 'Those are Johnny's toilets.' They were flying through the air."

## 3 OPERATING ON BASE

Tyndall Air Force Base is one of Mize's biggest clients. The company has had a contract with the base for several years. They have primarily Armal portable restrooms, hand-wash stations and holding tanks for office trailers. Some portable restrooms and holding tanks are cleaned twice a week, while others are only cleaned once a week. The company works on both sides of the base, which includes the housing and construction side and the flight line. Drivers must have security clearance, which Mize says takes about a week and a half to get approved. The base looks for red flags that would prevent a technician from getting clearance, such as bad driving records, drunk driving convictions, misdemeanors and felonies. Trucks go through an inspection point every time they go through the base. If the base hosts special events, more personnel are needed.



**Above:** Johnny and Brenda Mize are shown at the Mize Plumbing showroom.

**Below:** The Mizes, owners of Mize Plumbing



*“He kept saying, ‘I don’t know what those blues things are flying?’ He finally realized and said, ‘Those are Johnny’s toilets.’ They were flying through the air.” – Johnny Mize*

## 4 RURAL SERVICE AREA

Port St. Joe is a small beach town. The latest census shows the population at about 3,300. The entire county is only about 12,000 residents. It’s a large service territory for Mize Plumbing & Portable Toilets. The region also comes with some unique challenges. For 15 years, the company has had a contract with the federal government to provide restrooms on St. Vincent’s Refuge, a National Wildlife Refuge on an island. The four regular and two handicap restrooms are used during special three-day hunts in October, November and December. They remain on the island for close to five months. They are cleaned two to three days before each hunt. Getting the portable restrooms to the island is logistically complex. They are loaded onto a trailer, which is put onto a barge, owned by the government, then taken over by a ferry. Next, the service truck is taken across by barge. The company had to purchase a special service truck, a 2016 Ford F-450 with four-wheel-drive to operate on the island. The truck needed four-wheel drive to navigate the sandy, unpaved roads.

*(continued)*

### MORE INFO

**Armal, Inc.**  
866-873-7796  
[www.armal.biz](http://www.armal.biz)  
See ad page 31

**Best Enterprises, Inc.**  
800-288-2378  
[www.bestenterprises.com](http://www.bestenterprises.com)

**Bruder Tank**  
217-292-9058  
[www.brudertank.com](http://www.brudertank.com)

**FlowMark Vacuum Trucks**  
833-653-8100  
[www.flowmark.com](http://www.flowmark.com)  
See ad page 19

**Masport Vacuum Pump & Systems**  
800-228-4150  
[www.masportpump.com](http://www.masportpump.com)

**Progress Tank**  
800-467-5600  
[www.progresstank.com](http://www.progresstank.com)

**Westmoor Ltd.**  
800-367-0972  
[www.westmoorltd.com](http://www.westmoorltd.com)



# IMPROVING THE PORTABLE TOILET INDUSTRY



**304 PRO PUMP**  
Combo Pak | CFM 210



**BLOWER B250**  
Frame Mount | CFM 250

**Challenger Series**  
VACUUM PUMPS & BLOWERS

**Designed. Built. Supported.**  
800-253-5500 | natvac.com | sales@natvac.com

**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](http://www.air-vote.com)

**ATC** | PORTABLE RESTROOM TRUCKS  
American Tank Co. | 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](http://www.atcvacuumtruck.com) —**



**Below:** John Thumm inspects one of the service trucks. Mize has trucks built out by Progress Tank, FlowMark, KeeVac and Best Enterprises. They use pumps from Masport and Conde.

# 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

- 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

MINI SCREEN 400



- No Moving Parts ■ Screens That Really Work
- Gravity Off-Load At 500 gpm ■ Small Footprint
- 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

## 5

### A FLUCTUATING ECONOMY

With close to four decades in business, Mize has dealt with a lot of economic ups and downs. These challenges have included economic downturns and environmental catastrophes. In 2010, the Deepwater Horizon oil spill caused panic along the Gulf Coast. "The day of the BP oil spill we lost five contracts on houses," Mize says. "People pulled out and said if we are going to have oil on the beach we don't want to build a beach house." Despite losing construction contracts, Mize supplied several hundred restrooms for cleanup efforts. "We cleaned those twice a day," Mize says. "The portable toilet business kept us afloat." More than a decade after the spill, the area is growing. Once known as a more affordable area of Florida, prices are rising and Port St. Joe is now attracting mostly retired people. The influx of people and construction is keeping the company busy. ■

It's Your Magazine. Tell Your Story.

PRO welcomes news about your company or services.  
Send your ideas to [editor@promonthly.com](mailto:editor@promonthly.com).

WELCOME  
TO THE FLOCK!



Liberty  
Restrooms

**cro**  
Software Solutions



Potty-Box  
Portables

KANS<sup>inc</sup>

Come see why so many Companies like you, are joining the CRO Family!

To Schedule a Demo today, visit us at [www.crosoftware.net](http://www.crosoftware.net)  
or give us a Call at 1-844-276-2467



# ROBINSON VACUUM TANKS

Call (814) 933-0927, visit [www.RobinsonTanks.com](http://www.RobinsonTanks.com), or email [sales@robinsontanks.com](mailto: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

# HAND-WASH EQUIPMENT AND SUPPLIES

By Craig Mandli

## DISPENSERS AND SUPPLIES



### BRADLEY CORP. HAND SANITIZER DISPENSERS AND STANDS

Touchless hand sanitizer dispensers and stands from **Bradley Corp.** can be used in high-traffic areas where a wall or counter are not present, such as near portable restrooms and spaces where soap and water aren't available. With a sleek design, the dispenser stand has a square base made of 11-gauge stainless steel, is easy to transport and features an integral drip tray. Dispensing options including liquid or gel, foam or

liquid mist. The 27-ounce dispensers are battery operated and are easy to fill. The dispensers are vandal-resistant and have been tested in high traffic settings for hundreds of thousands of cycles to ensure long-term reliability. They accept bulk sanitizer. **800-272-3539; www.bradleycorp.com**

## HAND SANITIZERS

### SURCO PORTABLE SANITATION PRODUCTS AIR-SCENT PURE CARE

**Air-Scent International Pure Care** hand sanitizer from **Surco Portable Sanitation Products** comes in spray, gel and foaming formulations, all of which exceed the 60% alcohol threshold. The strongest variety, Stat80, is an 80% alcohol spray solution, while IPA70 is a 70% alcohol gel solution. Stat62 is a 62% alcohol gel solution, while the foaming variety is a 62% alcohol solution. All are available in a variety of fragrances, and contain a topical antiseptic that reduces germs, viruses and bacteria that can cause disease. They are available in 1-gallon jugs, 5-gallon buckets, 55-gallon drums and 275-gallon totes. **800-556-0111; www.airscents.com**



## HAND-WASH TRAILERS



### JAG MOBILE SOLUTIONS SMART SINK TRAILER

The **Smart Sink Trailer** from **JAG Mobile Solutions** provides multiple hand-wash station access styles as well as hands-free 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 uses between servicing. 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**

### RICH SPECIALTY TRAILERS HWA820

The **HWA820** trailer from **Rich Specialty Trailers** has 16 hand-wash stations. The 20-foot trailer is balanced with eight evenly spaced, stainless steel sinks on each side. The trailer has four large heavy-duty awnings, which open to protect clients from the elements. Awnings also allow you to park, set up and immediately use. Each sink includes a stainless steel mirror, soap and paper towel dispensers, optional push metered/double handled faucets, and low power 12-volt lights. The trailer is manufactured with ease of use and longevity in mind. Dent-resistant fiberglass surrounds the exterior and back walls. The oversized I-beam chassis allows this trailer to hold over 700 gallons of wastewater. The mechanical room features waterproof, rolled vinyl flooring. Easy city water hook-up allows a pressurized freshwater system. Optional mobile monitoring allows you to monitor the tank, fence the trailer and receive on site updates. **260-593-2279; www.richrestrooms.com**



## PAPER PRODUCTS



### SATELLITE CONSUMABLES LINE

The **Consumables Line** from **Satellite Industries** includes a wide selection of paper products, including toilet paper and paper towels. From economical to premium, the papers offer optimal softness, strength and absorbency. For toilet paper, choose from one- or two-ply with a variety of sizes to accommodate all spindle and paper holder styles. For paper towels, there are one-at-a-time single-fold, multi-fold and universal-core rolls. **800-883-1123; www.satelliteindustries.com**

## PORTABLE RESTROOM ACCESSORIES/SUPPLIES

### CENTURY CHEMICAL WAVE 3D

**Wave 3D** urinal screens from **Century Chemical** offer improved splash protection, while keeping odors to a minimum. Each screen controls odors for 30 days and releases more fragrance to keep the restroom smelling fresh. The design eliminates installation error and can be mounted in multiple ways without sacrificing splash-reducing performance. They have a more open design with an increased height. Long posts on both sides and a hexagon lattice design help eliminate splashing and reduce cleaning time. Each case includes 60 screens and is available in various fragrances. Individual weekly and monthly tabs help the operator know when it's time to change them. **800-348-3505; www.centurychemical.com**





**J&J PORTABLE SANITATION PRODUCTS J-LIGHT**

**J&J Portable Sanitation Products** offers two solar-powered motion-sensor lights designed for portable restrooms. **J-Light**

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

**WALEX PRODUCTS OVATION**

**Ovation** air fresheners from **Walex Products** contain odor control technology and freshening capabilities designed to last more than 30 days. The product can be used in portable restrooms, vehicles, homes, storage rooms or anywhere a boost of fragrance is needed. They are lightweight, 3.5 inches in diameter and available in three fragrances and colors: fresh/blue, citrus/orange and lavender/purple. To use the disc, tear open the package, remove the disc and pin it or hang it anywhere. If it's being placed in direct contact with surfaces that can be damaged by this contact, such as finished wood, polished surfaces and certain plastics, packages should be torn open, and the disc left in the package and placed near the source of foul odors. **800-338-3155; www.walex.com**



**PORTABLE SINKS**



**NUCONCEPTS HAND WASH SINKS**

**NuConcepts** offers **Hand Wash Sink** options. Besides a Deli Sink, they offer various models with capacities of 12 to 62 gallons. Sinks have a 110-volt pump, storage options, warm water tanks and solar options. **800-334-1065; www.nuconcepts.com**

**POLYJOHN BRAVO!**

The two-station **PolyJohn Bravo!** portable sink is designed for easy transport and fits inside most portable restrooms. Built-in handles and tie-down rings make it easy to set up the station at any location. With its 22-gallon freshwater capacity and 24-gallon graywater capacity, it can be used up to 350 times before refilling. Two 30-ounce soap dispensers and two paper towel dispensers are built in. The hands-free foot pump and warm-water heating feature make hand-washing comfortable and convenient. The unit is built with a handy siphon port for easy pump out. Drain plugs and lockable fill caps are also included. **800-292-1305; www.polyjohn.com**



**T BLUSTAR RP-TWIN**

The **RP-Twin** freestanding portable hand-wash station from **T blustar** connects two single RP-Clean sinks back-to-back on a pedestal with two soap dispensers and two hand towel dispensers. Each sink basin has a capacity of 15 gallons for freshwater and 15 gallons for graywater. The freshwater is filled into the first sink basin and dispensed by a foot pump to both of the faucets. The graywater from both sinks filters into the second hand-wash basin. Both sinks have shelves for cellphones or keys. **260-600-4441; www.tblustar.com**

**T.S.F. TUFF-JON 90-GALLON FREE-STANDING SINK**

The **Tuff-Jon** 90-gallon free-standing sink with trash container from **T.S.F.** provides two wash stations; hands-free, foot-operated pumps; a towel dispenser; and a 10-cup-capacity soap dispenser. A lifting bracket allows for easy positioning in high-rise applications. The lifting bracket has a 1/4-inch wire cable, weighs 30 pounds and is safety orange. The unit is constructed from easy-to-clean polyethylene, with 45-gallon waste and freshwater capacities, a towel dispenser, trash container, protective skid plate and freshwater drain plug. It weighs 85 pounds. **800-843-9286; www.tuff-jon.com** ■



**Armal**  
Strong. Experienced. Worldwide.

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

# Companies For Sale

FMC Advisors is currently offering the following businesses for sale:

- Southeast portable sanitation and restroom trailers, \$5.5mm revenue
  - Southeast portable sanitation and restroom trailers, \$5.25mm revenue *UNDER LOI*
  - Southeast portable sanitation and roll off company, \$5.25mm revenue *SOLD*
  - Northeast septic pumping and installation, \$5.2mm revenue
  - Southeast portable sanitation and roll off company, \$4.25mm revenue
  - Southeast portable sanitation and roll off company, \$4.0mm revenue
  - Northwest septic pumping and installation, \$3.6mm revenue
  - Midwest portable sanitation and restroom trailers, \$1.75mm revenue
  - Southwest portable sanitation company, \$1.75mm revenue
  - Southeast portable sanitation company, \$1.6mm revenue
  - Northeast portable sanitation company, \$1.0mm revenue
  - Mid-Atlantic septic company, \$1.0mm revenue
  - West coast portables and septic company, \$1.0mm revenue
  - Midwest portable sanitation company, \$900k revenue
- Many more coming soon*

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



**DAMON POWELL**  
**407-765-9440**  
[www.fmcadvisors.com](http://www.fmcadvisors.com)



## ▶ PRODUCT NEWS

### ▶ PRODUCT SPOTLIGHT



## Restroom trailer a fit for large special events

By Tim Dobbins

Diamond Specialty Vehicles builds a lot of trailers serving a multitude of applications, and Mike Butler, sales and business development manager for the company, says the 20RR4 restroom trailer plays an important role in the company's lineup.

The 20RR4 model is a four-stall restroom that, according to Butler, offers practical uses spanning large events like weddings and golf outings. "We probably see them being used most in base camps that get set up for different natural disasters," he says. "These restrooms are well built and can withstand heavy use without breaking down."

The model is 20 feet long, with an exterior width of 84 inches and exterior height of 144 inches. "When people walk in a Diamond we hear a lot that it does not feel claustrophobic," Butler says. "We have higher ceilings at 84 inches and the mechanical room is also large with everything laid out clearly and easy to work on and maintain."

The 20RR4 restroom sits on a heavy-duty, custom I-beam steel-frame trailer that is powder coated for protection from the elements. The trailer is a tandem-axle and equipped with trailer brakes and 16-inch aluminum wheels.

Building trailers that can withstand wear and tear is important to Diamond Specialty. "We want to put the operator's mind at ease knowing they can set the trailers up for high traffic and not worry about them breaking down," Butler says.

Diamond restrooms are built with a fully laminated wall constructed with fiberglass on the outside and inside for easy cleaning and durability. The walls are insulated with foam and a radius roof is standard on all their trailers, so there is no puddling in rain or from runoff of air conditioning units. The wall is built with aluminum tube-frame studs positioned 16 inches on center.

A long list of standard features includes a 210-gallon freshwater tank, a 490-gallon waste holding tank, city water hookups, shut-off valves at each toilet and a 3-inch dump valve assembly with cap.

Interior features include luxury vinyl flooring, HDPE contemporary cabinets and solid surface countertops. The units have stainless steel sinks, 510 Series foot-flushed china toilets and waterless urinals. And if customers are looking for something in particular, Diamond will listen.

"We are a fully custom shop," Butler says. "We offer all the upgrades like on-demand hot water, AC, auto vent fans and Bluetooth radio with internal and external speakers." **574-358-0452; [www.diamondspecialtyvehicles.com](http://www.diamondspecialtyvehicles.com)** ■



## You Want Decals GUARANTEED To Stick?

Email us your logo &  
we'll print your decal on  
Monster Stick for FREE!

Call Dynamic • 800-472-0285  
[www.DynamicPrintPlus.com](http://www.DynamicPrintPlus.com)





GET  
EMAIL  
NEWS ALERTS  
FOR  
**PRO**  
PORTABLE RESTROOM OPERATOR

Go to  
[PROmonthly.com/alerts](http://PROmonthly.com/alerts)  
and get started today!



**Imperial Industries opens new plant, names two new repair shops**

Imperial Industries announced it opened a new assembly plant in Parsons, Kansas. The expansion will allow for production of more tank-mounted trucks. The company also named new dealer partners that are certified repair shops: Erickson Tank and Pump based in Quincy, Washington; and Vacuum Sales based in Lindenwold, New Jersey.

**NVE announces investments in factory**

National Vacuum Equipment announced further investment in its Traverse City, Michigan, factory to increase production capabilities and enhance customer service. The investment will involve the purchase and implementation of advanced machinery, increasing manufacturing capacity. The new machines are designed to optimize the manufacturing process, allowing for streamlined production cycles. The improvements will translate into shorter lead times, improved product availability and a heightened ability to respond promptly to customer demands, according to NVE.

**J&J Portable Sanitation Products acquires Sansom Industries**

J&J Portable Sanitation Products has acquired the assets of Sansom Industries. The acquisition includes all the assets of Sansom Industries excluding the company name and brand Sansom Industries. According to a press release, J&J will be working to incorporate several changes into the product line before releasing it to the industry later this year, and all the products will be part of the J&J Portable Sanitation brand. ■



**CENTURY Paper**

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

*Sweet White Cap*

centurypaper.com ••  
 info@centurypaper.com ••  
 1.866.767.2737 ••

# Tank World Corp

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

**MAKE A COOL CHOICE IN THIS HEAT.**



**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

# CLASSIFIEDS

## 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](http://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](http://www.VacuumSalesInc.com). (888) VAC-UNIT (822-8648). (TBM)

**HAVE  
EQUIPMENT  
TO SELL?**

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

[www.promonthly.com/  
classifieds/place\\_ad](http://www.promonthly.com/classifieds/place_ad)

**PRO**  
PORTABLE RESTROOM OPERATOR

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

**PRO**

**MARKETPLACE  
ADVERTISING**

## COMING IN SEPTEMBER

**PRO**  
PORTABLE RESTROOM OPERATOR

**2023  
VIP TRAILER DIRECTORY**

The September issue of PRO offers an exclusive opportunity for the luxury trailer industry.

# PRO MARKETPLACE ADVERTISING

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](http://surco.com)

## HANDWASH STATIONS

MANUFACTURED BY MCKEE TECHNOLOGIES

**EXPLORER**

Since  
1992



**Pro's Choice**

8 Sink with Hot Water, 110 V

Removable Tongue

225 USG Fresh Water Tank

Galvanized 250 USG Grey Water Tank

**1.866.457.5425**  
[mckee technologies.com](http://mckee technologies.com)

**PRO**  
PORTABLE RESTROOM OPERATOR



**100%  
PORTABLE  
RESTROOMS**



Surco  
**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](http://surco.com)

**CALL 800-994-7990**

to advertise in **PRO Marketplace**

# GO WITH THE EXPERTS



**IMPERIAL  
INDUSTRIES INC**



**2023 RAM 5500  
4X4 DIESEL**

1300-Gallon Aluminum Vacuum Tank, 900 Waste/400 Water, Masport HXL4V Vacuum Pump, 6.7L I6 Cummins Turbo Diesel Engine, 2-Unit Hauler, Call For Pricing

## 2024 WWETT PRIZE DRAWING!

- 1) Email [Morgan@imperialind.com](mailto:Morgan@imperialind.com) your shirt size and address, she'll mail you a t shirt
- 2) Wear the shirt at the 2024 WWETT Show and stop by our booth, #5305
- #) Enter to win our big prize - more details to come!



**2023 INTERNATIONAL CV  
4X2 DIESEL**

980-Gallon Steel Vacuum Tank, 680 Waste/300 Water, Masport HXL4 Vacuum Pump (165 CFM), International 6.6L 350HP Engine, 2-Unit Hauler



**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 Engine, 2-Unit Hauler



**2024 MACK MD6  
AUTOMATIC DIESEL**

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



**TRAILER MOUNTED STEEL  
SLIDE-IN**

550-Gallon Steel Tank, 100-Gallon Poly Water Tank, Masport HXL3V Vacuum Pump, 9HP Engine, 7000# GVWR Tandem Axle Trailer

**1-800-558-2945**

[salesinfo@imperialind.com](mailto:salesinfo@imperialind.com)

[imperialind.com](http://imperialind.com) | [septictruckcenter.com](http://septictruckcenter.com)



*Your PJ, Your Way*

# STRONG PEOPLE STRONG PRODUCTS STRONG NAME



**Strong and forward-thinking  
people build strong,  
resilient products.**

**That creates a strong,  
long-lasting name:**

 **POLYJOHN<sup>®</sup>**



**DOWNLOAD OUR GUIDES**

[PJProductGuide.com](http://PJProductGuide.com)

[PJPROReferenceGuide.com](http://PJPROReferenceGuide.com)



2500 GASPAR AVE., WHITING, IN 46394

**PJPROMAG.COM | 800.292.1305**