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From PIPES to PORTABLES

➔ The Stoddards were a plumbing family for generations, then dropped the pipe wrench in favor of a life in portable sanitation

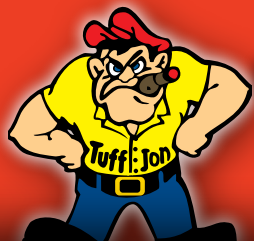
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LEFT: Florida's Stoddard family dropped plumbing in favor of portable sanitation, building successful Orange County Pottys. Owners Joey and Jim Stoddard are shown with PolyJohn restrooms in the company yard. (Photo by Preston Mack)

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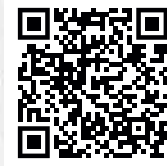


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By Jim Kneiszel

Expect Increasing Government Regulation Over Portable Sanitation

More communities are dictating how you do your job. Take it as a recognition of the growing importance of restroom service.

A portable restroom was dropped around the corner from my house a few weeks ago to serve the construction crew replacing sewer infrastructure and resurfacing streets in my neighborhood. Whenever I walk the dog past the restroom, I am reminded of the occasional news story I see about homeowners who are offended by living with long-term restroom placements nearby.

Of course, this doesn't offend me at all. I think it's silly to complain about something that could be considered every bit as critical to a construction project as the excavator parked in front of my house or the new sewer pipes temporarily stacked on my neighbor's sidewalk right-of-way. I see a PRO providing a valuable service that offers dignity to workers and saves them time away from the work site looking for relief.

As long as it is serviced regularly and doesn't become a target of vandals, I'm fine with that restroom staying on the corner as long as it is deemed necessary. I think we all have many other more important issues to be concerned about. But that's me, and apparently not everyone shares my view of portable sanitation.

CHANGING TIMES

Coming up on my 20th anniversary as editor of *PRO*, I have watched the popularity of portable restrooms explode at both construction sites and special events.

Construction crews have become accustomed to having a restroom on site for everything from large hospital building projects to the smallest residential home remodel. Giant banks of restrooms have played an integral role in the growth of outdoor festivals, camping events and concerts. Folks sometimes complain about using them, but without portable sanitation, events like Coachella, Burning Man and NASCAR race weekends would descend into chaos if they could happen at all.

As the number of applications and the demand for portable restrooms grew, local government regulation over their usage has really been minimal. But that is starting to change, and occasionally now we see some guardrails being added to dictate how units are placed, when they are serviced and how long they can remain on a site.

Earlier this year, I explained how the city council in Albany, Oregon, was grappling with complaints from residents about a restroom located at a church to serve homeless people who were sleeping in their vehicles nearby. Despite neighbor complaints, the city ultimately decided to allow long-term portable restrooms with no permit required.

Now comes a community in New Jersey, Piscataway, which is poised to give final approval to an ordinance setting rules about portable restroom placement. In a story from MSN, the city's mayor, Brian Wahler, explained what precipitated the new rules: "There are some homeowners who have ... portable toilets in their backyards all year round. Most people understand that when you have a special event, they get removed soon afterward. But some people are keeping them outside all year-round."

SETTING LIMITS

I suppose there are situations where homeowners would want to keep a long-term portable restroom. For example, perhaps they have a lot of visitors or the home is a neighborhood congregation spot for kids, and the restroom relieves pressure on a septic system. Or maybe they have a backyard pool and want to keep soaking wet swimmers from coming in the house to use the bathroom. Whatever the case, neighbors complained about the restrooms, resulting in these new regulations published in an ordinance:

- A portable toilet shall be allowed only for temporary use. Portable toilets must be removed upon expiration of the event or the construction permit. No portable toilet shall remain on private property for a period greater than six months unless approved by the appropriate municipal official.
- No person shall leave a temporary portable toilet on or along any municipal roadway or municipal property unless expressly authorized by the construction official. The toilet shall be wholly confined to the property where the construction or repair work is occurring.
- All portable toilets are required to comply with the following setbacks: Minimum front, rear or side setback of 10 feet; minimum setback of 20 feet from any public or private roadway; minimum setback from any commercial food service operation of 100 feet.

Folks sometimes complain about using them, but without portable sanitation, events like Coachella, Burning Man and NASCAR race weekends would descend into chaos if they could happen at all.

- Portable toilets shall have watertight, completely closed tanks for storage of waste, shall be flyproof, shall be adequately vented and shall be provided with cleanable seats and hand sanitizer.
- No person shall maintain a portable toilet which creates a nuisance as a result of overflow, lack of absorption or faulty design or construction. All portable toilets shall be maintained in a clean and sanitary condition at all times.

I have a couple of observations about these regulations. First, this will likely eliminate the more permanent restrooms that drew complaints. Second, the setback requirements might not be realistic at many construction sites, especially homebuilding projects. PROs and contractors often prefer to place units near a roadway for convenient servicing and to keep them out of the way of equipment and workers on smaller lots.

And the regulations could be interpreted to prohibit the use of drop tanks, which remain the standard for construction sites and most large-scale events. They call for “watertight, completely closed” holding tanks, which would seem to indicate flushing units only. They also require hand sanitizers, which should probably be a minimum sanitation feature anyway.

THE FROZEN TUNDRA

A similar situation hits closer to home for me — about 4 miles away from my Wisconsin home in the neighborhoods surrounding Lambeau Field, where the Green Bay Packers play. The NFL’s most historic stadium is surrounded on three sides by the village of Ashwaubenon, including some commercial and residential areas where portable restrooms are a game-day staple.

Many homeowners and small-business owners turn their properties into parking lots every football season to accommodate 80,000 fans who descend on the city for games. Almost every square foot of front yards are filled with cars; however, some of these opportunistic neighbors save a little room for a portable restroom. And these restrooms that pop up from August into January can create an issue with neighbors.

“Each time there’s a game, there’s a different issue. Sometimes it’s location, sometimes it’s smell, overall sanitary conditions,” Aaron Schuette, the village’s community development director, told WLUK Fox 11 in a news story. So the village wrote restrictions on the use of portable restrooms for construction sites and at Packers game, approving the following:

Below: This PolyJohn restroom from P&C Sanitation will spend much of the summer near editor Jim Kneiszel’s home to serve workers replacing sewer lines and repaving streets. It is placed in the public right-of-way between the sidewalk and the street. (Photo by Jim Kneiszel)



- For construction: Portable toilets shall be used only during active construction activities and secured or locked at all other times. Portable toilets shall be cleaned and serviced a minimum of once a week.
- For Lambeau Field events: A portable toilet shall not be located within any zoning setback or public right-of-way. A portable toilet shall not be placed more than 36 hours prior to the start of an event and shall be removed not more than 36 hours after the start of an event. When Lambeau Field events are planned within seven calendar days of each other, a portable toilet may remain on site provided it is cleaned and serviced within 36 hours of the events.

MORE RULES COMING?

These regulations did not address the features of restrooms as the New Jersey officials did. But I wouldn’t be surprised to see more stringent rules nationwide about cleaning and servicing restrooms, as well as demands for upgraded units in the future. It’s bound to happen as the portable sanitation industry matures and equipment becomes more advanced and sophisticated. It’s also clear that the COVID-19 pandemic played a key role in users demanding better restrooms and services.

PROs should expect to encounter more and more rules in the future. As the use of restrooms continues to rise, so will the concerns about aesthetics and safety of the units. Don’t consider this an impediment to running your business, but a recognition of the growing importance of the equipment and services you provide. ■

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GIVING BACK

Iowa PRO Gives Back With Time, Space and Potties

Chad Ness, owner of Ness Pumping Service & Porta-Potty Rentals in Waucon, Iowa, sees the value in donating back to the community that supports his family's thriving portable restroom business. In this exclusive online article, learn how Ness finds low-cost, high-impact ways to return the favor.

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OVERHEARD ONLINE

“ Sure, it might feel comfortable to steer clear of anything that triggers fear and anxiety, but here's the truth: Without a clear understanding of your business numbers and what they mean, you're navigating a minefield. ”

— Overcoming Number Phobia: A Guide for Business Owners
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BALANCING THE SCALE

Is Your Business Right-Sized?

As busy portable restroom operators, it's easy to buy more restrooms when services are in high demand. While surplus inventory isn't necessarily bad, it may not be needed year-round, and that can hurt your bottom line. Columnist Amanda Clark makes the case for right-sizing your business in order to sustainably manage growth.

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WORK ZONE SAFETY

Protect Route Drivers Servicing Construction Accounts

Portable sanitation is not without its safety concerns, and safety should always be top of mind when you provide portable sanitation services in a work zone. In this article, the Association of Equipment Manufacturers offers a breakdown of work zone safety to keep you, your route drivers and service technicians safe.

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PSAI is releasing two new proposed draft standards specific to the portable sanitation industry and want YOUR feedback!

The final version of these standards will be submitted for acceptance to the American National Standards Institute (ANSI) and will improve the best practices for the portable sanitation industry nationwide.

Proposed standards include:

- Proposed Standard 1: "Nonsewered Waste Disposal Systems at Places of Employment: Minimum Requirements"
- Proposed Standard 2: "Nonsewered Waste Disposal Systems: All Non-Work Sites: Minimum Requirements"

Interested in being part of the review and voting process? Email info@psai.org and ask about the PSAI ANSI Consensus Body. Otherwise, stay tuned for the public comment period when all interested or affected parties may submit comments for consideration.

Note: Only individuals who join the Consensus Body may have a vote for the approval of the standards.



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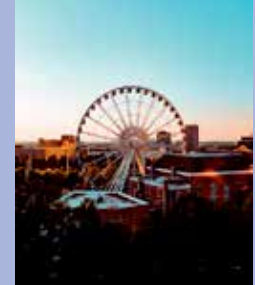
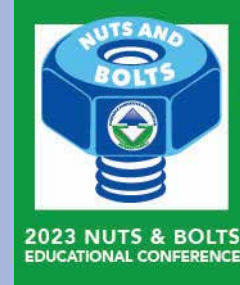
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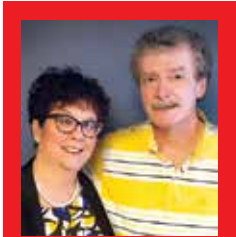
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By Jeff and Terri Wigley

Track and Secure Equipment to Prevent Costly Losses

PROs frequently make major inventory investments. Follow these steps to locate units easily and stop thefts.

PROs have a huge investment in equipment. From restroom units, holding tanks, sinks, hand sanitizer stands and restroom trailers, keeping track of all of this equipment as well as keeping it secure are challenges confronted on a daily basis. This month's question deals with this important issue.

QUESTION: We are interested in ensuring that all our equipment can be both tracked and secured in the field. What suggestions do you have for us?

ANSWER: Renting and servicing equipment is our business. Keeping track of the exact location of each asset is crucial as well as ensuring that the equipment is safe and secure — whether in the field on a long-term job site or at a weekend special event.

TRACK EQUIPMENT

For most PROs, the number of portable restroom units far exceeds the quantity of other equipment. The ability to identify each unit and its exact location at any point in time should be a major objective for your company.

In the early days of portable restrooms, some suppliers imprinted serial numbers on the doors of the units. Many portable restroom companies stenciled numbers on units for easy identification. Through the years, PROs have attached individually numbered decals or metal tags to units, holding tanks, sinks and other equipment for identification purposes. Bar codes became popular in the early 2000s and today QR codes are the most efficient means of tracking all types of equipment. QR codes allow for not only equipment identity but also its location since it can be tied to a GPS system.

Regardless of the technology used, your system should be consistent in its use and placement. For example, all units have unique QR code decals affixed inside the unit above the door opening. This is a very common area to place serial number decals or codes as it is not as easily visible inside the unit, is subject to less spray water in the cleaning process, and being inside the unit, is not as subject to weathering. If the decal is damaged or missing, it can easily be replaced. There are software programs to generate QR codes. One example of many is the Adobe Express app which can be used on smartphones to generate QR codes.

We strongly recommend all rental equipment have tracking identification numbers attached, regardless of the type of technology

Placing decals on all side panels and the door identifies as well as advertises your business. We have always suggested a smaller door decal also be used on sinks, hand sanitizer stands and holding tanks.

chosen. You may have to use a separate system with certain types of equipment. For example, because holding tanks can sometimes be partially dug into the ground and are often placed underneath job trailers, many PROs prefer to use metal identification tags or plates with numbers or codes riveted to the tank near the cap.

The best general identification method for equipment is your company's decals with name, phone number and website. Placing decals on all side panels and the door identifies as well as advertises your business. We have always suggested a smaller door decal also be used on sinks, hand sanitizer stands and holding tanks to identify this equipment.

SECURE EQUIPMENT

RESTROOM TRAILERS

Among portable restroom operators we spoke with, securing restroom trailers on events and job sites was a prime security concern. Restroom trailers continue to expand in popularity, functionality and style, and represent a major capital investment for PROs. Left alone, after hours at an event or a job site, restroom trailers must be safe and secure.

Here are several suggestions to help to achieve these goals:

- Once the trailer is on site and in position for the event or the job, place a lock on the trailer hitch. This will prevent another vehicle from easily hooking up the trailer and taking it away. Hide the key in a magnetic box in a secluded position under the trailer. In the event of an emergency, the customer or other party can be directed to the key. Of course, locks can be cut, but that is in the extreme. This policy should be a basic security step for each trailer delivered and would also apply to restroom transport trailers that may be parked at events.
- A more high-tech approach is to invest in a GPS recovery system for your trailer. Several companies offer a device that is attached to a vehicle or other piece of equipment that can then be tracked by GPS.



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If the trailer is stolen, its location can be identified. The top-of-the-line devices are attached to any vehicle or trailer with a VIN and then registered with the National Crime Information Center database that local police can use to track the equipment.

- Anti-theft wheel boots or clamps affixed to the trailer are another option for security. They are highly visible and immobilize the trailer.

RESTROOM TRAILER PORTABLE GENERATORS

The most common solutions we have found are locking the generator to the restroom trailer itself via a lock and chain and/or removing or securing the wheels so the generator cannot be easily rolled away. The wheels can be modified so they are removed via a pin or a bolt. As with the restroom trailer, a wheel boot or clamp is another option.

UNITS, SINKS, HAND SANITIZER STANDS AND OTHER EQUIPMENT

The security of your equipment while in the customer's possession should be part of your company's basic rental terms and conditions. Damage waivers for incidental damage is one issue, but protecting your equipment is entirely the responsibility of the customer. Show your concern for this issue by asking customers about their security measures, such as a fence and gate around a job site or a security guard for after-hours at an event.

FINAL THOUGHTS

Maintaining control of all equipment and keeping it in good repair will allow for a long and profitable life span for all products. Develop an efficient tracking system and security protocol for your equipment and you will be successful. ■

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Below: The office staff, from left, are Joey Stoddard, Jim Stoddard, Julia Bass and Jimmy Stoddard Jr. (Photos by Preston Mack)



From Pipes to Portables

The Stoddards were a plumbing family for generations, then dropped the pipe wrench in favor of a life in portable sanitation

By Ken Wysocky



Orange County Pottys Inc.
Ocoee, Florida

Owners: Jim and Joey Stoddard

Founded: 2014

Employees: 10

Services: Portable restroom rental and service

Service Area: 30-mile radius

Website:

www.orangecountypottys.com

It's not often that difficulty finding employees translates into business success. But oddly enough, that's exactly what helped change the business fortunes — and the career paths — of master plumber Jim Stoddard and his son, Joey, the owners of Orange County Pottys in suburban Orlando, Florida.

The Stoddards' business odyssey began in New York in 1990 when Jim, tired of harsh winters, moved his family business, Stoddard Plumbing — founded in 1920 by his grandfather — south to Florida. But by around 2014, Jim and Joey, who are third- and fourth-generation plumbers, ran into a problem worse than snowstorms, icy temperatures and frozen pipes.

"It got to the point where it was impossible to find good plumbers," recalls Jim, 62. "So we brainstormed about what to do and came up with either paying more money, trying even harder to find employees or quitting plumbing altogether and starting a new business."

The duo opted for the latter option and Orange County Pottys was born, creating an exit strategy

from plumbing for the father-and-son team.

The restroom rental business was attractive for several reasons. For starters, it's a very replicable business, Jim says.

"It's hard to duplicate plumbing, but it's easy to duplicate restroom service," he says.

Furthermore, it's easier to find employees because the expertise needed for servicing restrooms isn't nearly as technical as plumbing, which requires years of training, he adds.

"That's not an insult to our drivers, either," Jim points out. "My father used to say you have to grow a plumber — and it takes time. It's kind of like an orange tree, which takes a few years before it bears fruit."

Then there was the allure of residual income (also known as passive income), which is generally defined as the revenue that keeps coming in after initial capital investments are paid off — things such as rental and interest income, dividend payments and so forth.

"Those restrooms are sitting out there on job

Right: Owner Jim Stoddard is ready to run a route in a Ram 5500 built out by Lane's Vacuum Tank and carrying a Masport pump.

sites, making money for you while you sleep," Jimmy explains. "In a sense, you're billing people around the clock. With plumbing, you do something, you get paid for it and you go home."

The Stoddards straddled both plumbing and restroom-rental services until the end of 2022, when they closed Stoddard Plumbing to focus exclusively on Orange County Pottys.

Monthly rentals — primarily for construction sites — generate around 70% of the company's revenue, while special events contribute the balance.

OPERATIONAL EFFICIENCY

From the way route drivers are trained to clean restrooms to the used vacuum trucks that the Stoddards outfit and repair themselves, the business is run with a lean and frugal philosophy — one key to its success, Jim says.

"We're always looking for the most efficient way to get jobs done," says Joey, age 35. "If we can do the same amount of work in less time, we do it. If we can clean toilets more efficiently and at a lower cost, and keep our equipment costs lower, we can pay our guys better.

"From what we hear, we pay more than our competitors, and higher pay reduces turnover," he continues. "Turnover costs you money, so if you can prevent turnover by treating guys right and paying them well, you'll make more money in the long term."

Joey cites the company's employees as another key to success.

"We'd be nowhere without them," he says. "They're honest and they show up and do a good job every day. A company is only as good as its employees

and we're blessed to have an amazing staff. We can't thank them enough for all their contributions."

At regularly held company meetings, employees consistently provide feedback that increases efficiency and profitability, Jim says.

"We always come out of those meetings knowing more than when we came in," he says. "We all learn from each other. It's a pretty simple business, but it's full of details that can ruin a day."

Jim also credits his oldest son, Jimmy Jr., a former U.S. Marine who played a critical role during the company's early years. He still helps out on weekend special events, Jim says.

Another pivotal move was hiring Julia Bass as office manager in early 2019, Joey says.

"Before Julia came on board, it was all on my dad and I to answer phones and schedule service," he explains. "So to have someone who could answer the phone and deal with customers was very helpful. She handles pretty much everything — we couldn't do it without her."

CASH IS KING

Reducing equipment costs — especially for vacuum trucks — also boosted growth. Jim firmly believes in buying quality used trucks and only buying them when the company could afford to pay cash. There are PROs on both sides of the new versus used equipment debate, but this philosophy has worked for Orange County Pottys.

"We've consciously chosen to buy older equipment and avoid new-truck loan payments and more expensive insurance payments," says Jim. "That's the sword we're dying on."

The company owns nine vacuum trucks, with



"Turnover costs you money, so if you can prevent turnover by treating guys right and paying them well, you'll make more money in the long term."

JOEY STODDARD

Below: Shown with the fleet, from left, are team members Joey Stoddard, Jimmy Stoddard Jr., Don Harrold, Brandon Calkins, Adrian Lopez, Stephen Corkum, Julio Rodriguez, Jim Stoddard, Julia Bass and Emilee Kinhart.





Above: Joey Stoddard and Stephen Corkum unload PolyJohn restrooms from a truck with a flat tank from Crescent Tank and running a Masport pump.



three serving as backups. The fleet includes a 2015 Ram 5500 with a 1,100-gallon waste/400-gallon freshwater aluminum tank from Lane's Vacuum Tank; a 2016 Ram 5500 with a 1,100-gallon waste/400-gallon freshwater aluminum tank from FlowMark; a 2018 and 2020 Ram 5500 with 750-gallon waste/350-gallon freshwater steel tanks from Crescent Tank; and a 2015 Ram 3500 with a slide-in 300-gallon waste/150-gallon freshwater aluminum tank made by Imperial Industries. All the trucks feature Masport vacuum pumps.

The fleet also includes a 2001 Ford F-250 equipped with a 200-gallon waste/100-gallon freshwater aluminum tank made by Imperial with a Conde pump from by Westmoor Ltd.; a 2002 Ford F-250 with a 300-gallon waste/150-gallon freshwater aluminum slide-in tank and a Jurup/Chandler vacuum pump; a 2005 Ford F-650 with a 1,100-gallon waste/400-gallon freshwater aluminum tank from Imperial with a Masport pump; a 2004 Ford F-550 with a 700-gallon waste/300-gallon freshwater steel tank built by Keith Huber Corp. with a Jurup pump; and a 2001 International 4700 with a 700-gallon waste/300-gallon freshwater steel tank and a Jurup/Chandler pump.

Most of the trucks are equipped with four-wheel drive.

For branding purposes, the truck tanks and bumpers are painted green and the truck cabs are white.

"Most people wouldn't know the trucks are old," Joey says. "Our trucks are seen a lot because we drive a lot of miles every year, so we tell our drivers that they have to always keep their trucks clean," he adds.

The company also owns about 800 restrooms and 50 hand-wash stations from PolyJohn; a dozen restroom trailers from JAG Mobile Solutions,

"Why shouldn't our name be on the mud flaps? Dad always joked that we'd know when we've truly made it when we get our own mud flaps. So I guess now we've made it."

JOEY STODDARD

"The key is shaving an in-house mechanic," Joey says. "We ask a lot of these trucks and can't expect to not have any issues when they're running 50 hours a week, so you have to stay on top of maintenance and catch problems before they become bigger problems."

Most of the company's trucks carry somewhat smaller-capacity tanks because service routes are short, plus the Stoddards believe carrying less weight helps trucks last longer.

"Our trucks can handle our routes without any problem," Joey says.

Jim also says smaller-diameter wheels — 19-1/2 inches versus more common 22 1/2 inches — save the company money because larger tires are more expensive. Furthermore, he avoids buying trucks with air brakes because they require a commercial driver's license, which makes it more difficult to find qualified route drivers.

In general, less is more when it comes to trucks, Joey says.

"Bigger trucks weigh more, which results in more wear and tear, plus

Black Tie Products, Wells Cargo, Rich Specialty Trailers, Forest River (Mobile Restrooms Inc.), Pace American and American Engineering; and about 35 250-gallon plastic holding tanks from PolyJohn.

SMALLER IS BETTER

The company also increases efficiency and reduces truck downtime because Joey is a mechanic whose primary job is to keep the fleet up and running.

(continued)

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Above: Jim Stoddard and Stephen Corkum secure a load of a dozen PolyJohn restrooms onto a trailer the Stoddards built.

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they're more dangerous to drive, require more expensive insurance and have less maneuverability than smaller trucks," he contends. "We're very conscious about cost of ownership."

Also, bigger trucks generally don't have four-wheel drive, which many of the company's trucks need to handle job sites that often are full of mud and sand, he adds.

CUSTOM FLAPS

The trucks also are distinctive because of their mud flaps, which feature the company's name, not the name of the truck manufacturer.

"Why shouldn't our name be on the mudflaps?" Joey asks, noting the company started having the customized flaps made around 2018. "Dad always joked that we'd know when we've truly made it when we get our own mud flaps. So I guess now we've made it."

"Putting someone else's name on our truck mud flaps would be like us wearing a Nike T-shirt instead of an Orange County Pottys T-shirt," Jim adds.

USA Flap makes the mud flaps. At about \$38 to \$40 a pair, they're relatively inexpensive; the biggest cost is an upfront charge to create a mold, which costs more than \$1,000. The company then keeps the mold on file for future orders, Joey says.

Jim says it's debatable whether or not the customized mud flaps provide value from a marketing standpoint.

"But there's no reason not to have your own," he says.

(continued)

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Below: Technician Corkum sprays off a PolyJohn restroom after returning it to the yard.



HOLDING STEADY

As for what lies ahead, the Stoddards are tapping the brakes at the moment, with no plans for significant growth.

“We’re at a tipping point where taking the next big leap would cost a lot of money in terms of more employees and more trucks,” Joey explains. “Everything is too expensive right now, so we’re kind of in a holding pattern until we can comfortably make a move.”

But as they look back at what they’ve accomplished after their bold career U-turn, the father-son team has no regrets about their decision to trade in pipe wrenches for portable restrooms.

“It’s been a good move for a lot of reasons,” Jim says. “This is a much more controllable business in a lot of different ways, which I really appreciate after coming from a business where we didn’t have that kind of control.

“Most of what we do is planned, which makes life a lot easier,” he continues. “I’ve enjoyed this business more than anything else I’ve tried.” ■



Above: Corkum washes a Ram 5500 service rig built out by Lane’s Vacuum Tank and carrying a Masport pump.

Below: At left, Joey Stoddard with his 2007 C6 Z06 Ron Fellows Championship Edition Corvette. At right, Jim Stoddard with his 2019 C7 Grand Sport Z07 Corvette. (Photo courtesy of Orange County Pottys)



NO CURE FOR CORVETTE FEVER

When Joey Stoddard feels the need for speed, the solution is readily at hand: a white 2001 Chevy Corvette tricked out with a Z06 performance package that at the time made it the highest-performance production Corvette ever made.

The car, which the 35-year-old Stoddard races professionally, features the legendary LS6 V-8, which generates 385 hp at 6,000 rpm and goes from zero to 60 in 4.3 seconds.

“I fell in love with Corvettes when I was probably around 13 years old,” he says. “I got the bug when my stepdad, Rick Woodley, bought a red 1993 Corvette with a manual transmission.

“There was just something about the way it looked,” he continues, trying to explain his affliction. “You didn’t see one around every corner, so it raised people’s eyebrows when you drove one around.”

Then his father, Jim, bought a red 2004 Corvette. That sealed the deal.

“When he bought that one, it was an I’m-going-to-buy-one-too moment,” he says.

Joey first dipped his toe into the auto-racing pool at age 18 when started to do autocross racing. Autocross racers drive through a course marked with cones on a large parking lot; whoever completes the course the fastest and knocks down the fewest cones wins.

“It’s a very affordable and safe way to drive a car fast,” Joey explains. “You rarely exceed 50 mph.”

The next step was racing on a road course at Roebing Road Raceway, a 2-mile course with nine turns located just outside of Bloomington, Georgia. That went well enough that Joey decided to stop autocross racing and do road courses instead.

“Now I’ve raced in dozens and dozens of road-course events, ranging from Watkins Glen International [in New York] to Sebring International Raceway and Daytona International Speedway [both in Florida],” he says.

Racing clubs pool their resources to rent these road courses for races on weekend, with individuals paying roughly from \$400 to \$800 to compete.

Joey reached the pinnacle of his racing career in June 2022 when he competed in a 14-hour endurance race at Daytona legendary 2.5-mile oval. He was part of a four-man team, with each driver taking 1 1/2- to 2-hour shifts behind the wheel of a Chevy Camaro SS. The team that completes the most laps wins.

“I’m proud to say we completed the race — we finished in the middle of the pack,” he says. “It was a hell of an experience to be competing at the world center of auto racing.”

Where does Joey go from there? His dream is to race in the Rolex 24 at Daytona, an endurance race. Doing that is a long shot, he says, because drivers need to get recognized by race teams and get invited to join.

“It would be like getting drafted to play football in the NFL,” he says. “So it’s not very probable, but as long as I’m behind a wheel and racing, I’ll be happy.”



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Business INCUBATOR

Our Business Incubator feature follows the progress of brand new PROs trying to make their mark in the portable sanitation industry. If you are new to the business or know someone who is, write to us at editor@promonthly.com and tell us about it.

We Are ESSENTIAL

Upstarts Philip and Garner Elliott are confident they will succeed by providing a necessary service with cleanliness and efficiency

By Jackie Holbrook

Many people dream of owning their own business, but few take the leap. It can be tough to leave the security of a full-time job. Philip Elliott was one of those people. Elliott and his wife Garner, both 49, wanted to start a business, but it never felt like the right time. Not until the pair got a little push. Elliott is an engineer by trade. He worked in the construction industry for more than 20 years until his employer shut down and he was laid off.

"My wife was like, 'Well, why don't we just start the business right now?'" recalls Elliott, co-owner of Peachy Portable Potties.

DO THE RESEARCH

Losing his job was the nudge Elliott needed to get started on his own. The husband and wife duo didn't want to open just any business; they had a plan in place based on years of observations Elliott made while working in the construction industry. On remote job sites, Elliott often took notice of the portable restroom companies.

Below: Philip Elliott is shown with a Ford F-550 built out by Robinson Vacuum Tanks with a PortaLogix tank and Masport Pump, and carrying an Armal restroom. (Photos by Kaylinn Gilstrap)

"It's something that's not glamorous. You don't have kids graduating from college saying, 'I'm going to do this,' but it's necessary," Elliott says. "It's necessary and it's not going to get replaced by the next iPhone release."

The couple launched Peachy Portable Potties in early 2022. Garner Elliott plans to remain in her full-time job as a human resources executive. At Peachy Portable Potties, she serves as the president and is responsible for oversight and strategy development for the future of the company. Philip Elliott runs the day-to-day operations.

The company is based in Gainesville, Georgia, roughly an hour north of Atlanta. The Elliotts live on the north side of Atlanta, so the business is conveniently close to home. They also selected Gainesville based on the lack of portable restroom companies in the area.

GETTING STARTED

The company runs a 2021 Ford F-550 patented PortaLogix truck built by Robinson Vacuum Tanks. It has an aluminum 800 gallon transverse

(continued)



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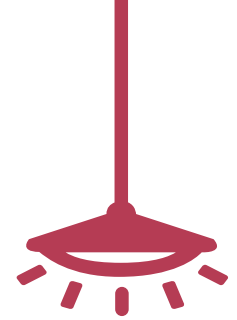
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Left: Elliott carries water to recharge a serviced Armal restroom at a construction site. His truck is a Ford F-550 built out by Robinson Vacuum Tanks with a Portalotgix tank and Masport pump.

Below: Elliott returns a hose to his truck's hose hanger after servicing construction restrooms.

waste tank behind the cab along with the patented 350 gallon flat freshwater tank in the bed of the truck. The flat water tank is also the platform that hauls four restrooms with the capability to add two more to the Theiman lift-gate. The company owns 141 restrooms, standard models from Armal and handicap units from PolyJohn. In addition to the Elliotts, the company employs a driver, Andre Coman, and an intern, Lily Dery.

“I frankly don’t understand how you can effectively clean a restroom in five minutes ... I tell my driver, ‘if you would let your mom go in there and go to the bathroom then it’s clean.’ ”

PHILIP ELLIOTT

Peachy Portable Potties joined the Portable Sanitation Association International to have access to an instant network of industry experts. Elliott says they were able to seek advice and network by attending PSAI events. Elliott credits his company’s success to the helpfulness of the industry.

“I’d say there is a friendly competition amongst people, amongst companies,” he says. “You have companies that will help each other out. I have a core group of people that I can call that will be more than happy to share information.”

Elliott also started cold-calling construction companies in the area. Through conversations, he learned many were unhappy with current service providers.

“I often use this story as an example,” Elliott explains. “We were in business for about a month. We got a phone call from a developer. Their current provider was so bad that their workers weren’t using those restrooms. They were going into the almost-finished or finished homes and using the toilets. The developer was then paying to have the finished homes cleaned again.”

TAKE YOUR TIME

Cleanliness and consistency are the keys to Elliott’s business model. He says the restroom business is a volume game, yet Peachy Portable Potties



never takes on more business than the company can handle. The company won’t sacrifice service to save time, he says.

“We know what we can service in a week,” Elliott said. “I frankly don’t understand how you can effectively clean a restroom in five minutes, at least not somewhere I would want to go. We have a goal of 10 minutes. I tell my driver, ‘If you would let your mom go in there and go to the bathroom then it’s clean.’”

CUSTOMER FEEDBACK

Peachy Portable Potties uses a system called AirVote to encourage customers to provide immediate feedback on their experience. Access to AirVote is through a sticker in each restroom. Users scan a QR code on the sticker, then select from green, yellow or red icons. Green means clean, yellow is so-so and red indicates a problem. They can also provide a comment. This feedback is sent to Elliott.

(continued)



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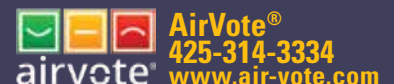
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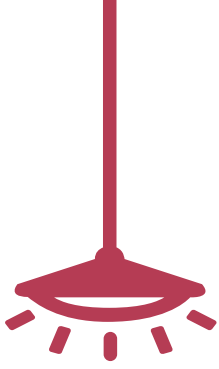
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Right: Philip Elliott drops a load of restroom waste at a treatment plant receiving station.

Below: Elliott uses a hose to clean the floor of an Armal restroom at a customer location.



“We just got a comment that says, ‘Very clean, smells good, plenty of toilet paper,’” Elliott says.

Elliott has been pleasantly surprised by how many people use the app and generally provide accurate feedback, though he does get the occasional person who provides inaccurate information as a joke. The feedback provides important information. For example, if there are numerous complaints coming from one area, it tells Elliott either the unit is not being serviced enough for its usage or there may be external factors in the area causing problems. He says this system will be extremely valuable as the company looks to expand in the future.

“It will be able to help evaluate employee performance,” Elliott said. “If we get a bunch of green votes from one driver and red from another, we can see what’s going on. Is it that one driver has all the routes and another doesn’t have enough? Or is it that the driver isn’t doing their best job?”

INVEST IN TECHNOLOGY

Technology like AirVote plays a critical role for the new restroom provider. Before launching the business, Elliott worked with a web developer to make sure the company had a modern, functional website. They focused on branding and Google ranking. Elliott says that an overwhelming majority of his business comes from the website.

“About 95% will tell us, ‘I Googled and found your website,’ he said.

The company uses ServiceCore for their routing and billing. This system optimizes the routes for the company, handles the invoicing, and sends email to alert customers when their units have been cleaned. Elliott said he’s received a lot of positive feedback about the notification system.

OBSERVATIONS

A little over a year since startup, Peachy Portable Potties is already prepared to expand. However, Elliott says he won’t take on more business than he can handle. He’s carefully monitoring the economy as he makes preliminary plans to buy another truck and more restrooms. In the short term, the company has purchased luxury restroom trailers for special events and weddings.

Advice: Elliott believes little things make a big difference. He’s received a lot of positive feedback about LunarGlo solar lights installed in the restrooms. “People are showing up at 5 a.m. to the job site when it’s still dark and when they get there, there’s a light on in the restroom and they really like that,” Elliott said.

Long-term outlook: Elliott has big plans for expanding. He’d like to have seven or eight trucks and up to 1,500 restrooms. “We would like to have several trailers, maybe five or six, that can go out for events,” Elliott said.

Surprises: Elliott says he’s been surprised by the camaraderie of the industry. If companies get into a jam, they call each other for help. “We all help each other out to make sure we can succeed,” Elliott says. “That has been very pleasant in this environment. They won’t let you fail and they won’t charge you something astronomical so that nobody would want to call for help.”

LOOKING AHEAD

So far, things are going well for the Elliotts and their startup. Now the challenge is growing while maintaining customer service standards that brought them success.

“Right now I’m at capacity,” Elliott says. “Most of what we have is repeat business and we are at the point where we are turning customers away because I don’t have the capacity to be able to serve more people with the quality we are committed to.” ■



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COMFORTS OF HOME SERVICES ADA LINE

The ADA-accessible line of restroom, shower and combination trailers from **Comforts of Home Services** is in full compliance with federal



guidelines for the interior of the trailer. Access options include a standalone, commercial aluminum ramp system. The trailer is lowered using electric, one-button execution for 20-foot and smaller models. Trailers longer than 20 feet have an ADA

lowering module with attached aluminum ramp. The hydraulic lowering system is designed for customers renting the trailer or moving the trailer numerous times at the same venue. It takes less than 15 minutes to lower the ADA module and then lower the aluminum ramp. **630-906-8002; www.cohsi.com**

DRE CUSTOM TRAILERS FOUR-STATION TRAILER

DRE Custom Trailers offers a 12-foot, four-station restroom trailer with steel frame construction and a smooth-side aluminum exterior skin. It has a 7,000-pound suspension and aluminum wheels, with a one-piece fiberglass roof, adjustable-height hitch and a 110/12-volt converter system. Its control panel controls the power unit, radio, lights, water pumps and AC. It is designed for very low floor height, with one-step entry, LED lights throughout, power vents, a backup water pump and easy access to the mechanical room. It comes with a 275-gallon waste tank and 150-gallon freshwater tank. Options include a cold-weather package and interior murals. **704-633-6098; www.drecustomtrailers.com**



LANG SPECIALTY TRAILERS TWO-STATION RESTROOM TRAILER WITH TWO EXTERIOR HAND-WASH STATIONS

Initially designed for the movie site industry, the 12.5-foot **Two-Station Restroom Trailer with Two Exterior Hand-washing Stations** from **Lang Specialty Trailers** is

suitable for site service companies because it allows four users simultaneously inside the restrooms and using the exterior hand-wash stations. The trailer has two full-size restroom stalls that can be set up as a men's stall with both a flushing toilet and a waterless urinal and a women's stall with a flushing toilet, or as unisex stalls. Each room also has a full vanity with mirror and metered faucet, stainless steel sink and paper towel dispensers. On the rear of the trailer are two hand-wash stations with mirror, metered faucets, stainless steel sink and two paper towel dispensers. **724-972-6590; www.langrestroomtrailers.com**

NUCONCEPTS-VERY IMPRESSIVE PORTABLES MAJESTIC

The **Majestic** solar-powered and self-contained restroom trailer from **NuConcepts-Very Impressive Portables** is available in two- or four-unit configurations and with common sealed roto-cast holding tanks help make servicing easy. Using high-grade, computer numerical control-cut fiberglass panels and wood-free-floor construction, the luxury restroom trailer is built for ease of maintenance and durability, according to the maker. It has arched doorways,



(continued)

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*

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OPTIMUS INDUSTRIES OI-3

The **OI-3** restroom trailer from **Optimus Industries** sets up quickly utilizing different stabilizer options, and has easy setup steps stored inside wide entry doors with large grab handles. It has a durable, spacious and easy-to-clean

interior with fiberglass walls, solid-surface countertops and composite trim and cabinets. The unit is outfitted with quality commercial fixtures, according to the maker. The interior features are finished with transit-grade flooring for durability. The exterior features seamless fiberglass with a composite backer that will not rot, warp or degrade and is easy to repair. It also includes vacant/occupied indicators. It sits on a 7,000-pound torsion axle with 16-inch aluminum wheels and radial tires. **574-226-0691; www.oirestrooms.com**

RICH SPECIALTY TRAILERS FS414

The **FS414** four-station restroom trailer from **Rich Specialty Trailers** has been upgraded with additional countertop space without compromising user space. A convenient trash container location has been added inside of each room. It includes a durable fiberglass composite roof. An all-aluminum side wall frame structure is protected by a Class-A, seamless, gel-coated fiberglass exterior. Entrance to each private stall room is through a heavy-duty, mitered, 4-inch aluminum post and fiberglass entrance door with full-length piano swing. For easy cleanup, all interior walls are mar-resistant and washable. Additional features include sealed, water-repellent flooring, heavy-duty fiberglass walls and available Amish-crafted hardwood cabinets with hardwood trim package. The trailer sits over a large co-poly waste tank, which rests in a standard oversized steel chassis to maximize capacity and long-term use. **260-593-2279; www.richrestrooms.com**



SHOWER TRAILER



AMERI-CAN ENGINEERING SHOWER TRAILERS

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

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

SPECIALTY TRAILERS

POLYJOHN SINGLE- AND DOUBLE-UNIT TRAILERS

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



SATELLITE SUITES BUNK TRAILER SUITE

The **Satellite Suites Bunk Suite** is a practical solution for housing oilfield crews, outdoor event teams, or providing private, comfortable shelter for disaster recovery workers in challenging environments. Available in a 10- or 12-station bumper-pull trailer, this versatile living space can be easily transported and set up anywhere. It includes ample storage and hospital-grade foam mattresses. Individual rooms offer a private living experience. With climate control, plenty of storage, and individual rooms with separate entrances, the Bunk Suite creates a private and clean atmosphere, while the individual rooms make it easy to sanitize between occupants. **574-350-2164; www.satelliteindustries.com** ■

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 <p>Ameri-Can Engineering 775 N Michigan St. Argos, IN 46501 574-892-5151 info@ameri-can.com www.ameri-can.com See ad, page 23</p>	 <p>ART Company LLC (A Restroom Trailer Company) PO Box 97 Constantine, MI 49042 269-435-4278 info@arestroomtrailer.com www.arestroomtrailer.com See ad, page 10</p>	 <p>DRE Custom Trailers, LLC 1266 Speedway Blvd., Ste. 1 Salisbury, NC 28146 704-633-6098 sales@drecustomtrailers.com www.DRECustomTrailers.com See ad, page 9</p>
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Trailer Series	ADA, Commercial, Construction, Luxury, Shower, Combo, Decontamination, Laundry, Handwash	Restroom Trailers	Industrial, Basic, Vegas, Rolls Royce, Shower combo and Hand washing trailers
Lengths	8' - 53"	8' - 32'	8', 12', 16'
Frame Construction	12" I-beam	Steel	All steel frame with steel studded walls
Shell Construction	Aluminum/Composite in multiple colors	Steel/Aluminum or Fiberglass	Aluminum and FRP exterior shell
Deck Construction	Lifetime warranty 3/4" tongue and groove	Steel	3/4" Advantek subfloor with a composite subfloor option
Floor Joist Specs	2" steel tube 16" OC	Steel tube 16" OC	All steel
Weight (lbs.)	3,200 - 21,000	Varies	8' - 3,000, 12' - 4,200, 16' - 5,000
Interior Trim	FRP, aluminum, and vinyl luxury - Amish wood and HPL	Varies according to series	Composite, wood trim
Fixtures	Delta Commercial Faucets, Dometic and Thetford Toilets, Toto Urinals, Solid Surface Counters, Custom Options	Varies according to series (interior finish)	Fixtures vary depending on the specified model, std faucets and metered faucets are available
Flooring	One-piece designer vinyl, LVT planks, Rhino Liner commercial rubberized coatings	Varies according to series	Commercial grade vinyl flooring is standard with rubber coin as the std in the industrial models
Warranty	5-year complete on structural components, frame, tanks, axle	3-year	1 year warranty on labor
Waste Tank Sizes (gal.)	100 - 2,000	Varies according to size	160 - 500
Fresh Tank Sizes (gal.)	75 - 600 Up to 2,000 with multiples	Varies	8' - 75, - 12' - 100, 16' - 160
Additional Standard Features	High-efficiency A/C, seamless trussed radius roof, 32" aluminum doors, self-leveling aluminum steps, LED lighting, locking cabinets and hatches, bottom discharge waste tank, winterization drain, 20 amp electrical circuits, Goodyear tires.	Heavy-duty undercoated steel frame, torsion axles, integral trailer skirting, fastenerless aluminum or Fiberglass exterior, seamless aluminum roof, ducted A/C with heat strip, metered faucets, fold down or roll out step assemblies (according to size), LED lighting, and Chica foot-flush stools	12ft and up trailers come standard with 2 water pumps pre-wired and plumbed, 1 primary and 1 as a spare. LED lighting inside and out.
Options	Cold weather package, Arctic weather package, fresh water packages, heat, upgraded A/C, spray foamed insulation, eight standard interior colors with custom choices, 10 exterior colors with custom options, custom sound systems and entertainment packages, mood lighting, fireplaces, generators, solar and lithium-ion batteries, awnings.	Heat and winterization packages, hands-free faucets, FM/BT/USB/CD stereo, other too numerous to mention	Heated cabins, heated waste tanks, stereo, aluminum wheels and limited colors

(continued)



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See ad, page 27



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 www.nrtsales.com
See ad, page 37

Trailer Series	Restroom Trailers, Shower Trailers, Laundry Trailers, Combo Trailers, Bunkhouse Trailers	Explorer Contractor II	NRT Specialty
Lengths	8' - 43'	13'	8' - 44'
Frame Construction	12" steel I-beam	All-steel 10" frame with removable tongue	Steel
Shell Construction	Composite gel-coated fiberglass	Heavy-duty steel shell, formed with a continuous welded leakproof construction	Polycore
Deck Construction	Composite		Steel
Floor Joist Specs	Steel tube on 16" centers	All-steel channels	16" OC
Weight (lbs.)	3,000 - 21,000	4,800	3,000 - 15,000
Interior Trim	Varies by model	Complete white fiberglass reinforced plastic anti-graffiti interior wall and ceiling surface	Several options
Fixtures	Delta Metered Faucets, Dometic Low Flow Toilets, Waterless Urinals	Polished stainless steel countertops and sinks with self-closing faucets, water-saving flush toilets and urinals	Several options
Flooring	One-piece vinyl	Full-length aluminum safety walk floor	Several options
Warranty	3-year	Full manufacturer warranty	3-5 years
Waste Tank Sizes (gal.)	200 - 1,500	240 US all-steel holding tank, hot-dipped galvanized after welding, 2" vent stack, 3" drain	300 - 1,200
Fresh Tank Sizes (gal.)	105 - 600	200 US supply tank, high-density polyethylene	105 - 750
Additional Standard Features	Seamless gel-coated fiberglass interior / exterior walls, roof, and subfloor. 1/2" thick poly waste tank, 13,500 BTU air conditioner(s) with 5,000 BTU heat strip(s). Slide-out self-leveling stairs with landing. Large mechanical room door for easy access. Steel freshwater tank surround. LED interior, exterior and DOT lighting. Metered faucets, paper towel dispensers and toilet paper dispensers.	Negative pressure ventilation system incorporating a 300 cfm blower and ducted room headers. Fully insulated floor and walls. Complete heating and optional A/C system. Front utility room for electrical panel, water heater, water pump and supplies storage.	
Options	Three-season package, winter package, mobile monitoring, Bluetooth stereo, spare tire mounts, generator mounts	Many floor plans available.	Custom layouts Shower, Restroom, Laundry, Bunk, Office

(continued)

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Optimus Industries, LLC
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 www.oirestrooms.com

See ad, page 21

Trailer Series	1 - 4 unit VIP, 1-3 Unit Prestige & Diplomat, Dual or Quad Majestic	Restroom Trailers
Lengths	10' - 24'	10' - 32'
Frame Construction	Steel	E-coated steel with 20k adjustable coupler and 7k tongue jack
Shell Construction	1/2" high-density polyethylene plastic Majestic - high-grade smooth fiberglass	Aluminum tube with insulation. Fiberglass interior and exterior on a composite backer
Deck Construction	Steel, aluminum diamond plate	Stabledeck Everfloor
Floor Joist Specs	Steel	E-coated steel tube
Weight (lbs.)	1,400 - 6,100	Varies
Interior Trim	Polyethylene/proprietary extruded aluminum, Majestic - high-grade smooth fiberglass, Brushed aluminum ceilings	Water & mold resistant PVC
Fixtures	Chicago auto-off faucets, Dometic porcelain toilet with Teflon seal	Commercial metered faucets, molded sinks, wall to wall solid surface tops, water saving toilets and waterless urinals
Flooring	Weatherproof grey carpeting, Majestic - Planked linoleum composite, Pelham Maple	Transit grade options
Warranty	1-year	Varies based on item. 2-year craftsmanship
Waste Tank Sizes (gal.)	VIP & Prestige 65, Diplomat 90, Majestic shared tanks - dual 150/quad 300	260 - 800 higher strength, high-density polyethylene with multiple sump options
Fresh Tank Sizes (gal.)	VIP & Prestige 40, Diplomat 55, Majestic shared tanks - dual 90/quad 180	Varies with options available
Additional Standard Features	Solar-powered, self-contained, with no required electrical or water connections. Flushing toilet/Teflon seal, sink, trash, and mirror. 125 to 580 average uses. LED Int. / Ext. lighting with power roof vent standard except VIP Classic.	Wider entry doors. Easy set-up steps and grab rails. LED lighting. A/C with heat. 1pc fiberglass/composite roof. Vac/Occ lights. Fresh water system.
Options	VIP/PRESTIGE/DIPLOMAT: A/C, winterized package, power converter, warm-water hand wash, city water connection and dispensers. Custom options are available.	Heat packages. Water heaters. Stereos. Porch options. Key matching and more.

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See ad, page 5

Trailer Series	ADA, Commercial, Construction, Luxury, Shower, Combo, Decontamination, Laundry, Handwash	Restroom, Shower, Bunk, Command Center, ADA, Laundry, and Sink Trailers. Special Event and Disaster Response units
Lengths	4' - 40'	10' - 44'
Frame Construction	Steel	Structural steel I-beam
Shell Construction	Smooth, Aluminum PolyCor Interior Walls & Ceiling	Aluminum and composite walls with seamless gel-coat exterior with water shed roof design, color white
Deck Construction	PlexCore Decking	Non-wood seamless composite decking
Floor Joist Specs	Steel	16-inch OC
Weight (lbs.)	Varies	Varies
Interior Trim	Smooth, Aluminum PolyCor Interior Walls & Ceiling	Standard sizes 10' and larger are offered in our Spa Series, Commercial Series and Millennium, Luxe Flat and Luxe Pebble. our SELFIE Line is offered in white and gray
Fixtures	Stainless Steel Sink, Auto-Shutoff Sink Faucets, Ceramic Pedal Flush Toilet, Auto Flush Ceramic Urinal, Rust-Free Aluminum Countertop	Delta faucets, Theftford toilets
Flooring	Non-Skid Black Rubber Coin Floor	Steel and composite floor structure with seamless subfloor
Warranty	3-year materials and workmanship	3-year limited product warranty
Waste Tank Sizes (gal.)	Varies according to size	200 - 1,150 1/2" polypropylene tank with bottom dump
Fresh Tank Sizes (gal.)	105 - 210	100 - 300
Additional Standard Features	3rd Party Certification for Single ADA and ADA+2 for American with Disabilities Act (ADAAG) Accessories included: Soap Dispensers, Paper Towel Dispensers, Toilet Paper Holders, Shatter Proof Mirror, and garbage can. Roof Mounted 13.5 Mach3 A/C with Heat Strip Wall Mounted Thermostat 4.0 GPM Fresh Water Pump 6 Gallon Electric Water Heater PEX Manifold Water Distribution System 120V 30 amp Motor-base with Twist Lock shoreline cord 25' Polyethylene Waste Tank (3/8" Walls) White Vinyl Walls In Mechanical Closet	Dometic air conditioner, sidewinder jacks, LED exterior DOT lights, LED porch lights
Options	Three-season package, 4-season winter Glycol bottle heater w/ pump package, and upfitting available to add stereo, remote monitoring, or custom needs.	Remote tank monitoring, GPS tracking, back-up camera and auto-leveling jacks

Portable Sanitation Plays a Key Role Near Ancient Attraction

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Jim Kneiszel

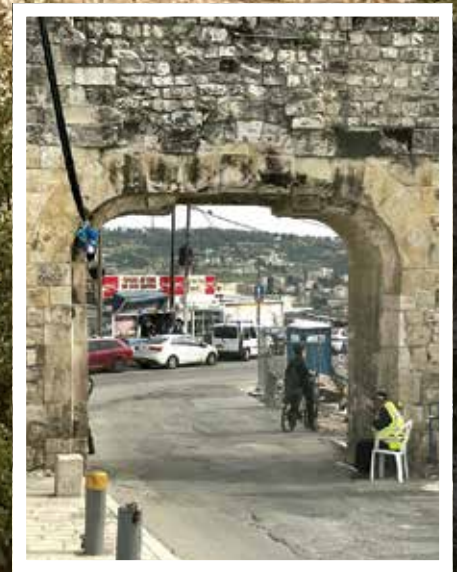
A blue Satellite Industries Tufway restroom looks a little out of place at this historic location dating back to the first century. This neighborhood sits within the boundaries of a large, ancient city that has been the site of strife, wars and destruction since the first very heavy stone blocks were ordered moved into place during the reign of a tyrannical figure in the Holy Bible. The high block wall is 1,601 feet long and 105 feet tall including a massive foundation and aboveground sections. The wall is commonly referred to by two names, one referring to the direction it faces and the other to a typical reaction of those who pray at this location. The tall building behind the wall has an even greater religious significance to many who visit.

Your mission is to name the location and the city where these photos were taken. Here are a few more clues to help you:

- Restaurants, museums and places of worship abound near this location.
- This is the most significant holy site of a certain religion throughout the region.
- 31.7767° N, 35.2345° E
- This tourist attraction has a section for men and a section for women, and requires a specific dress code if you want to enter.
- Nearby is a building mentioned in 1 Kings 8:41-43, "a house of prayer for all nations."

To win the contest, name the historical attraction, city and country where the photos were taken. The winner will be recognized as a geographical whiz on the PRO Facebook page. Send your responses to editor@promonthly.com. ■

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



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▶ PRODUCT SPOTLIGHT



Stylish restroom trailer features innovative stair system

By Tim Dobbins

A contemporary color scheme and style, cathedral-arched stall doors and etched mirrors is what users can expect stepping into any of the Urban Series restroom trailers from the JAG Mobile Solutions.

“The Urban Series is versatile, easy to maintain, service and clean,” says Forrest Blaschak, sales representative for JAG. “It provides industrial strength with an uptown contemporary style, so it fits a range of applications like high-end special events, construction, commercial projects and disaster recovery.”

The series consists of multiple floor plans ranging from an 8-foot model featuring two stalls, to a 32-foot, 13-stall model. Floor plan configurations vary depending on chosen layout and size.

The restrooms have textured, graffiti-resistant gray walls with a smooth, steel-gray accent wall and designer wood-grain floors. Users will also find solid surface countertops, stainless steel sinks, floating cabinets and an LED interior light package. Customers can choose from a list of add-on options like custom colors, sound system, an HD LCD television, forced air heaters and waste tank heat and insulation among other things.

“Popular options customers choose are things like our forever door package for a more private experience,” Blaschak says. Other restroom accessories available through JAG include baby changing stations, hands-free faucets, sanitary napkin disposal, paper towel and soap dispensers and gender doors signs.

“All trailers 15 feet and up feature JAG Mobile Solutions’ Cartridge Safety Stair System,” says Blaschak. “For units less than 15 feet, we have the Curb Beater Stair System.”

Both stair systems are designed to be tucked away and stored in between the floor and the trailer frame. To set the steps, operators open the access door and remove the latch pins that hold the stairs secure for travel. Once the pins are removed, the stairs can be pulled straight out of the cartridge and set on the floor, ready to use.

Blaschak says the company receives positive reports from PROs in the field. “We hear the new stairs are a game-changer,” he says. The feedback on the stair systems come from both PROs and end users. “Users appreciate the safety attributes of them as well with nonslip surfaces, long handrails and that the stairs are wide enough for multiple people.” **800-815-2557; www.jagmobilesolutions.com** ■

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Founder of Satellite Industries, Al Hilde Jr., Passes Away

Al Hilde Jr., a pioneer in the portable sanitation industry as the founder of Satellite Industries, passed away July 28, at his home in Jackson Hole, Wyoming. He was 90.

Al Hilde Jr.

Following a stint in the U.S. Army, Hilde started Satellite Industries in Plymouth, Minnesota, in 1958 offering service with a handful of wooden restrooms. He grew the business to become a worldwide supplier of portable restrooms, restroom trailers, trucks and other accessories.

Hilde played an important role in starting and supporting the Portable Sanitation Association and received many business accolades during his career. Among them was the Minnesota Governor’s Award for Outstanding Achievement in Community Economic Development and TwinWest Chamber of Commerce Entrepreneur of the Year.

Through his sports activities and time serving in the military, Hilde noted there were never adequate sanitation options for people working or playing in the outdoors. His goal from the start was to offer proper sanitation to those taking part in outdoor activities, he explained in an interview with the Minnesota Historical Society.

“When playing outdoors there were no restrooms. The only real negative about being outdoors was the lack of sanitation,” he said in the

historical society interview. “From the beginning, I was driven to put dignity into the business. We always used the term ‘portable restrooms’ and looked at our business in terms of meeting specific business needs of society.”

According to the portable sanitation history book, *PSAI Through the Decades*, Hilde named his company Satellite because space travel was top of mind as the U.S. entered the space race and sought to put a man on the moon.

In addition to pioneering industry manufacturing, Hilde wanted to help bring greater professionalism to the restroom industry. In 1971, he was elected to the first board of directors of the Portable Sanitation Association, which recently celebrated its 50th anniversary and is now called the Portable Sanitation Association International.

In 1972, Hilde started producing the lighter and more durable polyethylene restroom units that dominate the industry today. Satellite eventually sold the restroom service side of the business and concentrated on expanding to new manufacturing and distribution locations and offering the company’s products worldwide.

He owned other companies as well, including Satellite Shelters, which manufactures mobile offices and modular buildings. He also started Jackson Hole Aviation and purchased Western Aircraft, which came from Hilde’s love of flying as he logged more than 10,000 hours as a pilot.

Hilde also served as the mayor of Plymouth for five terms, and was president of the Hennepin County League of Municipalities, president of the Minnesota Executives Organization, director of the Minnesota Orchestra, as well as many other civic and philanthropic pursuits. He and his wife, Jayne, made a major contribution to establish the Hilde Performing Arts Center in Plymouth.

According to a remembrance released by Satellite, “Al’s passion for improving global health and continuous innovation is an inspiration to us to this day ... He believed that portable toilet service would be an essential service for many to provide dignity, convenience, privacy and moreover to protect public health and the environment.”

Hilde’s son, Todd Hilde, Satellite’s owner and chief executive officer, said of his father, “My dad’s greatest gift to me was teaching me to love Satellite. Satellite was always the center of our family during our upbringing. We talked about Satellite over dinner each night and it was always a big focus of our family.”

Hilde is survived by his wife, three sons, grandchildren and great grandchildren. A celebration of life will be held Aug. 15 at Wayzata Community Church in Wayzata, Minnesota.

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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!
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