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PORTABLE RESTROOM OPERATOR

June 2024
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↙ Rising to the OCCASION

A huge balloon rally tops a growing client list for New Mexico's third-generation AAA Pumping Service

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Tex-San Site Services burns its brand of quality restroom service onto the San Antonio Stock Show & Rodeo

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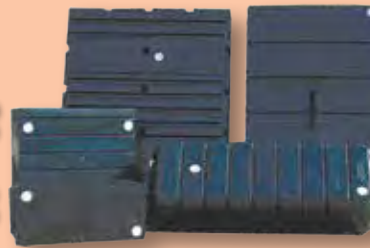
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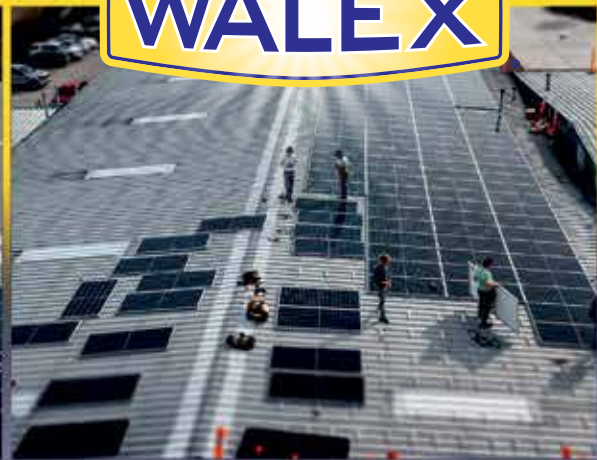
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COVER PHOTO: Mike Krepfl is the third-generation owner of AAA Pumping Service in Albuquerque, New Mexico. Krepfl and his wife, Shelley, are shown with some of their many restroom and shower trailers from makers JAG Mobile Solutions and Satellite Suites. (Photo by Eric Swanson)



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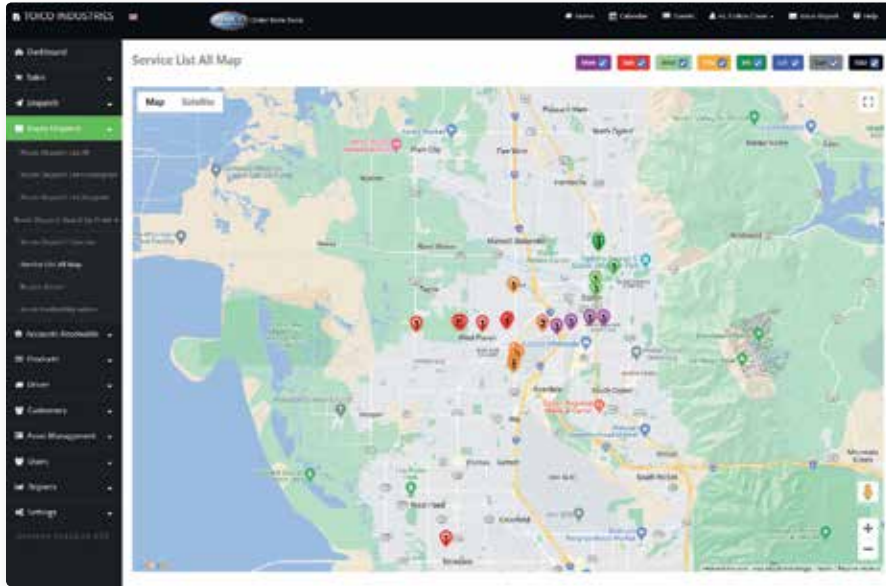
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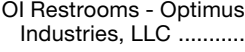
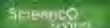






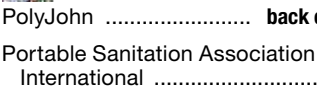





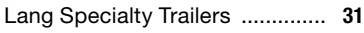
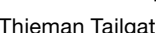
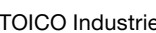
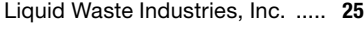
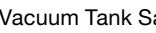



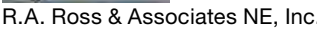

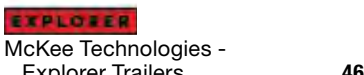


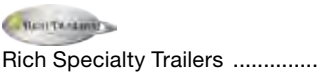


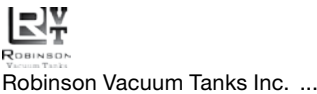

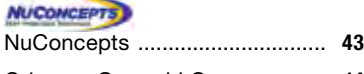




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By Jim Kneiszel

Our Industry Lives Up to the “Buy American” Message

When you review our Buyer’s Guide and read our feature stories this month, remember PROs are all about strengthening the local and national economy

This month’s issue of *PRO* features our annual Buyer’s Guide, a directory of the products and services that set you up for success in the portable sanitation industry. The handy listing of our advertisers is a good reminder of one of the gratifying facts about restroom providers and the companies that serve them with supplies: When you hire a portable restroom operator, you’re buying American.

For years now, it seems like every product you pick up on a store shelf is coming from some place across an ocean. And most of the time, these goods — from the clothing on our backs to the small appliances in our kitchen — are made in China. At the risk of getting too political — something I never want to do in this column — many folks don’t want their dollars to support a communist regime that doesn’t seek to do our nation any favors.

I know I sound like an old-timer when I say this, but I remember a time when whatever we needed could be provided by an American manufacturer. Clothing, work boots, household goods, appliances — you name it, we made it. Manufacturing of all of these products created family-supporting jobs and the supply of these necessary goods would never be interrupted by shipping logistics issues or political strife somewhere across the globe.

There is currently a big push among our federal elected officials to bring critical manufacturing back to the United States. They say we should be more self-reliant, return to the skilled labor that built America into the strongest economy in the world.

Personally, I believe we never should have ceded our position as the leader in quality manufacturing of so many products. And I welcome the challenge to retool our factories and train our new workers to bring those jobs home as much as we can, realizing — of course — that we also live in a global economy.

It should be a source of pride for PROs that the majority of supplies and equipment they use on a day-to-day basis were designed, engineered and manufactured in America (or in a few cases, our friendly neighbors to the north in Canada).

IT STARTED HERE

First off, the concept of portable sanitation was invented in America. The first PROs were entrepreneurial individuals who served longshoremen on the California coast. They constructed plywood outhouses that were placed at the ports so workers would have a dignified way to relieve themselves. The cumbersome wooden units were replaced by fiberglass, then molded lightweight plastic variations, built by a handful of forward-thinking companies, mainly in the Midwest and South.

Over the years, these restroom manufacturers branched out to a variety of related products — including hand-wash sinks, holding tanks, restroom trailers and deodorizers — and built a sizable niche industry that thrives today. The same origin story holds true for our vacuum trucks. The tanks are rolled and welded, and all the accessories are added by American workers at regional truck-building companies across the country.

Some of these trailblazing companies are the advertisers you see in this issue of *PRO*. And in what seems like a novel concept in today’s marketplace, some of these companies export their products to all corners of the world.

I know there are some exceptions; foreign companies that manufacture their quality products in the U.S., and some companies that build equipment and accessories outside of the U.S. and export them here. But unlike the greater retail world, the lion’s share of industry products are produced right here.

SPREAD THE WORD

And doesn’t it feel good that you can share this message with your customers?

Consider the construction company or event planner who calls on you to provide restroom service. You can assure them their dollars are going to support American workers. This includes the technician that will deliver and service the restroom, the office workers who process their billing and answer

Your team ... can be satisfied knowing they are strengthening American manufacturing and working skilled jobs where the wages are generated and spent locally, enhancing your community.

customer service questions, and your small local business. It also includes the workers who built the restrooms, the truck driver who delivered the shipment of units to your door, and the companies that furnished the raw materials used in manufacturing these products.

It’s good to share this message with your team as well. They can be satisfied knowing they are strengthening American manufacturing and working skilled jobs where the wages are generated and spent locally, enhancing your community.

As you turn through the pages of this issue, I hope you are reminded that all of the featured PROs and their workers are supporting their local communities and helping build the infrastructure of the nation. And keep in mind that when you support our advertisers, you are typically supporting American manufacturing jobs. ■

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. Email PRO editor Jim Kneiszel at editor@promonthly.com or call 800-257-7222.



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3 KEYS California PRO Attributes Success to Simplicity

When faced with a lack of dependable sanitation in his farm-labor business, David Rodriguez, of Oroville, California, decided to launch a portable restroom operation. He did so by focusing on three keys to success; find out exactly what those keys are in this online article.

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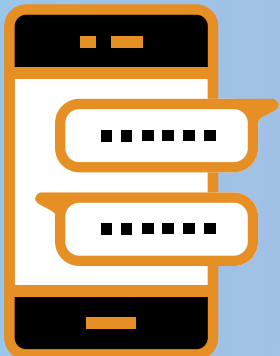
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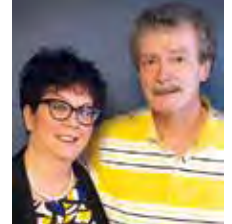
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Jeff and Terri Wigley are portable sanitation industry veterans, having owned and operated Atlanta-based Pit Stop Sanitation Services for 25 years. Send your questions or comments to editor@promonthly.com.

Tailor Daily Truck Inspections for the Portable Sanitation Industry



Jeff and Terri Wigley

Customizing forms and going paperless are important steps to keep your crew updated on top of important safety issues

By Jeff and Terri Wigley

QUESTION: Our company is always looking to improve our processes and procedures wherever we can. For some years now, we have used standard preprinted pre-trip and post-trip inspection reports that we purchase from an online trucking driving and safety program. What are your suggestions and ideas for improvement in this important area?

ANSWER: Pre-trip and post-trip inspections are much more than simply a required daily task. Understanding the reasoning behind this requirement and tailoring these forms to meet the needs of our industry can be an important enhancement to your company's safety program.

Background

The Federal Motor Carrier Safety Administration is the governmental body that regulates the requirements for both the daily pre-trip and the daily post-trip inspections for all commercial vehicles. FMSCA 392.7 describes the requirements of the pre-trip inspection while FMSCA 396.11 describes the post-trip. These documents for each vehicle are to be kept on file for a minimum of 90 days at the company's location.

According to the federal agency, the purpose of the pre-trip is for the driver to be satisfied that "the vehicle is in good working order and in safe operating condition." If the driver finds something wrong, the problem must be fixed before the vehicle can be sent on the road.

Pre-Trip Inspection

The basic pre-trip inspection suggested steps include:

- Check the overall appearance of the vehicle upon approach.
- Review the previous post-trip inspection report.
- Conduct a walk-around inspection. Check the tires and the rims. Check the coupling device or trailer hitch, if applicable.
- Check headlights, auxiliary lights, flashers and reflectors.
- Check stop lights and turn signals.
- Check the engine compartment for signs of leaks or damage. Check the various fluid levels.
- In the cab, adjust the seat and mirrors. Test the windshield wipers and the horn. Inspect the interior.
- Check the service brakes and the parking brake. Check the air-brake system (if applicable).

The pre-trip inspection allows the driver to begin the route with a properly operating and safe vehicle.

Post-Trip Inspection

The purpose of the post-trip inspection is to inspect all the same areas, as with the pre-trip, but to allow truck maintenance personnel to resolve issues before the truck can safely return to the road.

The post-trip report must be signed by the driver and presented to the appropriate manager or supervisor for issues to be verified and confirmed.

This describes the traditional process of pre- and post-trip inspections.

Customize your checklists for our industry

Here are suggestions for additional inspection items:

- Vacuum pumps – Add items to ensure that the vacuum pump is functioning properly and that the pump oil level is sufficient.
- Sight glasses – Are the sight glasses on the tank in good repair or are they cracked, chipped or loose?
- Trailers – Add a section on your company form for hauling equipment. If the forms are being completed by a route service technician, the inspection points for trailers can be omitted.

Examples include:

- Unit transport trailers – Inspection questions could include: Is the trailer hitch connected and in good repair? Tires? Brakes? Lights and reflectors? Is the trailer tag current? Are units properly secured?
- Restroom trailers – Suggested inspection items: trailer hitch? Brakes? Lights and reflectors? Steps secured? Current tag?

Add checklist items for important documents

Consider including items for "proof of insurance" and "valid registration" for trucks and for any trailers that might be attached.

Other important safety items

Include a fully stocked first aid kit and a currently inspected and working fire extinguisher. These items are important and need to be fully operational.

Consider automating pre-trip and post-trip inspection reports

When we look at the volume of paper generated by these inspection reports — two pages per truck per day per week and per year — and having to file and to maintain all inspections for the past 90 days, automation is an attractive option.

Your software provider may include an option for the pre-trip inspection to be completed on a company phone or tablet. All data can be summarized

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and analyzed at one time. This is especially important for the post-trip checklist as a complete picture of the repairs needed for the entire fleet can be in one report for maintenance personnel. By archiving data beyond 30 days, research can be made on repair data for specific vehicles. Perhaps a certain vehicle has a problem only in the heat of summer or in the dead of winter.

Utilizing software products can also allow PROs to see how long these inspections are taking to be completed. This data can lead you to develop company standards in these areas, further increasing efficiency.

Automation also minimizes human error. We have heard countless stories where the route service technician wrote a note concerning repair that was either not legible or perhaps it was written on the back of the inspection report, and no one saw it.

Photos of repair items can be integrated into these reports, further increasing the efficiency and enhancing the communication of issues.

Utilizing software products can also allow PROs to see how long these inspections are taking to be completed. Are pre-trip inspections being done too quickly in the mornings? Are post-trip inspections taking too long at the end of the day and not giving maintenance personnel enough time to begin repairs? This data can lead you to develop company standards in these areas, further increasing efficiency.

Depending on the software you use and your company's level of desire to ensure these reports are completed, inspection reports can become integrated into your company's automated workflow. There are systems where

the pre-trip inspection report must be completed and submitted before that day's route appears on the service technician's device. Similarly, in the afternoon, the post-trip inspection report must be completed and submitted before the time clock sign-out program is activated.

In the event of an FMCSA audit — perhaps associated with an incident — your company has 48 hours to produce these pre-trip and post-trip records. Automation will minimize the level of stress in producing this information.

Additional reports

We want to remind PROs that every commercial vehicle is required to undergo periodic inspection at least once per year per FMCSA 396.17.

If you have a vehicle pulled over and inspected by the federal or state Department of Transportation, that report needs to stay on file for 14 months. If the truck is found to have minor issues, you have 14 days to correct and to respond to the DOT. If the vehicle is declared OOS, out of service, you have specific steps and actions to take to correct this situation.

FINAL THOUGHTS

Make pre-trip and post-trip inspections a "want to" in your company and not a "have to." These inspections are vital to your overall safety program. Employee safety, the safety of the general public and equipment safety can all be ensured by making this an essential, easy-to-achieve part of every day. ■

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The management and office staff for AAA Pumping services, left to right, are Darla Romero, Amber Babecka, Shelley Krepfl, Mike Krepfl, Candy Matthews and Raul Rivera. In the background is a Peterbilt tractor trailer and 6,300-gallon Dragon tanker from Keith Huber that is used for high-volume pumping jobs and long hauls.

Rising to the Occasion

A huge balloon rally tops a growing client list for New Mexico's third-generation AAA Pumping Service

STORY: Betty Dageforde | PHOTOS: Eric Swanson



AAA Pumping Service Albuquerque, New Mexico

OWNER: Mike Krepfl
FOUNDED: Mid-1950s
EMPLOYEES: 26
SERVICES: Portable sanitation, septic and grease trap pumping
SERVICE AREA: 70-mile radius
WEBSITE: aaapumpingservice.net

In 2006 Mike Krepfl and his brother Phil stepped into roles they had been groomed for their whole lives. After 34 years, their parents were ready to hand off their portable sanitation and septic pumping business to their sons. Krepfl's father had inherited the business from his father who started doing septic pumping in the mid-1950s as sideline work to supplement his income.

Phil eventually went on to do other things, but Mike was well-prepared to run the company. Not only had he grown up in the business, but he had supplemented his on-the-ground experience with a college degree in business administration.

The company, AAA Pumping Service, operates out of an office and nearby storage yard in Albuquerque, New Mexico. Mike runs the business along with his wife Shelley, the office manager, and Raul Rivera, the general manager. The rest of the crew includes three dispatchers; 12 employees on the portable sanitation side and eight technicians on the septic side.

Their service territory covers a 70-mile radius which includes Albuquerque, Sante Fe, surrounding towns and

several Native American reservations. About 60% of their work is portable sanitation and about 70% of that is for construction.

THIRD GENERATION

Mike's parents, Tip and Joyce, took over the business from Carl Krepfl in the early 1970s and expanded it. "They made it more of an actual business," Mike says. "It was still out of their home, but they were doing septic pumping and then they started doing installations."

Mike's parents, Tip and Joyce, took over the business from Carl Krepfl in the early 1970s and expanded it. "They made it more of an actual business," Mike says. "It was still out of their home but they were doing septic pumping and then they started doing installations." The couple eventually moved the company out of the house. By 1991, the family added portable restrooms.

After a brief stint working outside the wastewater industry after graduation from New Mexico State University, Mike returned to the family business and took over management of the portable sanitation work, while

his brother took on the septic side. Phil later sold his part of the business to Mike. “At that point we only had a few employees,” Mike says. “But then the company really began to grow from there.”

Mike says his business degree has been helpful in his day-to-day operations working with the budgeting, finance and banking aspects of the business. He continues to learn and keep up to date on the industry as a member of Portable Sanitation Association International and often attends the WWETT Show in Indianapolis.

TRAILERS ARE POPULAR

The company has about 2,000 portable restrooms (Tufways and Maxims from Satellite Industries), including 100 ADA-compliant and wheelchair-accessible units. Most are sand-colored, but the company is transitioning to gray units for events. They have 150 Satellite hand-wash stations and also provide holding tanks and freshwater tank setup and delivery.

The company bought its first restroom trailer in 1991 and now has 35 (JAG Mobile Solutions and Satellite Suites). They’re used for weddings, special events, movie sets and commercial remodeling projects for companies including Home Depot, Lowe’s, Walmart and car dealerships. AAA will provide attendants at events, if requested, but they recommend their retail customers keep one of their own people on site to prevent problems, provide basic cleaning and report vandalism.

Mike says they have to be selective with placement of the trailers where vandalism can be an issue such as at gas stations and rest areas. “We’ve learned to use an extensive damage clause and waiver,” he says. “And if it’s too challenging of a site, we just won’t take it.”

He says they’re starting to see large construction sites ask for restroom trailers — and not just for the office staff, but for everyone working on a project.

The company also has several shower trailers (JAG and Satellite) in two-, three- and four-station configurations.

“We started getting calls for them,” Mike says. “So I bought one and within a few years we had five, and now seven.” The units are typically used for bathroom remodels, special event campgrounds and disaster relief situations.

During COVID, they were also used to supplement sanitation facilities on reservations.

THE SERVICE FLEET

On the portable sanitation side, the company has 12 International and four Ford F-550 vacuum trucks built out by Tank World, most with

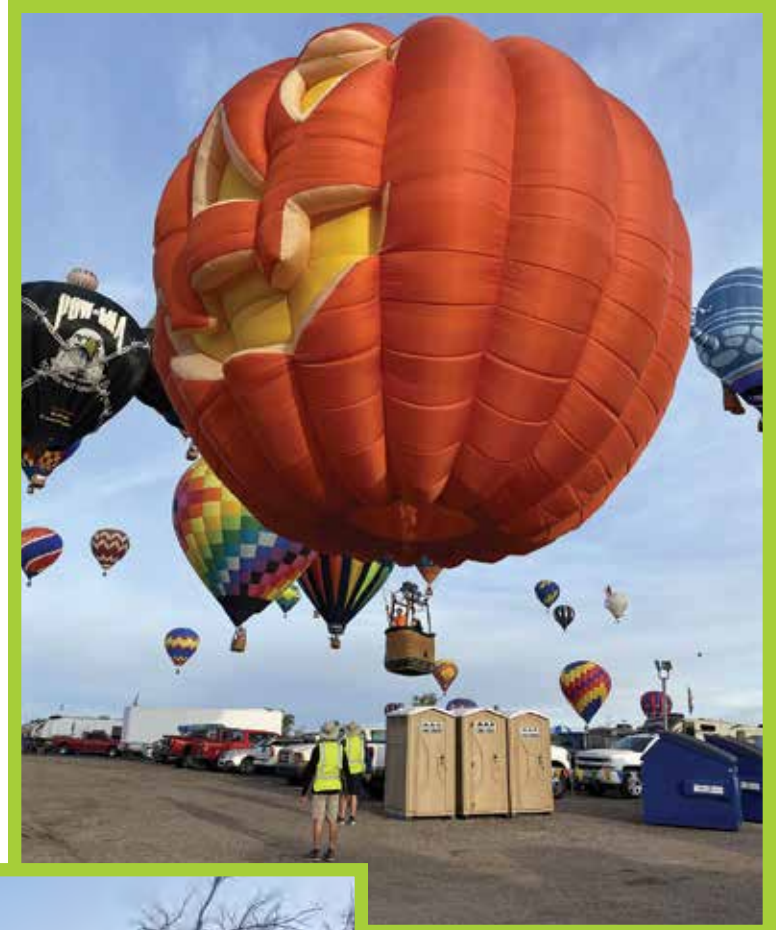


PHOTO PROVIDED BY AAA PUMPING SERVICE

Above: AAA Pumping Service workers watch the spectacle of the company's biggest special event customer, Balloon Fiesta in Albuquerque.

Left: Guillermo Sanchez loads restrooms onto a trailer as Raul Rivera helps out.



“Being involved in it so long, and seeing it go from a one-man operation out of my grandfather’s house to what it is today. That’s been very rewarding.”

Mike Kreplf



Guillermo Sanchez cleans units in the company yard. The company maintains an inventory of about 2,000 units from Satellite Industries.



Above: Eduardo Meza pumps out restroom holding tanks in the company yard. **Left:** Technician Jorge Mendoza offloads grease for processing. The company utilizes a grease dewatering system from Aqua-Zyme.



1,100-gallon waste/400-gallon freshwater steel tanks, and a few with 1,500-gallon waste/500-gallon freshwater aluminum tanks. They use Moro and National Vacuum Equipment pumps. Mike likes newer trucks. “Anything that’s a daily route truck, we try not to have it be more than five to seven years old,” he says.

The company has more trucks than drivers, so backup rigs are available. “You have to nowadays,” Mike says. “Now when you send a truck to the shop, the service times are so much longer, sometimes as long as a month or two.”

For pickup and delivery, the company has eight transport trailers — 12-, 16- and 20 unit haulers — from F.M. Manufacturing, and also uses their four Ford F-550s and Isuzu trucks.

On the septic side, the company has 14 International, Western Star and Freightliner vacuum trucks, most from Tank World. They are equipped with NVE pumps and steel and aluminum tanks. Most are 3,600-gallon waste/400-gallon freshwater, some carry 2,500-gallon waste tanks. All are equipped with pressure washers and jetters from Cat Pumps.

Mike likes to have identical trucks for several reasons. One is ease of maintenance. “And when we bring a truck in for service, we can put the driver into a backup truck and it’s identical to the truck he’s been driving so he’s completely familiar with it. It’ll fit in the same spots he’s used to driving to. He knows where everything is. We found that to be very beneficial. And it looks nice too — it’s a good image.”

The company also has three Peterbilt tractor trailers from Keith Huber and Dragon outfitted with 6,300-gallon tanks to handle large septic and grease jobs and for long-haul runs.

Since 2021, the company has been using ServiceCore software for fleet management and routing. “Drivers carry tablets,” Mike says. “They can see all their jobs and can be dispatched on the fly without having to come in and get paperwork.”

➤ A SOLUTION TO GREASE DISPOSAL

AAA Pumping Service goes all over New Mexico to pump out grease traps because many contractors can’t do it. “Disposal is the problem,” owner Mike Krepfl explains. “You have to have a legal way to dispose of it. Back in the day you could dump everything at the treatment plant — sewage, portable toilets, grease trap waste. Then in the late 1980s, they stopped accepting grease trap waste.”

After looking at their options, the company decided to build its own processing facility on their property. They obtained a discharge permit from the New Mexico Environment Department, which requires intermittent inspections and reporting.

Krepfl explains the process: “We pump grease and bring it to our facility. First we dewater it to remove water and food particles. Then what we call ‘the good grease’ is recovered and heated in our rendering plant.” The company uses an Aqua-Zyme dewatering system.

The liquid grease then goes into a heated storage tank and is sold to customers such as cattle-feed operations or biodiesel companies. “It’s an actual commodity,” Krepfl says. “It’s sold as price per pound, which varies on the market price.”

The company does not process grease from other contractors.

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"We're really big on newer equipment. And we've gone to automatic transmissions because it's much easier on the drivers."

Mike Krepfl

A VARIETY OF CUSTOMERS

The company maintains a presence on social media. "It's really important," Mike says. "It's a good way to reach people. You also get people who like to complain but we have excellent Google reviews. We've made it a point to reach out to people to give us good reviews."

The company serves many special events, including wine festivals, concerts and summer festivals. They also provide portable sanitation for the New Mexico State Fair in Albuquerque, feasts and ceremonial functions on the Native American reservations and charity events such as Make-A-Wish Foundation fundraisers.

The company's biggest event is Balloon Fiesta in Albuquerque attended by a million people over 10 days in October, which they've handled for 22 years. Current requirements call for 450 portable restrooms and 20 restroom trailers. They also provide RV pumpouts and freshwater fill-ups. Equipment



Crew members at AAA Pumping Service are shown in the company yard.

is serviced late nights and early mornings once a day, or twice when there are night events. Mike has had the opportunity to take a balloon ride and thoroughly enjoyed the experience.

As happens at many events, the company receives calls from people who lost something in the restrooms — glasses, wallets, cellphones. "We always find it funny that they want them back," Mike says. "We don't promise anything but if they can tell us which toilet it was in, we'll look. But they have to wait until we service them, not during the event."



Adrian Yanez preps a shower trailer from Satellite Suites for delivery at AAA Pumping Service.

Mike says there has been a recent uptick in construction, everything from homebuilding to commercial projects. They've also provided units for a number of solar farms built in the area. Those sites usually require about 30 units, trailer-mounted so the customer can move them around where needed during various phases of construction. The sites are large and remote so, for servicing, the driver either goes to a check-in station and is given a map and directed where to go, or the customer brings everything to a central servicing area.



This photo with Jorge Mendoza shows a wider view of the dewatering system from Aqua-Zyme.

STAFFING IS KEY

Mike says the company has some very good long-term employees, and those people have contributed greatly to the growth of the business. The company works hard to keep them. "As a starting point, we try to provide them with the best equipment we can to do the job," he says. "We're really big on newer equipment. And we've gone to automatic transmissions because it's much easier on the drivers."

They also provide steady employment — no big fluctuations in hours or winter layoffs. "And in recent years, people seem to want more time off for personal things as well as vacation time, so we try to do that if we have enough people," Mike says.

Bonuses are given out at Christmas, and the staff enjoys monthly potlucks. Drivers meet regularly to discuss safety guidelines, service issues and possible improvements.

Mike says it's still hard to find good employees but thinks the situation has been improving the last couple years. "It's one of those jobs that people either like it or they just don't," he says.

CHALLENGES AND REWARDS

Mike says a big concern these days is rising costs for equipment. "The diesel emission stuff is expensive and sometimes unreliable," he says. "After 16 years, they haven't completely figured it out."

Electric trucks are the next big unknown. "That could be a complete nightmare for everybody, so I'm a little concerned about that," he says. "Nobody knows how that's going to work with hauling weight and going long distances."

To address the rising cost situation the company is working on operating more efficiently through technology, buying equipment and supplies in bulk, and looking at disposal options such as dewatering and land application. They are also experimenting with smaller, more fuel-efficient trucks for long-distance routes.

"[Social media is] a good way to reach people. You also get people who like to complain but we have excellent Google reviews. We've made it a point to reach out to people to give us good reviews."

Mike Krepf

Despite the challenges, Mike is still enthusiastic about the business. "I have really enjoyed watching the progression of our company, being involved in it so long and seeing it go from a one-man operation out of my grandfather's house to what it is today. That's been very rewarding." ■

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ON
LOCATION



Cowboy Up!

Tex-San Site Services burns its brand of quality restroom service onto the San Antonio Stock Show & Rodeo

STORY: Dee Goerge | PHOTOS: Ethan Rocke

Above: The Tex-San Site Services crew includes, from left, Matthew Mauricio, Dayton Martin, Andrew McGrew, Raymond Gonzales, Joseph Contreras, Santiago Mata, Asa Alexander, Roy Baring, Armando Salazar and Derick Knowles.

ON LOCATION

- » **THE JOB:**
San Antonio Stock Show & Rodeo
- » **LOCATION:**
San Antonio, Texas
- » **THE PRO:**
Tex-San Site Services
Adkins, Texas

Rodeos are popular events around Adkins, Texas, where Tex-San Site Services is based, and 2024 was the business' second year providing portable restrooms and other services for the San Antonio Stock Show & Rodeo. The 18-day event required 14 workers and three managers taking turns overseeing daily operations — owner Roy Baring, COO Raymond Gonzales and sales manager Russell Story.

Working with experienced employees (70% staff on hand), newer workers received valuable training for events. In addition, Baring purposefully overstaffed the job so that workers could take breaks before working regular routes.

COMPANY HISTORY

Baring and his wife, Krystal, started Tex-San in 2014 after Baring had worked with a friend's portable restroom business in the oil fields. Baring decided a PRO business offered a good opportunity to run his own business. They started with two route drivers and 100 restrooms. A decade later they have

a staff of 35 and 5,000 restrooms and have expanded into construction and events including the addition of trailers and roll-off dumpsters.

Baring has been pleased with how the company has surpassed his goals for contracting with events. With dependable workers providing quality service, Tex-San adds new events every year, such as the prestigious San Antonio Stock Show & Rodeo.

The rodeo has been on Baring's radar, and in 2023 Tex-San was awarded the contract. By serving on committees and following management changes, he focused on building relationships and demonstrating that Tex-San had a big enough fleet and workers to commit to providing great service.

"A multi-year agreement [with the rodeo] is proof of our services," Baring says.

THE MAIN EVENT

The Feb. 8-25 San Antonio Stock Show & Rodeo at the Frost Bank Center attracts more than 1.5 million visitors over two weeks. During the day, the fairground features family-friendly activities with

“Being involved in these events that benefit our community is really important to us. ... And seeing us outside of the construction industry really drives that home, that we want to make the best of each event and the best service for all of our Tex-San partners.”

Roy Baring



Technician Joseph Contreras prepares to pump a restroom trailer holding tank. Service truck features a Best Enterprises stainless steel tank and Masport HXL75 pump.

numerous expo halls, food including a barbecue cookoff, carnival and shopping. Livestock shows and competitions such as the nation’s largest junior livestock show draw big crowds and RVs. In 2024, there were 22 Professional Rodeo Cowboys Association-sanctioned competitions including bull riding, barrel racing and bronc riding.

BY THE NUMBERS

Based on exit notes from the 2023 rodeo, the number of restrooms increased by 50 to 195 to add to some of the banks of restrooms. “There are three areas of operation — two banks offsite for livestock check-in and parking, the grounds section for the rodeo and then for the carnival area that is fenced off,” Baring says. “We needed larger banks by the carnival and also in the check-in lots to accommodate the traffic.”

Most of the company’s 5,000 restrooms are Tufway units from Satellite Industries, and Echo units manufactured by J&J Portable Sanitation Products. The business also owns 40 ADA-compliant restrooms from PolyJohn and 30 from J&J; 200 hand-wash stations from PolyJohn and J&J; 100 sanitizer stations from PolyJohn; 100 250-gallon holding tanks from PolyJohn; and 10 holding tanks from Duraplas.



Visitors roam the grounds of the San Antonio Stock Show & Rodeo.

Prior to the event, Tex-San purchased new J&J Portable Sanitation Products Echo portable restrooms. “We like tan because we have dusty conditions and it shows less grime. We have all four sides stickered so we are easy to contact,” Baring says.

Tex-San staff also set up four JAG Mobile Solutions restroom trailers (4-stall) and 20 hand sanitizer stations. They also provided 20 graywater tanks and serviced 20 RVs totaling 360 pumpouts each over the 18 days of the event.

LET’S ROLL

Though the rodeo didn’t start until Feb. 8, Tex-San staff started delivering and setting up as many as 75 restrooms at a time on Feb. 4 to accommodate people arriving on Feb. 6. The 195 restrooms were set up in 10 banks.

At the shop yard 20 minutes away, a Dragon Products 5,000-gallon vacuum trailer pulled by a 2018 Freightliner semi-tractor was set up for service trucks to pump into during the event. Employees were instructed regarding the logistics about the secured locked areas and the keys and passes required. Also, equipment was checked to make sure the trucks had connections to pump RV trailers at the rodeo.

Each day’s services required five of Tex-San’s trucks including Chevy 5500s and 3500s and Ford F-550s with Best Enterprises stainless steel tanks



Spectators take in one of the shows at the annual San Antonio event.



Technician Matt Mauricio utilizes ServiceCore software to optimize the route and AirVote for location verification.



A Tex-San Site Services truck moves through the rodeo grounds in the early morning hours as technicians complete their cleaning duties (Best Enterprises 400/200 slide-in tank; Westmoor Conde 6 vacuum pump).

(600-gallon waste/300-gallon freshwater) and a Freightliner truck with a 2,000-gallon stainless steel Best Enterprises tank. All carry Masport, National Vacuum Equipment or Westmoor pumps. The bigger trucks worked the perimeter to service RVs, while the smaller trucks maneuvered through the tighter spaces of the fairgrounds.

GPS maps helped Tex-San employees wearing headbands with LED light bars find their way in the dark to service restrooms from 4:30 to 6 a.m. each day.

TRACKING USAGE

Baring credits AirVote technology for providing analytics for better efficiencies. Restroom users can scan one of three QR codes (happy, neutral and sad faces) to send information via cellphones about restroom conditions. The results of that information in 2023 helped determine the need for more restrooms in 2024, he says. Results will be compiled again in 2024 and appeared to reflect more happy faces, Baring says. With more units, toilet paper didn't run out as often, for example.

That experience and data from AirVote will impact planning for next year's event so they can be proactive, Baring says, and may include a six-stall trailer to be on standby.

He was pleased with how smoothly everything went the second year contracting with the rodeo. Workers were often ahead of schedule, finishing servicing in about 75 minutes, so there was time to double-check things and deal with anything else that came up.

For example, when a fairground septic line at the hospitality house broke, Tex-San added a three-stall JAG trailer and increased service for trailers in the area for the remainder of the event.

WRAPPING IT UP

As soon as the rodeo finished on Sunday, workers started pumping to get all units back to the shop yard to be sanitized and ready for the next rodeo in Austin in March. Typically, it's a two- or three-day process.

"There was 50 mph winds and toilets were blowing around, so we had to speed up to get them out of there," Baring says, within a day or so.

Baring appreciates the opportunity to take Tex-San to important regional events including the rodeo.

"Being involved in these events that benefit our community is really important to us and our partners. And seeing us outside of the construction industry really drives that home, that we want to make the best of each event and the best service for all of our Tex-San partners," Baring says. ■



Technicians Santiago Mata and Armando Salazar utilize headband LED lighting to better see their work in the early morning hours.

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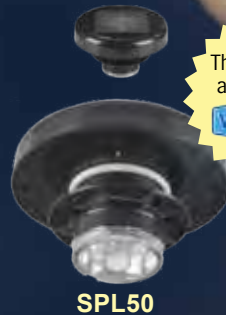
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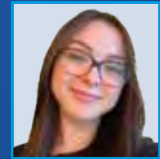


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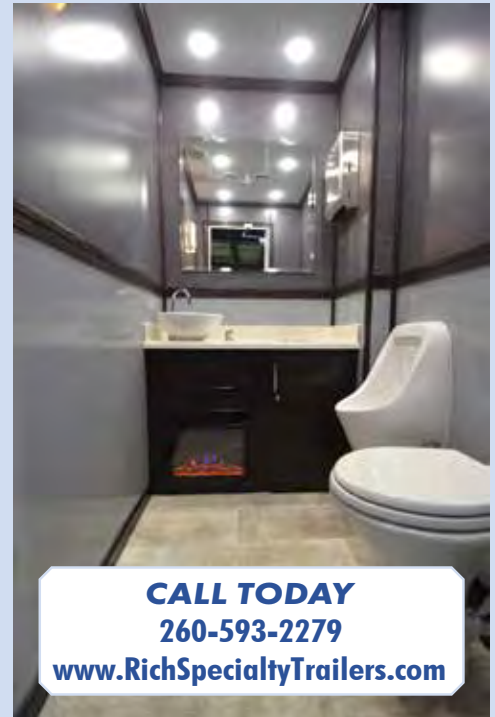
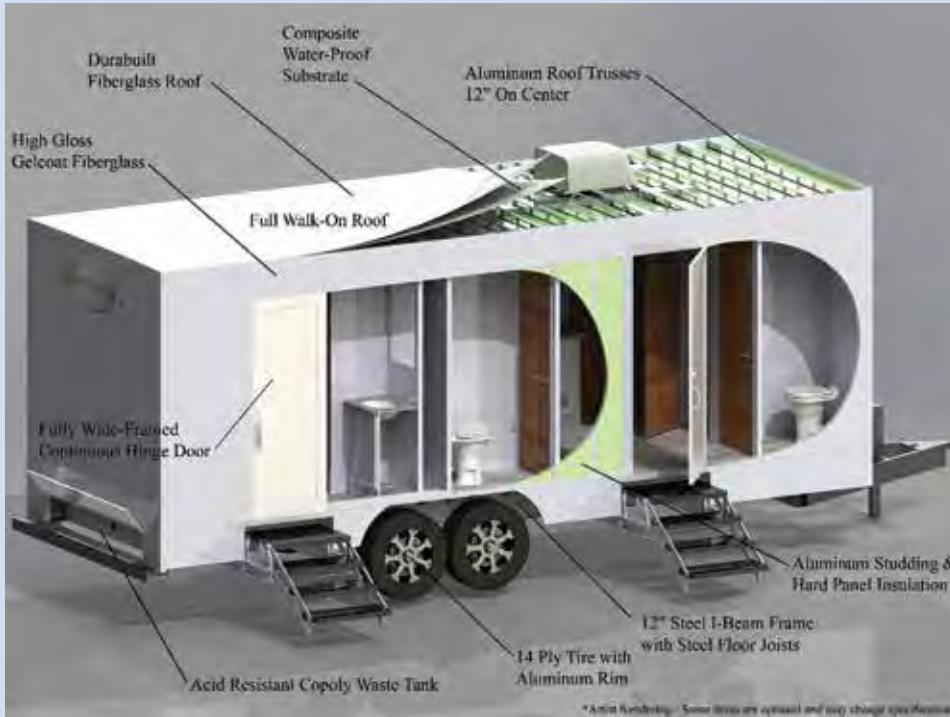
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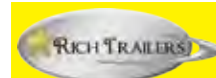
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PRODUCT SPOTLIGHT

Squeeze bottle cleans up liquid deodorizer use

By Craig Mandli

Using liquid deodorizers is a staple for most portable restroom operators. They work quickly and effectively to reduce unwanted foul odors. But they can also be a bit messy if you aren't careful — and when you are servicing special events with a lot of units, unplanned deodorizer spills means more time on the job, and money out of your pocket.

The **EZ-Squeeze bottle** from **Walex** makes dispensing liquid deodorizer safe, accurate and mess-free. The 32-ounce refillable and reusable bottle for storing liquid deodorizer has volume measurements and a squirt top for easier, more precise use. Simply aim the bottle into a restroom holding tank or bucket, and squeeze the desired amount for service conditions. Then add 5 to 8 gallons of water, and the unit is set for use.

"PROs can easily customize liquids by adjusting the dosage or alternating between the many available fragrances and formulas," says Corey Morton, director of sales and business development for Walex. "However, liquid deodorizers are more likely to be spilled or overused."

According to Morton, Walex addressed this by adding 1-ounce markings down the side of the transparent bottles, along with a spillproof cap. With these features, drivers can easily dispense the correct dose. While any of Walex's liquid deodorizer products can be used, the company typically sells the bottles filled with PT-50 Supreme Flush formula.

"Walex developed PT-50 Supreme decades ago to meet the industry's need for a powerful formaldehyde-free liquid deodorizer, and our chemists have recently improved the formula to include a longer-lasting Dura-Blue color," says Morton. "EZ-Squeeze is a good fit for the industry because the bottle design allows drivers to easily dispense PT-50 Supreme, which gives PROs peace of mind knowing product won't be wasted or spilled."

The bottles are available pre-filled at 12 bottles per case in Blue Volcano, Cherry and Sunglow fragrances. They are also available empty.

"Customers appreciate that EZ-Squeeze bottles make dispensing liquid deodorizer easy and accurate, significantly reducing wasted product and employee time," says Morton. "Customers seeking the most hassle-free experience purchase pre-filled bottles, while other customers buy liquid in bulk and purchase empty EZ-Squeeze bottles."

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PSAI's 52nd Annual Convention & Trade Show Draws Record Participation



By Veronica Crosier

The Portable Sanitation Association International enjoyed record attendance of 700 industry professionals in February for its 52nd annual Convention & Trade Show held in Daytona Beach, Florida.

Highlights included PSAI's inaugural international meet-and-greet event, uniting over 40 individuals from at least 10 different countries spanning South America, Europe, Africa and North America. This global networking opportunity set the stage for meaningful collaborations and an awareness of our industry's impact worldwide.

Attendees enjoyed a vibrant welcome reception with live music, set against an oceanfront backdrop where both new and old friends shared an evening. The trade show boasted the largest exhibit floor to date, showcasing the latest innovations and solutions available to the industry.

On the final day of the convention, attendees gathered to witness the swearing-in of the 2024 board of directors. PSAI is pleased to introduce 2024 PSAI board of directors:

- Carl Arriola, president, PortaPros
- Joe Payne, vice president, Terry's Pumpin and Potties
- Ross Ambrose, past president, Porta Serve
- Chris McCarthy, treasurer, Mr. John
- Steve Ritter, secretary, Tidy Services
- Wendy Cross, senior supplier, ServiceCore
- Becky Peltzer, operator director, Waste Solutions of Iowa
- Joshua Perez, operator director, Redi2Go Rentals
- Tanis Jamar, operator director, JBar Enterprises
- Danny Schaver, non-operator director, PolyJohn
- Michelle Amelse, at-large director, Satellite Industries
- Keegan Campbell, non-operator director, Ameri-Can Engineering
- Heather Pauling, operator director, Biffs Inc
- Trevor Inman, operator director, Honey Bucket
- Jonathan Sandoval, operator director, Southpoint Rentals

Following was the annual awards ceremony where the industry's best receive recognition from the peers who appreciate their contributions the most.

- Jake Groen, PolyJohn Canada - M.Z. "Andy" Gump Award
- Keegan Campbell, Ameri-Can Engineering - PSAI Volunteer of the Year



Members of the PSAI board of directors cut the ribbon to open the annual Convention & Trade Show in February.

PHOTOS COURTESY OF PSAI



The 2024 annual convention featured its largest exhibit floor ever.



Attendees check out the PolyJohn booth at the Convention & Trade Show.



From left, Eric Giffin, Scott Thone, M.Z. "Andy" Gump Award winner Jake Groen, and Ross Ambrose.

- John Malanchak, Mr. John – PSAI Service Technician of the Year
- Danielle Pierce, United Rentals Reliable Onsite Services – Service Technician of the Year runner-up

As usual, the PSAI Convention & Trade Show offered opportunities for attendees to seek continuing education credits, pursue their Professional Service Technician Certification, and participate in the always highly rated industry roundtable discussions. Topics this year ranged from waste disposal solutions, AI applications for your company, diversifying business, addressing mental health and more.

Twenty-five attendees received their Professional Service Technician or Apprenticeship-level certification. Receiving this recognition requires a rigorous day of training courses followed by an exam. PSAI is proud of all who received their certification as they help raise the bar for the portable sanitation industry nationwide.

Mark your calendar for PSAI's first-ever international conference this fall, scheduled for Nov. 5-7 in Toronto, at the One King West Hotel. Look for registration and more details at psai.org and join your industry community for another unforgettable event. ■

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