

Typical View of Yard



Pumper Truck



Luxury Restroom Trailer



Examples of Equipment



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Daily Yard and Shop Activity

- Service Technician Drivers receive their work orders
- Equipment Maintenance loads units (portables) on trucks and trailers
- Some loading is done by hand and skid loader
- Drivers perform DOT safety pre-trip on the vehicle
- Drivers leave yard
- Maintenance brings units from the return section into the shop to perform repairs, detail cleaning and condition evaluation
- When the units are ready, they are moved back out to a specified area for staging in the yard
- Units are stored in rows and sections based on unit type (Regular, Mobile, etc.) and condition (Construction, Special Event, etc.)
- Weekly, units are power washed in yard to prep for events
- Vehicles that are in for maintenance or repair are prioritized by our Fleet Service Technicians
- All work is accomplished in the shop
- Typical work that is done includes tires, oil change, trailer repair, electrical, lights, etc.
- Occasionally welding
- Prior to returning to the yard driver disposes of waste from the truck tank at the Blue Lake Wastewater Treatment Facility
- Upon arrival to the yard, units are placed in the return section
- If they had a trailer it is unhooked and put away in its designated parking place
- Drivers perform DOT safety post-trip
- Service Preparation proceeds to ready the truck for the next driver
- Fill fuel tank, truck wash, fill cleaning solutions & replace with a new set of supplies



Trip Generation

April 1st – October 31st

Monday – Friday Daily Trips

Field Staff

- 46 personal vehicles arriving between 4:30 am – 6:00 am
- 40 company trucks exiting 5:00 am – 6:30 am
- 40 company trucks returning 2:00 pm – 5:00 pm
- 46 personal vehicles exiting between 2:00 pm – 5:00 pm

Office and Shop Staff: 25-30 personal vehicles arriving 7:30 am and then exiting 4:00 pm

Vendors: 5-10 transactions that mainly consist of deliveries of office supplies, parts, fuel, etc.

Saturday – Sunday Total for Both Days Combined

All Staff

- 20-25 personal vehicles exiting and returning at various times
- 16-25 company trucks exiting and returning at various times

November 1st – March 31st

Monday – Friday Daily Trips

20% reduction overall which accounts for field staff working less days/hours

Saturday – Sunday Total for Both Days Combined

80% reduction in volume of trucks entering and exiting



History

- 1986 Mike Pauling Founded Biffs, Inc.
- 1990 Acquired Scherer Sanitation
- 1992 Acquired Waste Management/ Port-O-Let
- 1993 Acquired BFI Portable Restrooms
- 1997 Acquired Andy's Sanitation
- 1997-2000 Developed Order Management Software
- 2004 Added Portable Storage
- 2008 Acquired Lightening Portable Toilets
- 2012 Strategic Alliance with DART Portable Storage Containers
- 2015 Second Generation Acquisition Completed
- 2015 Increased Focus on Growth of Luxury Restroom Trailers
- 2018 Founded Emulsion Estates LLC



Sandbox

- We Serve the 7 County Metro Area & 50 mile radius
- Customer Segments are Construction, Special Events, Parks & Recreation, Commercial
- We Go To Market by Direct Salesforce, Inside Sales Services, Ecommerce
- We Provide Rental & Service for Portable Restrooms, Luxury Restroom Trailers, Storage Containers
- Vehicles include 40 pumper trucks, 2 flatbed trucks, 4 pick-up trucks
- We operate out of one location

Hours of Operation

- Office Hours are 7:30 am – 4:00 pm
- Equipment and Fleet Maintenance 4:30 am – 10:30 pm M – F
- Service Tech Drivers, majority work 5:30 am – 3:30 pm M - S
- Weekends will vary dramatically based on seasonal special event needs
- Field service staff hours in general will vary dependent on our customers needs