



OPERATIONS NEWSLETTER

August 2025

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Operations Manual 2025

The Operations Manual has been updated to the 2025 version. You can find the latest version on the Insider by navigating to the Training section or by clicking the link below.

Please note: All previous versions must be deleted and replaced with the new 2025 version. We ask that all franchisees discard any earlier versions they may have to ensure everyone is working from the most current information.



Operations Manual

Version 06.25

Operations Manual

Fleet Planning Forum

redbox+ Dumpsters provided a panel of experts to discuss strategies for the replacement of aging roll-off trucks via Zoom on Thursday, June 26th.

Topics included:

- When should we buy new trucks?
- How about used trucks?
- Should we try to run our trucks as long as they will possibly run?
- What are the financial considerations of truck replacement?

There are pros and cons to all options. We hope our panel of professionals was informative and will help you decide how to manage your fleet. Feel free to view the session below.

[View Recording Here](#)

July's Top Performers



Top Performers Rentals

#1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(9 Trucks & 197 Containers)
706 Rentals

#2 Bisher & Team

redbox+ Dumpsters of BucksMont
(7 Trucks & 190 Containers)
524 Rentals



Top Performers Turns

#1 Mitchell & Team

redbox+ Dumpsters of Southeast WI
(3 Trucks & 72 Containers)
4.14 Turns

#2 Beery & Team

redbox+ Dumpsters of Madison, WI
(6 Trucks & 96 Containers)
3.77 Turns

#3 Sperry & Team

redbox+ Dumpsters of St. Louis
& St. Louis Metro East
(7 Trucks & 169 Containers)
400 Rentals

#4 Dedon & Team

redbox+ Dumpsters of Baton Rouge
(4 Trucks & 145 Containers)
390 Rentals

#5 Sellers & Team

redbox+ Dumpsters of Greater Columbus
(6 Trucks & 184 Containers)
388 Rentals

#3 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(9 Trucks & 197 Containers)
3.58 Turns

#4 Hansen & Team

redbox+ Dumpsters of Northern Illinois
(5 Trucks & 76 Containers)
3.16 Turns

#5 Nersten & Team

redbox+ Dumpsters of Orlando, FL
(3 Trucks & 83 Containers)
3.10 Turns

July's Online Sales Leaders

#1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(9 Trucks & 197 Containers)
151 Online Sales



#2 Majchrowski & Team

redbox+ Dumpsters of Toledo
(5 Trucks & 120 Containers)
44 Online Sales



#3 Sperry & Team

redbox+ Dumpsters of St. Louis
& St. Louis Metro East
(7 Trucks & 169 Containers)
42 Online Sales

#4 Bisher & Team

redbox+ Dumpsters of BucksMont
(7 Trucks & 190 Containers)
26 Online Sales

#5 Wood & Team

redbox+ Dumpsters of Phoenix Southeast Valley
(2 Trucks & 92 Containers)
21 Online Sales



July Leaders Club



Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
706 Rentals
New Monthly Record!



Bisher & Team

redbox+ Dumpsters of BucksMont
522 Rentals



Sperry & Team

redbox+ Dumpsters of St. Louis & St.
Louis Metro East
400 Rentals



Dedon & Team

redbox+ Dumpsters of Baton Rouge
390 Rentals

Sellers & Team

redbox+ Dumpsters of Greater Columbus
388 Rentals

Beery & Team

redbox+ Dumpsters of Madison, WI
362 Rentals

Borden & Team

redbox+ Dumpsters of San Antonio
352 Rentals

Nation, McKee & Team

redbox+ Dumpsters of North Miami
344 Rentals

Davis & Team

dumpster+ Dumpsters of Greater Austin
337 Rentals

Sapp & Team

redbox+ Dumpsters of Indianapolis
326 Rentals

Ali & Team

redbox+ Dumpsters of North Boston
315 Rentals

Majchrowski & Team

redbox+ Dumpsters of Toledo
302 Rentals



Hansen & Team

redbox+ Dumpsters of Northern Illinois
240 Rentals



Mitchell & Team

redbox+ Dumpsters of Southeast WI
298 Rentals

Covell & Team

redbox+ Dumpsters of Orange County
275 Rentals

Nersten & Team

redbox+ Dumpsters of Orlando
257 Rentals



Coming & Team

redbox+ Dumpsters of Metro Detroit
230 Rentals

Marsden & Team

redbox+ Dumpsters of the Triad
226 Rentals

Thibodeaux, Huval, & Team

redbox+ Dumpsters of Lafayette
212 Rentals

Stone & Team

redbox+ Dumpsters of Richmond
212 Rentals

Oglesby & Team

redbox+ Dumpsters of Greater Athens
203 Rentals

Sosna & Team

redbox+ Dumpsters of Cincinnati
203 Rentals

Gilson & Team

redbox+ Dumpsters of Melbourne
201 Rentals

July Driver Inspection Leaders

July 2025 Truck Inspection Leaders		
Driver Name	Team Name	Inspections Count
Kirsten Wise	redbox+ of Bucks County	71
Luis Then	redbox+ of Bucks County	70
Jose Hernandez	redbox+ of Detroit Metro North	69
John France	redbox+ of Detroit Metro North	67
Francisco Jaramillo	redbox+ of Denver	66
Joe Del Bosque	redbox+ of Twin Cities South Metro	64
Joseph Matthews	redbox+ of Bucks County	63
Tyree Heckstall	redbox+ of Bucks County	59
Michael Abor	redbox + Dumpsters of Dallas	56
Darren Griffin	redbox+ of Bucks County	50
Steven Mayfield	redbox + Dumpsters of Dallas	49
Klint Erickson	redbox+ of St. Louis Metro East	48
Tyler Verrecchia	redbox+ of Bucks County	47
Edwin Vasquez	redbox+ of Boston North	46
Howard Brown	redbox+ of St. Louis Metro East	46
D'Vontae Watson	redbox+ of Detroit Metro North	45
Anthony Connor	redbox+ of Lancaster & Chester Counties	43
Ralph Rodriguez	redbox+ Dumpsters of South Florida	42
Reymond De La Rosa	redbox+ Dumpsters of South Florida	41
Travis Cleggett	redbox+ of St. Louis Metro East	41
Christian Long	redbox+ of Houston NE	41

Congrats to the Top Drivers/Inspectors in July!

Webinar: How to Optimize Total Cost of Ownership (TCO) for Your Fleet

Neglect Costs More: Optimize Total Cost of Ownership (TCO) for your Fleet
A free webinar hosted by

FLEET EQUIPMENT

Thursday, August 21 @ 2pm ET / 11am PT

In this session, they'll break down what Total Cost of Ownership (TCO) really means for fleets like yours and how the hidden costs such as fuel, downtime, unplanned repairs, even driver behavior add up fast when maintenance gets pushed off.

Register Now

T-Mobile Business Perks Now Available for BFG Franchisees

It's a great day for BELFOR Franchise Group franchisees! We're excited to announce T-Mobile Business is partnering with franchisees to provide discounts on business devices on America's Fastest and Best 5G Network.



Exclusive Business-Only Discounts

We've launched a dedicated portal offering exclusive offers on essential business devices—phones, tablets, fleet management tools, and more—available exclusively to BELFOR franchisees.

How It Works

Franchisees can simply visit the portal below to:

- Browse exclusive T-Mobile Business pricing
- Order devices tailored to their operational needs
- Access dedicated business-class features and support

Portal: [T-Mobile BFG \(All Brands\) Order Portal](#)

Password: **bfgfamily!**

Summer Safety

With summer comes increased traffic and children out of school. Please be cautious and enforce safety now, and always. We have a safety program with a planning guide, huddle and training topics located here: [safety \(redboxplusinsider.com\)](#)

Success and Growth

Congratulations to the following locations for adding equipment to their inventory!

July 2025 Success and Growth

Dumpsters Added:

Location	Size & Type Dumpsters	Quantity
Dallas, TX	30-yard Standard	6
N Illinois	30-yard Standard	4
Louisville, KY	30-yard Standard	4
Omaha, NE	20-yard Standard	4
Omaha, NE	30-yard Standard	5
South Florida	30-yard Standard	1
Baton Rouge, LA	30-yard Elite	16
Baton Rouge, LA	30-yard Standard	7

Trucks Added:

Location	Type Truck	Quantity
San Antonio, TX	Used International HX620	2
Baton Rouge, LA	Used Kenworth T880	1

KPI Metrics Workbook

Your redbox+ Dumpster team has finished the KPI workbook and now need your input!

The KPI workbook is intended to provide one place for you to track metrics for your business with important brand and industry benchmarks included.

The metrics tracked in the KPI workbook are key areas of your business, decided on in collaboration with your RAC members.

Please find below instructions on how to access the workbook and how to fill it out correctly. Reach out to your RBC if you need further help!

KPI Instructions:

1. Choose the file with the # of trucks your business has operating. Save the file to your computer.
2. Red Tabs are auto-populated and are Read Only--ignore them until you have entered in data.
3. Green Tabs need manual entry of data:

'2024 EOY'-

All your 2024 historic data. You will need the following reports:

Docket- Driver Summary report
Docket- Sales report- summary
Docket- Online Sales report- summary
Docket- Timed Entries report- summary
P&L Report

'2025 Goals'-

Goals for your business in 2025. By default, a formula has been provided for 'Docket Rentals' and 'Total Revenue'. You may change these if you'd like.

Provided on the tab are instructions for setting SMART Goals and typical benchmarks to keep in mind for your business.

'Monthly' Tabs-

Fill in all empty cells with the specific monthly information. You will need the following reports:

Docket- Driver Summary report

Docket- Sales report- summary

Docket- Online Sales report- summary

Docket- Timed Entries report- summary

P&L Report

Grey cells are formulas and will populate automatically.

To download the KPI workbooks click [HERE](#)

Keep Your Team in the Loop – Add New Staff to Network Communications

Have a new staff member or General Manager joining your team?

Make sure to notify Max Leventis, your Marketing Coordinator, at max.leventis@belfranguroup.com so they can be added to the Insider and network communications.

redbox+ Dumpsters Truck Rental Program

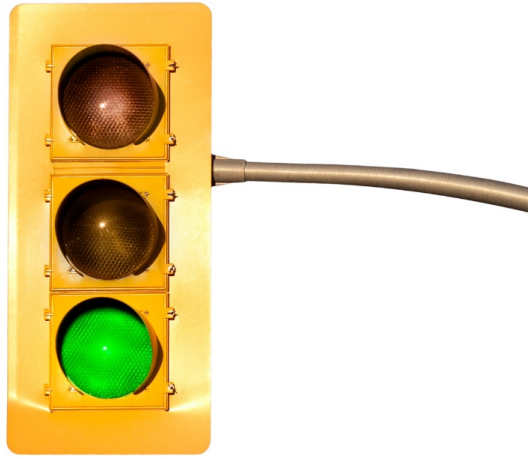
redbox+ Dumpsters implemented the Truck Rental Program to help our franchisees when they are in a time of need and dedicated a 2024 Kenworth T480 “Baby 8” (66K GVW) with a vac system to the Program. This policy serves to express management’s commitment to and involvement in providing our franchisees truck support in times of need. This truck is ready to go and available to rent now.

We added a Truck Rental Guide to our “Roll-off Truck Rental Program” page on the Insider here: [Roll-off Truck Rental Program](#)

Click below for the Rental Truck Lease Agreement. Call Steve Jahner at 701-426-4965 for more information.

[Rental Truck Lease Agreement](#)

[Truck Rental Program Guide](#)



**Truck is currently available. Call
Steve Jahner at 701-426-4965 for details**

2025 Truck Availability

2025 Next Generation Truck Availability				
Make/Model	Aprox.Price	GVW	Hoist	Tarp System
Ford F600	\$125K	22.5K	Stellar 16K	US Tarp
Kenworth T480	\$261K	66K	60K Palfinger Above-Rail	US Tarp Dual-Stage Gantry
Freightliner 108SD Plus	\$244K	66K	60K Palfinger Above-Rail	US Tarp Dual-Stage Gantry

- Prices are approximate
- Buyer can choose Pioneer (4500SARG) or US Tarp (7-Spring)
- Buyer can eliminate vac system for ~\$17K Savings

Included on these trucks:

1. Vac system
2. Rolli skates
3. Fold-up Hoist Short Stops
4. Toolbox
5. Fender Boxes
6. Broom/Shovel Racks
7. Rear Hoist Strap Ratchets
8. Gray Paint
9. Decals
10. Hoist DOT Hooks
11. US Tarp Two-Stage Gantry System
12. 5-year/300K Warranty

Introducing Our New Regional Business Coach

We're excited to welcome Keith Williams to the redbox+ Dumpsters team as our newest Regional Business Coach!

Keith brings a wealth of experience to the role, including 25 years of service in the U.S. Marine Corps, where he developed a strong foundation in

leadership, discipline, and operational excellence. In addition to his military background, Keith has extensive experience in business and franchise ownership, giving him a well-rounded perspective on the challenges and opportunities our franchisees face.

In his new role, Keith will be working closely with franchise owners to provide coaching, support, and insights to help them grow their businesses and reach new levels of success. His passion for service and commitment to teamwork make him a fantastic addition to the redbox+ Dumpster family.



Please join us in giving Keith a warm welcome! He's already diving in and looks forward to getting to know each of you.

[Download the New RBC Map Here](#)

Maximize Your Use of Blue Book

A special announcement from our rep Katelyn Johnson



Over the past few weeks, I've had the opportunity to meet with many of you to review your Blue Book accounts, share best practices, provide tips and tricks, and assist with editing your ProView. To make these resources more accessible, I've created a series of videos you can reference at your convenience.

These videos cover the following topics:

Best Practices Link: [redbox + Dumpsters - Blue Book Best Practices & Tips and Tricks](#)

Editing Your ProView Link: [redbox + Dumpsters - Blue Book How to Edit your Proview to Standout](#)

High-Level Overview of the Platform Link: [redbox + Dumpsters - Blue Book High level Overview](#)

If you have additional questions or need further assistance on any of these topics, I'd be happy to schedule a call or meeting to dive deeper. I hope these videos provide a helpful starting point and address some of your frequently asked questions.

Contact Information:

Email: katelyn.johnson@construction.com

REMINDER

Your DOT Number is your PO Number for the Paccar Parts Program

Docket Support

Remember that Docket Support is available. For assistance and help with Docket, please reach out to the following email address:

Crmsupport@belfranguroup.com

Thank you,

Your redbox+ Dumpsters Franchise Support Team



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Ann Arbor, MI 48108
www.redboxplus.com

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