



OPERATIONS NEWSLETTER February 2026

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January's Top Performers

redbox+
DUMPSTERS
Top Performers
Rentals

#1 Galkin-Zhang & Team
redbox+ Dumpsters of Lehigh Valley
(9 Trucks & 197 Containers)
340 Rentals

#2 Nation, McKee & Team
redbox+ Dumpsters of South Florida
(10 Trucks & 234 Containers)
331 Rentals

#3 Dedon & Team

redbox+
DUMPSTERS
Top Performers
Turns

#1 Kooi & Team
redbox+ Dumpsters of NW Indiana &
South Chicagoland
(2 Trucks & 60 Containers)
3.42 Turns

#2 Marino & Team
redbox+ Dumpsters of Columbia
(3 Trucks & 68 Containers)
3.15 Turns

redbox+ Dumpsters of Baton Rouge
(4 Trucks & 155 Containers)
313 Rentals

#4 Borden & Team

redbox+ Dumpsters of San Antonio
(3 Trucks & 163 Containers)
304 Rentals

#5 Bisher & Team

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

#3 Borden & Team
redbox+ Dumpsters of Houston West
(2 Trucks & 45 Containers)
2.71 Turns

#4 Teagarden & Team
redbox+ Dumpsters of Dallas
(3 Trucks & 57 Containers)
2.35 Turns

#5 Tinney & Team
redbox+ Dumpsters of Eastern NC
(3 Trucks & 75 Containers)
2.23 Turns

January's Online Sales Leaders

#1 Galkin-Zhang & Team

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

#2 Wood & Team

redbox+ Dumpsters of Phoenix Southeast
Valley
(2 Trucks & 98 Containers)
35 Online Sales

#3 Majchrowski & Team

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

#4 Sperry & Team

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

#5 Covell & Team

redbox+ Dumpsters of Orange County
(3 Trucks & 99 Containers)
19 Online Sales



January Leaders Club



Galkin-Zhang & Team
redbox+ Dumpsters of Lehigh Valley
340 Rentals

Nation, McKee & Team
redbox+ Dumpsters of South Florida
331 Rentals



Bisher & Team
redbox+ Dumpsters of BucksMont
266 Rentals

Sperry & Team
redbox+ Dumpsters of St. Louis & St.
Louis Metro East
233 Rentals

Dedon & Team

redbox+ Dumpsters of Baton Rouge
313 Rentals

Borden & Team

redbox+ Dumpsters of San Antonio
304 Rentals

Sapp & Team

dumpster+ Dumpsters of Indianapolis
230 Rentals

Davis & Team

dumpster+ Dumpsters of Greater Austin
227 Rentals

Marino & Team

redbox+ Dumpsters of Columbia
214 Rentals

Gilson & Team

redbox+ Dumpsters of Melbourne
207 Rentals

Kooi & Team

redbox+ Dumpsters of NW Indiana & South
Chicagoland
205 Rentals



January Driver Inspection Leaders

Driver Name	Team Name	Inspections Count
Mike Ogg	Detroit Metro North, MI	60
Kevin Bryson	Bucks County, PA	57
Joseph Matthews	Bucks County, PA	55
Luis Then	Bucks County, PA	54
John Roberts	Bucks County, PA	49
Frank Hickson	Lancaster & Chester Counties, PA	49
Chris Partello	Cape Fear, NC	47
Lou Gonzalez	San Antonio, TX	45
Reymond De La Rosa	South Florida	43
Tyree Heckstall	Bucks County, PA	43
Chris Martinez	San Antonio, TX	43
Bob Hedrick	Louisville, KY	42
Steven Mayfield	Dallas, TX	42
Jose Hernandez	Detroit Metro North, MI	41
Michael Bernos	Baton Rouge, LA	40
Jeff Borden	South Florida	40
Albert Hickmon	Dumpster+ of Columbia, SC	40
Howard Brown	St. Louis Metro East, IL	40
Mario Cordero	South Florida	40
James Middleton	San Antonio, TX	39
Travis Cleggett	St. Louis Metro East, IL	39
Michael Edwards	Odessa, TX	38
Jorge Guerra	Baton Rouge, LA	38

Congrats to the Top Drivers/Inspectors in January!

DUMPSTER TRAILER LOAD SALE! \$11,200 IN DISCOUNTS!

\$7,200 SAVINGS!

Ten 10-yard and three 15-yard Minis at a \$400 discount, per container with redbox+ Dumpsters decals. That means the 10-yarders are priced at \$3,390/each and the 15-yarders are priced at \$4,934/each. Additionally, RBI will pay up to \$2,000 toward shipping! All 13 will fit on one load out of Chatfield, MN (EZ Fab).

\$4,000 SAVINGS!

Ten 10-yard HEAVY DUTY dumpsters for \$4,583/each with decals. That is an additional \$200 discount, per container, and RBI will pay up to \$2,000 toward shipping from Commerce City, CO! All ten will fit on one trailer load. ***HEAVY DUTY*** 10 CUBIC YARD - TUB STYLE - NOMINAL M# HD-107216C FLOOR: 1/4" STEEL PLATE SIDES, FRONT AND DOOR - 7 GAUGE STEEL PLATE CROSSMEMBERS 3"x3.5# CHANNEL 16" CENTERS SILLS (Bottom Rails) 6"x2"x1/4" HSS TUBING TOP RAILS 4"x3"x3/16" HSS TUBING REAR GROUND ROLLERS 8" DIA. X 10" WIDE STEEL CABLE LIFT SYSTEM / Body Tie Down per Redbox Drawing Finish: Industrial Enamel Paint.

Eight 20-yard HEAVY DUTY dumpsters at \$6,021/each with decals: **SOLD!**

Contact Steve Jahner for more details.

EPA 2027 will Increase Truck Prices, Plan Ahead in 2026

EPA 2027 Will Increase Truck Prices — Plan Ahead in 2026. Read [HERE](#) to learn more.

Current Truck Availability

Manufacturers are predicting a price increase from \$15,000 - \$30,000 in 2027! The reason for the drastic price increase is largely due to adding a new 10-liter engine and an independent emissions compressor to meet the 2027 EPA standards. Additionally, they expect a demand increase the second half of 2026 as companies will order trucks ahead of the drastic price increases. Used truck prices are also expected to spike later this year. We highly recommend you analyze your future truck needs and order accordingly.

We currently have two Freightliner 108SD Plus' and three Kenworth T480 "Baby 8s" available for sale. All five are upfitted with next generation equipment, i.e., US gantry tarp systems, 60K above frame hoists, circular waste tank and new, NVE vac system and 5-year/300,000mile basic warranties.

Make/Model	Approx. Price	GVW	Engine	Hoist	Tarp	Vac System
Freightliner 108SD Plus	\$269K	66K	9L	60K	Gantry	NVE
Kenworth T480	\$254K	66K	9L	60K	Gantry	NVE

Included:

- Next Generation Upfitting (hoist, tarp, vac pump & waste tank)
- Palfinger above-frame hoist for better ground clearance
- Two-stage gantry tarp system to save on tarp wear and tear
- New, NVE 304 Challenger vac pump with integrated flush tank
- New, circular waste tank with clean-out door and improved hose storage system
- Fold-up short stops on hoist
- Two fender boxes

- Toolbox
- Rolli-skates
- Broom/shovel racks
- Rear hoist strap ratchets
- Hoist DOT Hooks
- redbox+ Dumpsters gray color and decals
- 5-year/300,000-mile basic warranty

Call Steve (701-426-4965) or Jeff (734-787-3420) to order a truck or ask any questions you may have.

Monthly Whip Around Mobile App Training for Your Team

Whip Around Driver App Training

To ensure your team is confident using the Whip Around mobile app, Whip Around is hosting an ongoing monthly training webinar designed to walk users through the core features of the app.

They are **every third Thursday of the month at 12 PM EST starting January 15!** Mark your calendars.

Whip Around Road Ready Sessions cover how to log in, navigate the dashboard, submit inspections and defects, manage the wallet, and communicate through defects. It's ideal for drivers and inspectors, but admins are welcome to attend as well for visibility into the mobile experience.

This webinar also includes live Q&A, making it a great resource to help reduce questions, improve inspection accuracy, and support smoother day-to-day operations.

You can share this training with your team or attend yourself - each session stands alone and is easy to join at any time.

Register [HERE](#) and encourage your team to attend whenever they can - every third Thursday at 12 PM EST.

ee," "personalized," "complimentary," or "customized." A sense of urgency often helps readers take action, so consider inserting phrases like "for a limited time only" or "only 7 remaining!"

Updated RBC Map

We're pleased to share that the updated Regional Business Coach (RBC) map is finalized and ready to roll out.

We've made adjustments to how franchisees are aligned with RBCs to better support owners at every stage of their journey. Rather than assigning coaches strictly by geography, franchisees are now paired with the RBC whose experience, background, and coaching strengths best align with their current needs.

Our coaching approach is fully collaborative. While each franchisee has a primary RBC, that coach will regularly leverage the broader RBC team for additional perspective and support in specific areas. This includes pulling in other RBCs, as well as Dean and me, when specialized expertise or additional support is helpful. Your RBC will lead that coordination as needs arise.

Geographic considerations still play an important role in this structure. We have been intentional about minimizing overlap within markets and avoiding unnecessary travel, especially when an RBC is already based in a given state.

Your assigned RBC will be reaching out directly to introduce themselves and begin connecting with you. As always, our goal is to ensure you have the right support, at

the right time, to help you continue to grow your business.

If you have any questions, please don't hesitate to reach out.

Stephen Wiles

[Download RBC Map Here](#)

Introducing Our New Regional Business Coach

Please join us in welcoming Bill Schwartz to the redbox+ Dumpsters team as our newest Regional Business Coach!

Bill brings years of experience as both a franchisor coach and a former multi-unit franchisee — giving him a unique perspective on the challenges and opportunities our owners navigate every day.

He's already hit the ground running, connecting with our team and preparing to support franchisees as we continue to grow and strengthen our system.



We're excited to have him on board. Welcome to the team, Bill!

Bill's Contact Information:

Email: BSchwartz@redboxplus.com

Phone Number: 262-617-7138

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.

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

redbox+
DUMPSTERS®

5405 Data Ct
Ann Arbor, MI 48108
www.redboxplus.com

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