



OPERATIONS NEWSLETTER

July 2026

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Summit Series

We're excited to continue our Summit Series and invite you to join us for another informative and educational session.

In this upcoming episode:

- Vendor Spotlight: Keystone Dumpsters
- Creating of sales roundtable - Bill
- Marketing Update
- RAC Update
 - Issues the RAC is currently tackling
- National Account Update



Our next Summit Series will be live on Thursday, July 9th, 2026 at 5:00 PM EST.

New Depot

Exciting News!

We are excited to announce the transition of our branded merchandise program and Depot to Creative Studio Promotions & Technology (CSP&T).

As a Michigan-based, women-owned company and EcoVadis Gold-rated supplier, CSP&T specializes in branded merchandise, apparel, company stores, fulfillment, technology solutions, and promotional marketing programs. With a strong focus on customer service, innovation, and efficiency, CSP&T is committed to providing franchisees with a seamless ordering experience and access to high-quality branded products.

What Franchisees Can Expect

- A streamlined online ordering experience through our new company store
- Faster turnaround times on made-to-order items
- Easy access to approved branded apparel, promotional products, and marketing materials
- Responsive communication and dedicated customer support
- Expanded product offerings and sourcing capabilities
- Consistent brand standards across all merchandise and marketing materials

If there is an item you need that is not currently available on the site, my team and I would be happy to assist with a custom order. Requests can be sent directly to me using the contact information below or submitted through the Product Request Form. [Product Request Form](#)

Visit the New Ordering Portal
shopbelfrangroup.com

We are excited about this partnership and look forward to supporting you. If you have any questions or need assistance, our team is here to help.

Contact:
Heather Byers
hbyers@creativestudiopromo.com
419.276.2421

June's Top Performers

redbox+ DUMPSTERS Top Performers Rentals

#1 Galkin-Zhang & Team
redbox+ Dumpsters of Lehigh Valley
(11 Trucks & 224 Containers)
766 Rentals

#2 Bisher & Team
redbox+ Dumpsters of BucksMont
(9 Trucks & 222 Containers)
728 Rentals

#3 Borden & Team
redbox+ Dumpsters of San Antonio
(3 Trucks & 163 Containers)
450 Rentals

#4 Sapp & Team

redbox+ DUMPSTERS Top Performers Turns

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

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

#3 Mitchell & Team
redbox+ Dumpsters of Southeast WI
(3 Trucks & 78 Containers)
4.87 Turns

redbox+ Dumpsters of Indianapolis
(5 Trucks & 164 Containers)
420 Rentals

#5 Sperry & Team
redbox+ Dumpsters of St. Louis
& St. Louis Metro East
(8 Trucks & 195 Containers)
411 Rentals

#4 Beery & Team
redbox+ Dumpsters of Madison, WI
(6 Trucks & 96 Containers)
4.09 Turns

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

June's Online Sales Leaders

#1 Galkin-Zhang & Team
redbox+ Dumpsters of Lehigh Valley
(11 Trucks & 224 Containers)
161 Online Sales

#2 Sperry & Team
redbox+ Dumpsters of St. Louis
& St. Louis Metro East
(8 Trucks & 195 Containers)
44 Online Sales

#3 Bisher & Team
redbox+ Dumpsters of BucksMont
(9 Trucks & 222 Containers)
36 Online Sales

#4 Covell & Team
redbox+ Dumpsters of Orange County
(3 Trucks & 99 Containers)
26 Online Sales

#5 Wood & Team
redbox+ Dumpsters of Phoenix Southeast
Valley
(2 Trucks & 98 Containers)
22 Online Sales



June Leaders Club



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

Bisher & Team
redbox+ Dumpsters of BucksMont
728 Rentals



Borden & Team
redbox+ Dumpsters of San Antonio
450 Rentals

Sapp & Team
redbox+ Dumpsters of Indianapolis
420 Rentals

Sperry & Team

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



Beery & Team

redbox+ Dumpsters of Madison, WI
393 Rentals

Mitchell & Team

redbox+ Dumpsters of Southeast WI
380 Rentals

Dedon & Team

redbox+ Dumpsters of Baton Rouge
379 Rentals

Nation, McKee & Team

redbox+ Dumpsters of South Florida
371 Rentals

Majchrowski & Team

redbox+ Dumpsters of Toledo
364 Rentals

Sellers, Beals, & Team

redbox+ Dumpsters of Greater Columbus
363 Rentals

Bullock & Team

redbox+ Dumpsters of Upstate SC
307 Rentals



Kooi & Team

redbox+ Dumpsters of NW Indiana & South
Chicagoland
299 Rentals

Hansen & Team

redbox+ Dumpsters of Northern Illinois
262 Rentals

Sosna & Team

redbox+ Dumpsters of Cincinnati
261 Rentals

Davis & Team

redbox+ Dumpsters of Greater Austin
250 Rentals

Oglesby & Team

redbox+ Dumpsters of Greater Athens
247 Rentals

Ali, Karmi, & Team

redbox+ Dumpsters of North Boston
242 Rentals

Borden & Team

redbox+ Dumpsters of Houston West
230 Rentals

Teagarden & Team

redbox+ Dumpsters of Dallas
224 Rentals

Vriend & Team

redbox+ Dumpsters of North Nashville
223 Rentals

Glick & Team

redbox+ Dumpsters of Lancaster and
Chester Counties
212 Rentals

Gilson & Team

redbox+ Dumpsters of Melbourne
206 Rentals



Driver Leader Inspection Leaders for June

JUNE 2025 INSPECTION LEADERS		
Driver Name	Team Name	Inspection Count
Dominick Camillo	Bucks County, PA	81
Tyree Heckstall	Bucks County, PA	79
Joe Del Bosque	Twin Cities South Metro	73
Luis Then	Bucks County, PA	72
Joseph Matthews	Bucks County, PA	67
John Ornelas	Dallas	66
Fabian Garcia	Bucks County, PA	64
Rafiq Mapp	Bucks County, PA	64
Kevin Bryson	Bucks County, PA	64
Doug Smith	Detroit Metro North	54
Francisco Jaramillo	Denver	52
Shawn Graham	Bucks County, PA	44
Joshua Rangel	San Antonio	44
Steven Mayfield	Dallas	44
Reymond De La Rosa	South Florida	43
Chris Martinez	San Antonio	42
Trudel Mccray	Baton Rouge	42
Treveon Burrage	St. Louis Metro East	42
Anthony Apodaca	Denver NW	42
Jorge Guerra	Baton Rouge	41
James Middleton	San Antonio	41

NORA Update

From the NORA team:

We are eagerly working to continue conversations with current NORA customers about our extended services available through redbox+ Dumpsters . Recent additions/renewals include FiveStar (BioOne) and VLHospitality. Updated details can be found within the Insider.

IRT and Streamline are in the pipeline. Stay tuned for updates. If you have qualified leads (multiple owners involved and streamlined invoicing), please forward them to the NORA team.

Main Contact: Terra.Tuft@belfrangroup.com

2026 KPI Calculator

The KPI workbook has been updated (and simplified!) for 2026.

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

Workbook Instructions:

1. Choose the file with the # of trucks your business has operating. Save the file to your computer.
2. Go to the green 'Instructions' tab and follow the steps.
3. Once complete, send to your Business Coach and schedule time to speak with them about the results.
4. If you're having issues, contact Amanda Cole.

1 truck KPI Calculator

2 truck KPI Calculator

3 truck KPI Calculator

4 truck KPI Calculator

5 truck KPI Calculator

9 & 10 truck KPI Calculator

****NEW** PACCAR PARTS PROGRAM DIRECT PAY REQUIRED**

Dear Franchisees,
redbox+ Dumpsters is implementing a change to our participation in the PACCAR Parts Program that will affect how service and parts are paid for at Kenworth Service Centers.

Effective immediately, all franchisees are required to pay for service and parts at the time of truck pickup. Accepted payment methods include credit card, check, cash, or ACH arrangements made directly with your servicing Kenworth dealership.

As part of this transition, Redbox+ Dumpsters will no longer extend credit or assume financial responsibility for these transactions. All financial obligations now rest solely with the franchisee. Each franchisee is now responsible for establishing and maintaining their own payment arrangements or credit accounts directly with their local Kenworth Service Center.

You may continue using your existing account numbers for identification purposes and Discounts; however, payment will be handled directly between you and the servicing dealer.

We strongly encourage you to contact your local Kenworth Service Center as soon as possible to set up your preferred payment method or open a credit account to avoid any service delays.

If you have any questions, please reach out.

list of participating Kenworth Service Centers:

MHC KENWORTH
CENTRAL ILLINOIS KENWORTH
CSM KENWORTH
PALMER KENWORTH
INLAND KENWORTH - US
KENWORTH OF PENNSYLVANIA
WHITEFORD KENWORTH
KENWORTH NORTHEAST
G.L. SAYRE PETERBILT
PERFORMANCE TRUCK
KENWORTH SALES CO.
RUSH PETERBILT
GABRIELLI KENWORTH

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.

FREE Complimentary Diagnostic of your Aftertreatment System

1. Tensor Planet has expertise in waste management and artificial intelligence (AI). They use AI to turn your existing telematics data and repair history into a three-step advantage for your fleet: **detect** early failure signals, **diagnose** what needs fixing, and **save** before a breakdown ever happens.
2. It consists of a fully remote setup: 15 minutes call to generate API keys (Whip Around + the telematics system). You see the results within a week.
3. We are looking for volunteers that are using a telematics program, i.e., Whip Around, Samsara, Motive, etc. If you are interested in participating, please send an email to support@redboxplus.com with your contact information, number of trucks, and the company/name of your telematics system.
4. Avoids customer disruptions due to vehicle breakdowns or costly aftertreatment repairs (DPF, DEF, SCR, NOx sensors..) by predicting failures 2 to 3 weeks before they happen.
5. No new hardware. Uses your existing telematics + maintenance logs.
6. Integrates directly with Whip Around and Samsara / Motive / Geotab / Verizon Connect, in addition to dozens of other systems.
7. Customers **save up to \$10,500 annually per vehicle** through prevented repairs and avoided lost revenue. The cost is \$19 per vehicle/month. Customers typically see **15-20x ROI**.

If you are interested in running a complimentary diagnostic to see the value first-hand please reach out to Steve Jahner.

[View Tensor Planet Product Flyer Here](#)

Premium 2000 Service Program is Paying Off!

1. We have 12 trucks enrolled in the National Truck Program's REDBOX+ BOXGUARD with vehicle service contracts. There have been 12 claims with payout to 11, totaling almost \$30,000. It appears to be a great investment for those that have enrolled. If you are interested in more information, please contact Jim

Indeed ATS Change

Team,

We wanted to flag an important policy change from Indeed that may already be affecting applicant flow across your network.

Indeed's New Single-Source Feed Policy (Effective March 31, 2026)

Indeed will only accept jobs from one primary source moving forward. If CareerPlug is not set as your exclusive source, your jobs may not sync properly with Indeed.

This issue can occur if you have ever:

- Posted jobs directly on Indeed
- Used a different ATS in the past
- Edited or reposted jobs outside of CareerPlug

Even one manual post on Indeed can override the connection and disrupt the integration.

Note: Even franchise networks that are fully set up on CareerPlug may still have individual locations with source overrides, so it's important to verify each account's configuration.

Next Steps:

- If you have a dedicated Indeed rep, please copy us on that email so we can confirm the sourcing setup across all your locations.
- If you don't have a dedicated Indeed rep, contact Indeed Employer Support directly at 800-462-5842 or email employer-support@indeed.com — just copy me and include your name, login email address, and a brief description of the issue so they can confirm your sourcing and account setup

Indeed is expected to release additional guidance soon. As we receive more details, we'll share updates and communicate directly with franchisees regarding any additional actions that may be required.

Docket Pricing Reminder

Please remember Docket has moved to a new pricing model, and all franchisees need to update their drivers to technicians immediately if you have not completed this already.

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**](mailto:Crmsupport@belfranguroup.com)

Thank you,

Your redbox+ Dumpsters Franchise Support Team



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