



OPERATIONS NEWSLETTER

June 2025

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Summit Series

We will be postponing the Summit Series this month in favor of the upcoming Equipping Summit later in June. Please join us instead for a Fleet Planning Forum on June 26th, from 4:00-5:30 PM EDT. We will have new and used truck, maintenance, and finance professionals lined up to provide objective truck planning information and answer your questions. For more information please look at the Fleet Planning section below. The Summit Series will resume in September, and we look forward to seeing you then!

As always, past Summit Series videos are available on the Insider for your reference. Click [HERE](#) to binge watch and get more information on previous episodes.

Fleet Planning Forum

redbox+ Dumpsters will provide a panel of experts to discuss strategies for the replacement of aging roll-off trucks via Zoom on Thursday, June 26th, 4:00–5:30 PM ET.

Topics will include:

- 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. Please join our panel of professionals for this informative discussion, followed by a Q&A.

Zoom Link
Here

Full Agenda
Here

May's Top Performers

redbox+
DUMPSTERS
Top Performers
Rentals

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

redbox+
DUMPSTERS
Top Performers
Turns

#1 Mitchell & Team
redbox+ Dumpsters of Southeast WI
(3 Trucks & 72 Containers)
4.08 Turns

#2 Sperry & Team

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

#3 Bisher & Team

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

#4 Sellers & Team

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

#5 Ali & Team

redbox+ Dumpsters of North Boston
(7 Trucks & 160 Containers)
350 Rentals

#2 Beery & Team

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

#3 Nersten & Team

redbox+ Dumpsters of Orlando
(2 Trucks & 83 Containers)
3.01 Turns

#4 Sperry & Team

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

#5 Galkin-Zhang & Team

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

May's Online Sales Leaders

#1 Galkin-Zhang & Team

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

**#2 Sperry & Team**

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

**#3 Majchrowski & Team**

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

#4 Bisher & Team

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

#5 Tinney & Team

redbox+ Dumpsters of Eastern NC
(3 Trucks & 75 Containers)
28 Online Sales



May Leaders Club



Galkin-Zhang & Team



Sperry & Team

redbox+ Dumpsters of Lehigh Valley
557 Rentals

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

Bisher & Team

redbox+ Dumpsters of BucksMont
442 Rentals

Sellers & Team

redbox+ Dumpsters of Greater
Columbus
411 Rentals



Ali & Team

redbox+ Dumpsters of North Boston
350 Rentals

Davis & Team

dumpster+ Dumpsters of Greater Austin
306 Rentals

Borden & Team

redbox+ Dumpsters of San Antonio
303 Rentals



Marsden & Team

redbox+ Dumpsters of Triad
242 Rentals

Stone & Team

redbox+ Dumpsters of Richmond
240 Rentals

Covell & Team

redbox+ Dumpsters of Orange County
226 Rentals

Gilson & Team

redbox+ Dumpsters of Melbourne
217 Rentals

Sapp & Team

redbox+ Dumpsters of Indianapolis
207 Rentals

Bullock & Team

redbox+ Dumpsters of Upstate SC
202 Rentals



Mitchell & Team

redbox+ Dumpsters of Southeast WI
294 Rentals

Beery & Team

redbox+ Dumpsters of Madison, WI
292 Rentals

Majchrowski & Team

redbox+ Dumpsters of Toledo
276 Rentals

Dedon & Team

redbox+ Dumpsters of Baton Rouge
276 Rentals

Nation, McKee & Team

redbox+ Dumpsters of North Miami
273 Rentals

Nersten & Team

redbox+ Dumpsters of Orlando
250 Rentals



May Driver Inspection Leaders

May 2025 Driver Inspection Leaders		
Driver Name	Location	Inspections Count
Joe Del Bosque	Twin Cities South Metro	73
Jose Hernandez	Detroit Metro North	72
Francisco Jaramillo	Denver	71
Joseph Matthews	Bucks County, PA	68
Michael Abor	Dallas	59
John France	Detroit Metro North	56
Luis Then	Bucks County, PA	56
Joshua Martin	St. Louis Metro East	53
Shannan Voyles	St. Louis Metro East	52
Travis Cleggett	St. Louis Metro East	49
Bob Hedrick	Louisville	48
Frank Bertucelli	Lehigh Valley, PA	48
Keyshon Robinson	Nashville North	46
Steven Mayfield	Dallas	46
Gilbert Williams	St. Louis Metro East	46
Tyree Heckstall	Bucks County, PA	43
Howard Brown	St. Louis Metro East	43
Chris Partello	Cape Fear, NC	42
Klint Erickson	St. Louis Metro East	42
Luis Corona	Orange County, CA	42
Mario Cordero	South Florida	42
Reymond De La Rosa	South Florida	41

Congrats to the Top Drivers/Inspectors in May!

Success and Growth

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

May 2025 Success and Growth

Dumpsters Added:

Location	Size & Type Dumpsters	Quantity
Lehigh Valley, PA	10-yard Mini	28
Lehigh Valley, PA	10-yard Standard	1
Baton Rouge, LA	30-yard Standard	8
Baton Rouge, LA	30-yard Elite	8
Toledo, OH	30-yard Standard	10
Athens, GA	30-yard Standard	10
Athens, GA	40-yard Standard	2
San Antonio, TX	20-yard Standard	4
San Antonio, TX	30-yard Standard	5
Bucks County, PA	30-yard Elite	8
Bucks County, PA	10-yard Standard	3
Bucks County, PA	30-yard Standard	5

Trucks Added:

Location	Type Truck	Quantity
Lehigh Valley, PA	Ford F550	1
Lehigh Valley, PA	Kenworth T480	1
Greater Canton, OH	Ford F600	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](#)

Whip Around Administration

Recently, inspection forms were consolidated to standardize the system with the intent of having consistent, valuable data and reports. Most trucks had multiple forms of the same task assigned so we made the forms standard across the fleet. We think the forms are in good shape so don't foresee any system-wide changes in the near future. If you have Whip Around questions, please use the Help & Support tab on the lower left side of the Whip Around website or call Ginger at 704-251-4967 or Steve at 701-426-4965.

Whip Around Integration with Motive and Samsara

Whip Around's integration with Motive and Samsara is complete. There is no additional fees and it shares information between the platforms such as, mileage, hours, defects, notifications, etc. Whip Around also integrates with Slack. Look at activation information here: [Motive \(formerly KeepTruckin\) Integration | Whip Around Help Center](#). Additional information here: [Whip Around - Samsara](#) and here [Motive | Whip Around - Motive](#)

Executive Order Affecting CDL Drivers

President Trump just issued an executive order that requires all CDL drivers in the USA to be proficient in English. If a CDL driver is not proficient in English, the executive order states that they have to be placed out of service. This could impact our franchisees that have drivers that are immigrants and do not speak English well or at all. Here is a link to the release from the White House on the order: [Full Article Here](#)

"NEW" PACCAR Information on the Insider's Equipment Vendor Page

We've added a PACCAR section to provide information on the policy, online banking and portal access, payment process, how to make payments, how to dispute charges, and much more.

Check it out here: [equipment vendors](#)

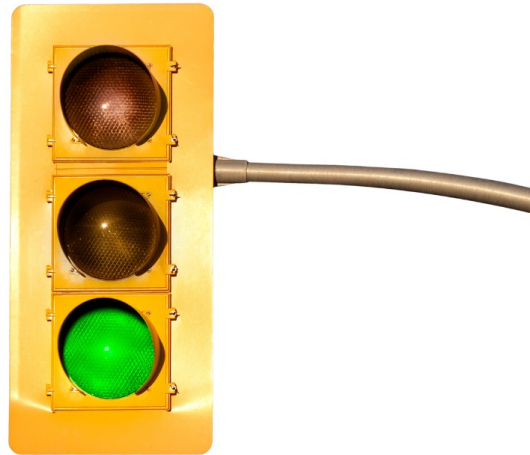
redbox+ Dumpsters Truck Rental Program

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**

Smith Truck Body Warranty Process

Smith Truck Body facilitates the warranty claims for all PTOs, hoists, tarp systems and vac systems. BEFORE authorizing work, send an email and get their authorization for work. If you do not do this, you may be responsible for the repair costs! No warranty claim will be honored unless Smith Truck Body LLC has received a written Warranty Claim Report describing the defect within seven days of discovery of such defect. If a Warranty Claim Report is not received within seven days of discovery of such defect, any warranty claim shall be considered waived by the Purchaser See the Warranty Process and Guidelines here:

2025 Truck Availability

2025 Next Generation Truck Availability				
Make/Model	Aprox.Price	GVW	Hoist	Tarp System
Ford F600	\$125K	22.5K	Stellar 16KUS Tarp	US Tarp
Kenworth T480	\$261K	66K	60K Palfinger Above-Rail	US Tarp Dual-Stage Gantry
Western Star 47X	\$260K	66K	60K Palfinger Above-Rail	US Tarp Dual-Stage Gantry
Freightliner 108SD Plus	\$244K	66K	60K Palfinger Above-Rail	US Tarp Dual-Stage Gantry

- Approximate prices include all equipment listed above.
- Buyer can change tarp system to Pioneer Hydraulic or US Tarp 7-Spring systems.
- Buyer can waive 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

Hoist and PTO Maintenance

It is highly recommended to check the torque on the PTO and PTO bracket during every Periodic Maintenance to prevent the loss of an expensive PTO.

To order any PTO, hoist, or tarp system parts, please contact Brad Getchel at parts@smithtruckbody.com or 989-444-8813.

Adding Assets to Whip Around

As we clean up Whip Around, we've seen standard/ elite dumpsters are incorrectly tagged under Vehicle Inspection Forms when they should be assigned Standard Dumpster Inspection Form or Elite Dumpster Inspection Form, as appropriate. Please be mindful when adding assets on Whip Around. The following link provides steps to properly add any asset to Whip Around: [RB Video Training HERE](#)

Additionally, we will not remove federally mandated checks from the Inspection Forms in Whip Around. Read more [HERE](#)

RAC Meeting Notes

Curious about what's being discussed in our RAC meetings? Good news! We'll now be sharing RAC notes on the Insider. Check out the latest meeting notes below.

REMINDER

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

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

RBC Update

We are writing to let you know that Aaron Stone, Southeast Region RBC, has decided to pursue other opportunities. His last day of employment with redbox+ Dumpsters was on Friday, May 30, 2025. We wish Aaron continued success in his future endeavors. We anticipate hiring a replacement for him in the very near future and will update you as soon as we have our newest RBC.

Docket Support

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

Crmsupport@belfrangroup.com

Thank you,

Your redbox+ Dumpsters Franchise Support Team



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