



OPERATIONS NEWSLETTER

June 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: Creative Studio Promotions — New Depot!
- Amanda, Bill, & Keith: Wins from the field
- Marketing Update
- RAC Update
 - Issues the RAC is currently tackling
- National Account Update



Our next Summit Series will be live on Thursday, June 11, 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
shopbelfranguroup.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

Welcome Our New RAC Members

We are excited to share that we have two new members joining the RAC: Rob Wood and Katie Borden.

Both Rob and Katie bring valuable experience and insight to the team, and we look forward to the impact they will have in supporting the network and helping guide continued growth and success.

Please join us in welcoming Rob and Katie to the RAC!

May's Top Performers

redbox+
DUMPSTERS
Top Performers
Rentals

#1 Galkin-Zhang & Team
redbox+ Dumpsters of Lehigh Valley

redbox+
DUMPSTERS
Top Performers
Turns

#1 Borden & Team
redbox+ Dumpsters of Houston West

(10 Trucks & 224 Containers)
745 Rentals

#2 Bisher & Team

redbox+ Dumpsters of BucksMont
(9 Trucks & 222 Containers)
655 Rentals

#3 Borden & Team

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

#4 Majchrowski & Team

redbox+ Dumpsters of Toledo
(6 Trucks & 143 Containers)
409 Rentals

#5 Sellers, Beals, & Team

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

(2 Trucks & 45 Containers)
4.09 Turns

#2 Mitchell & Team

redbox+ Dumpsters of Southeast WI
(3 Trucks & 78 Containers)
3.56 Turns

#3 Teagarden & Team

redbox+ Dumpsters of Dallas
(3 Trucks & 57 Containers)
3.53 Turns

#4 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(10 Trucks & 224 Containers)
3.71 Turns

#5 Kooi & Team

redbox+ Dumpsters of NW Indiana &
South Chicagoland
(2 Trucks & 60 Containers)
3.27 Turns

May's Online Sales Leaders

#1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(10 Trucks & 224 Containers)
164 Online Sales



#2 Sperry & Team

redbox+ Dumpsters of St. Louis
& St. Louis Metro East
(7 Trucks & 195 Containers)
47 Online Sales



#3 Majchrowski & Team

redbox+ Dumpsters of Toledo
(6 Trucks & 147 Containers)
37 Online Sales

#4 Wood & Team

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



#5 Bisher & Team

redbox+ Dumpsters of BucksMont
(9 Trucks & 222 Containers)
32 Online Sales

May Leaders Club



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



Bisher & Team
redbox+ Dumpsters of BucksMont
655 Rentals



Borden & Team
redbox+ Dumpsters of San Antonio
412 Rentals

Majchrowski & Team
redbox+ Dumpsters of Toledo
409 Rentals



Sellers, Beals, & Team
redbox+ Dumpsters of Greater Columbus
398 Rentals



Mitchell & Team
redbox+ Dumpsters of Southeast WI
278 Rentals

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

Dedon & Team
redbox+ Dumpsters of Baton Rouge
278 Rentals

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

Ali, Karmi, & Team
redbox+ Dumpsters of North Boston
261 Rentals

Sapp & Team
redbox+ Dumpsters of Indianapolis
336 Rentals

Oglesby & Team
redbox+ Dumpsters of Greater Athens
256 Rentals

Beery & Team
redbox+ Dumpsters of Madison, WI
260 Rentals

Davis & Team
redbox+ Dumpsters of Greater Austin
238 Rentals

Hansen & Team
redbox+ Dumpsters of Northern Illinois
219 Rentals

Sosna & Team
redbox+ Dumpsters of Cincinnati
213 Rentals

Bullock & Team
redbox+ Dumpsters of Upstate SC
209 Rentals



Driver Leader Inspection Leaders for May

May Inspection Leaders		
Driver Name	Team Name	Inspections Count
Patrick Duda	redbox+ of Detroit Metro North	77
John Ornelas	Redbox+ of Dallas	74
Luis Then	Redbox+ of Bucks County	72
Dominick Camillo	Redbox+ of Bucks County	71
Kevin Bryson	Redbox+ of Bucks County	67
Tyree Heckstall	Redbox+ of Bucks County	66
Fabian Garcia	Redbox+ of Bucks County	64
Joseph Mathhews	Redbox+ of Bucks County	61
Joe Del Bosque	Redbox+ of Bucks County	59
Doug Smith	redbox+ of Detroit Metro North	57
James Park	Redbox+ Dumpsters Of Birmingham AL	54
Rafiq Mapp	Redbox+ of Bucks County	51
Francisco Jaramillo	Redbox+ of Denver	50
Steven Mayfield	Redbox+ Dumpster of Dallas	48
Howard Brown	Redbox+ of St. Louis Metro East	47
Edwin Vasquez	Redbox+ of Boston North	45
Treveen Burrage	Redbox+ of St. Louis Metro East	45
Bob Hedrick	Redbox+ of Louisville	44
Albert Hickmon	Dumpster+ of Columbia, SC	44
T.J. Hinterberg	Redbox+ of Northern Illinois	43
Marvin Hawkins	Redbox+ of San Antonio	42
Royce Green	Redbox+ of San Antonio	42
Trudel Mccray	Redbox+ of Baton Rouge	41
Lou Gonzalez	Redbox+ of 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.

Replacement Truck Waste Tanks Available

As the older, metal waste tanks begin to rust and deteriorate, we have found a manufacturer for these tanks. The new, rectangular tank is made of stainless steel so it has increased rust resistance and will last longer than the original, metal truck waste tanks. We searched for a new manufacturer to reduce the cost by 37%. The new rectangular replacement waste tank costs \$6,820. If you need a replacement, contact Steve Jahner or Jeff Mayes.

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@belfrangroup.com

Thank you,

Your redbox+ Dumpsters Franchise Support Team



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