



OPERATIONS NEWSLETTER March 2026

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SUMMIT SERIES NEW DOCKET PRICING

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

In this upcoming episode, we will review the new Docket contract, the updated billing structure, and the changes to Docket costs moving forward. This will be a **must-attend session** to ensure everyone understands the new pricing and how it will impact your monthly billing.

Our next Summit Series will be live on Thursday, March 12, 2026 at 5:00 PM EST. We look forward to having you join us.

February's Top Performers

redbox+ DUMPSTERS Top Performers Rentals

#1 Borden & Team

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

#2 Dedon & Team

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

#3 Nation, McKee & Team

redbox+ Dumpsters of South Florida
(10 Trucks & 234 Containers)
306 Rentals

#4 Galkin-Zhang & Team

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

#5 Sperry & Team

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

redbox+ DUMPSTERS Top Performers Turns

#1 Borden & Team

redbox+ Dumpsters of Houston West
(2 Trucks & 45 Containers)
3.96 Turns

#2 Teagarden & Team

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

#3 Kooi & Team

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

#4 Mitchell & Team

redbox+ Dumpsters of Southeast WI
(3 Trucks & 74 Containers)
2.27 Turns

#5 Cross & Team

redbox+ Dumpsters of Kansas City
(2 Trucks & 51 Containers)
2.12 Turns

February's Online Sales Leaders

#1 Galkin-Zhang & Team

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

#2 Sperry & Team

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

#3 Wood & Team

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

#4 Majchrowski & Team

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



#5 Tinney & Team
redbox+ Dumpsters of Eastern NC
(3 Trucks & 75 Containers)
16 Online Sales



February Leaders Club



Borden & Team
redbox+ Dumpsters of San Antonio
335 Rentals

Dedon & Team
redbox+ Dumpsters of Baton Rouge
323 Rentals

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



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

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

Sapp & Team
dumpster+ Dumpsters of Indianapolis
270 Rentals

Sellers, Beals, & Team
dumpster+ Dumpsters of Greater
Columbus
268 Rentals

Bisher & Team
redbox+ Dumpsters of BucksMont
258 Rentals

Davis & Team
dumpster+ Dumpsters of Greater Austin
255 Rentals

Bullock & Team
redbox+ Dumpsters of Upstate SC
217 Rentals

Gilson & Team
redbox+ Dumpsters of Melbourne
214 Rentals



February Driver Inspection Leaders

Driver Name	Location	Inspections Count
Joseph Matthews	Bucks County, PA	55
Mike Ogg	Detroit Metro North	53
Bob Hedrick	Louisville	49
Howard Brown	St. Louis Metro East	48
James Middleton	San Antonio	46
Jeramie Parker	Dallas	45
Jose Hernandez	Detroit Metro North	44
Lou Gonzalez	San Antonio	42
Royce Green	San Antonio	42
Marvin Hawkins	San Antonio	42
Chris Martinez	San Antonio	42
Jorge Guerra	Baton Rouge	41
Steven Mayfield	Dallas	41
Frank Hickson	Lancaster & Chester Counties, PA	40
Mario Perez	San Antonio	39
Mario Cordero	South Florida	39
Javier Blanco	South Florida	38
Travis Cleggett	St. Louis Metro East	38
Michael Bemos	Baton Rouge	38
Kevin Bryson	Bucks County, PA	38
Jeff Borden	South Florida	38

Congrats to the Top Drivers/Inspectors in February!

DUMPSTER TRAILER LOAD SALE! \$10,800 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).

\$3,600 SAVINGS!

Eight 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.

****You must have fold-up stops four feet back from the cab to haul these dumpsters safely. The pop-ups can be added for approximately \$900.**

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.

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

redbox+ Dumpsters is currently running a pilot program with the PACCAR PARTS PROGRAM to require payment upon truck pickup from the Kenworth Service Center. Franchisees can make payment via credit card, check, cash or work out an ACH with the Kenworth Service Center. The intent is to begin this program as soon as possible with all participating Kenworth Service Centers. You will see little, or no change, and continue using your current account numbers but pay directly to the dealer's service center. Be on the lookout for a separate announcement containing the participating Kenworth Service Centers. See attached for more details.

Fleet Services Direct Pay

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 one Freightliner 108SD Plus and two Kenworth T480 "Baby 8s" available for sale. All three 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.

****NOTE: Prices increase on April 1st**

Make/Model	Current Price	April 1 Price	GVW	Engine	Hoist	Tarp	Vac System
Freightliner 108SD Plus	\$254,301	\$264,101	66K	9L	60K	Gantry	NVE
Kenworth T480	\$269,593	\$284,175	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
- 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.

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.

Franchisee Spotlight

The Home Office would like to give a special shoutout to Tharon and Rachel Sperry and the entire redbox+ Dumpsters of St. Louis / St. Louis Metro East team for providing a dumpster for a "Dumpster Diving" cold plunge in support of the Illinois Law Enforcement Torch Run for Special Olympics.

We love seeing our franchisees supporting their local communities and getting creative for a great cause!

If you participate in a community event, please be sure to share it with your Marketing Coordinator, Max Leventis.

Way to go, Tharon, Rachel, and the entire redbox+ Dumpsters of St. Louis / St. Louis Metro East team!



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](#)

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+
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