



## OPERATIONS NEWSLETTER

### May 2025

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- **Kenworth T480 Evaporator Core Failure Emissions Recall**
- **Maximize Your Use of Blue Book**
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### Summit Series

Reminder: We will not be holding a Summit Series this month. We will resume next month and 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.

# April's Top Performers

## **redbox+** DUMPSTERS Top Performers Rentals

### #1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley  
(7 Trucks & 168 Containers)  
537 Rentals

### #2 Bisher & Team

redbox+ Dumpsters of BucksMont  
(7 Trucks & 174 Containers)  
472 Rentals

### #3 Sperry & Team

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

### #4 Davis & Team

dumpster+ Dumpsters of Greater Austin  
(7 Trucks & 225 Containers)  
359 Rentals

### #4 Sellers & Team

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

## **redbox+** DUMPSTERS Top Performers Turns

### #1 Mitchell & Team

redbox+ Dumpsters of Southeast WI  
(3 Trucks & 72 Containers)  
3.69 Turns

### #2 Kooi & Team

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

### #3 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley  
(7 Trucks & 168 Containers)  
3.20 Turns

### #4 Hansen & Team

redbox+ Dumpsters of Northern Illinois  
(5 Trucks & 72 Containers)  
3.04 Turns

### #5 Teagarden & Team

redbox+ Dumpsters of Dallas  
(2 Trucks & 51 Containers)  
3.04 Turns

# April's Online Sales Leaders

### #1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley  
(7 Trucks & 168 Containers)  
125 Online Sales

### #2 Sperry & Team

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

### #3 Majchrowski & Team

redbox+ Dumpsters of Toledo  
(5 Trucks & 110 Containers)  
41 Online Sales



**#4 Beery & Team**  
redbox+ Dumpsters of Madison, WI  
(6 Trucks & 96 Containers)  
31 Online Sales



**#5 Wood & Team**  
redbox+ Dumpsters of Phoenix Southeast Valley  
(2 Trucks & 92 Containers)  
23 Online Sales

**#5 Bisher & Team**  
redbox+ Dumpsters of BucksMont  
(7 Trucks & 174 Containers)  
23 Online Sales

## April Leaders Club



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



**Bisher & Team**  
redbox+ Dumpsters of BucksMont  
472 Rentals

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



**Davis & Team**  
dumpster+ Dumpsters of Greater Austin  
359 Rentals

**Sellers & Team**  
redbox+ Dumpsters of Greater Columbus  
359 Rentals

**Ali & Team**  
redbox+ Dumpsters of North Boston  
348 Rentals



**Borden & Team**  
redbox+ Dumpsters of San Antonio  
270 Rentals

**Dedon & Team**  
redbox+ Dumpsters of Baton Rouge  
268 Rentals

**Mitchell & Team**  
redbox+ Dumpsters of Southeast WI  
266 Rentals



**Majchrowski & Team**  
redbox+ Dumpsters of Toledo  
248 Rentals

**Bullock & Team**  
redbox+ Dumpsters of Upstate SC  
260 Rentals

**Beery & Team**  
redbox+ Dumpsters of Madison, WI  
253 Rentals

**Nersten & Team**  
redbox+ Dumpsters of Orlando  
247 Rentals

**Nation, McKee & Team**  
redbox+ Dumpsters of North Miami  
245 Rentals

**Covell & Team**  
redbox+ Dumpsters of Orange County  
230 Rentals

**Stone & Team**  
redbox+ Dumpsters of Richmond  
230 Rentals

**Gilson & Team**  
redbox+ Dumpsters of Melbourne  
227 Rentals

**Hansen & Team**  
redbox+ Dumpsters of Northern Illinois  
219 Rentals

**Tinney & Team**  
redbox+ Dumpsters of Eastern NC  
209 Rentals

**Sapp & Team**  
redbox+ Dumpsters of Indianapolis  
207 Rentals

**Marsden & Team**  
redbox+ Dumpsters of Triad  
206 Rentals

**Coming & Team**  
redbox+ Dumpsters of Metro Detroit North  
205 Rentals

**Current & Team**  
redbox+ Dumpsters of Greater Louisville  
201 Rentals

**Vriend & Team**  
redbox+ Dumpsters of North Nashville  
200 Rentals

**Kooi & Team**  
redbox+ Dumpsters of NW Indiana & South  
Chicagoland  
200 Rentals



**Kovacic & Team**  
redbox+ Dumpsters of Northeast Atlanta  
143 Rentals



**Sosna & Team**  
redbox+ Dumpsters of Cincinnati  
196 Rentals

**Huval & Team**  
redbox+ Dumpsters of Lafayette  
195 Rentals

**Oglesby & Team**  
redbox+ Dumpsters of Greater Athens  
181 Rentals

**Wood & Team**  
redbox+ Dumpsters of Phoenix Southeast  
Valley  
177 Rentals

**Nation, McKee & Team**  
redbox+ Dumpsters of North Atlanta  
173 Rentals

**Teague & Team**  
redbox+ of Phoenix/East Valley  
166 Rentals

**Moran & Team**  
redbox+ Dumpsters of Boston South Shore  
157 Rentals

**Teagarden & Team**  
redbox+ Dumpsters of Dallas  
155 Rentals



**Gavrilis & Team**

redbox+ Dumpsters of Denver South Metro  
141 Rentals

**Newman & Team**

redbox+ Dumpsters of Suncoast  
140 Rentals

**Glick & Team**

redbox+ Dumpsters of Lancaster &  
Chester Counties  
136 Rentals

**Olszanowski & Team**

redbox+ Dumpsters of Southwest Fl  
135 Rentals

**Marino & Team**

redbox+ Dumpsters of Columbia  
132 Rentals

**Cook & Team**

redbox+ Dumpsters of Northeast Denver &  
Fort Collins  
130 Rentals

**Tholen & Team**

redbox+ Dumpsters of Colorado Springs  
120 Rentals

**Fredrickson & Team**

redbox+ Dumpsters of Omaha  
112 Rentals

**Tunbridge & Team**

redbox+ Dumpsters of Greater Salt Lake  
107 Rentals

**Murray & Team**

redbox+ Dumpsters of Chattanooga  
103 Rentals

**York & Team**

redbox+ Dumpsters of Cape Fear  
102 Rentals

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## April Driver Inspection Leaders

Driver Name	Team Name	Inspections Count
Joe Del Bosque	redbox+ of Twin Cities South Metro	70
John France	redbox+ of Detroit Metro North	66
Joseph Matthews	redbox+ of Bucks County	64
Luis Then	redbox+ of Bucks County	62
Jose Hernandez	redbox+ of Detroit Metro North	61
Shannan Voyles	redbox+ of St. Louis Metro East	51
Francisco Jaramillo	redbox+ of Denver	50
Howard Brown	redbox+ of St. Louis Metro East	49
Steven Mayfield	redbox + Dumpsters of Dallas	49
Klint Erickson	redbox+ of St. Louis Metro East	48
Edwin Vasquez	redbox+ of Boston North	48
Keyshon Robinson	redbox+ of Nashville North	48
Bob Hedrick	redbox+ of Louisville	48
Javier Blanco	redbox+ Dumpsters of South Florida	47
Joshua Martin	redbox+ of St. Louis Metro East	46
Reymond De La Rosa	redbox+ Dumpsters of South Florida	46
Frank Bertucelli	redbox+ of Lehigh Valley, PA	44
Mario Cordero	redbox+ Dumpsters of South Florida	44
Michael Edwards	redbox+ of Odessa	44
Gilbert Williams	redbox+ of St. Louis Metro East	43

**Congrats to the Top Drivers/Inspectors in April!**

## 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.

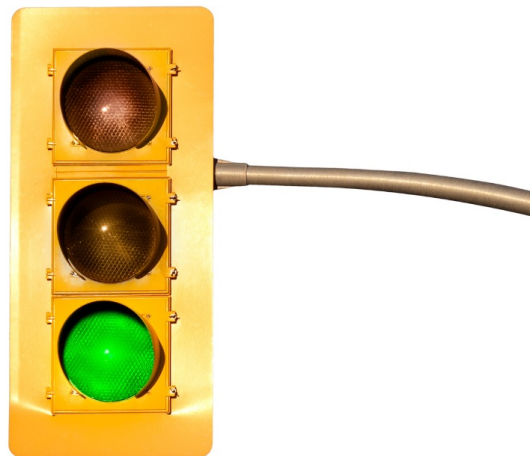
To download the KPI workbooks click [HERE](#)

## 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 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:

[STB Warranty Process](#)

## “NEW” Standard Operating Procedures (SOPs)

There are new SOPs for your use. The intent is to provide a step-by-step explanation of the processes and troubleshooting steps as an alternative to watching videos.

We have posted six SOPs to the Insider: 1) Vac System Troubleshooting, 2) Airbag Troubleshooting and 3) Hoist Troubleshooting, 4) Truck Breakdown Process, 5) Smith truck Body Warranty Process, and 6) Adding Assets to Whip Around.

You can find them here: [RB Video training](#)

## 2025 Truck Availability

Make/Model	Approx. Price	GVW	Hoist	Vac System	Tarp System	Number Available
Ford F600	\$125K	22.5K	Stellar 16K	Mobile 400 Gallon Available at extra cost	US Tarp	1
Kenworth T480	\$261K w/FET	66K	Palfinger 60K	Yes, Next Generation	US Tarp Gantry	3
Freightliner 108 SD Plus	\$244K w/FET	66K	Palfinger 60K	Yes, Next Generation	US Tarp Gantry	2
Western Star 47X	\$260K w/FET	66K	Palfinger 60K	Yes, Next Generation	US Tarp Gantry	2

- 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.

## 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 [Brad@smithtruckbody.com](mailto:Brad@smithtruckbody.com) or 989-444-8813.

## 2025 Regulatory Overview from Kenworth

Download the 2025 Regulatory Overview from Kenworth below.

[Download the 2025 Regulatory Overview from Kenworth HERE](#)

## 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](#)

## Paccar Parts Fleet Program Portal

While we have approximately 50 franchises taking advantage of the Paccar Parts Program, less than half are taking advantage of this dashboard. This platform allows you to monitor and view the status of your account easily.

The customer dashboard is a valuable resource that empowers you to pull reports, check for missing invoices, initiate or review disputes, and view current, past-due, and pending invoices on the account overview screen. Additionally, you can make online payments. While we are always happy to assist you with your account, using your online access streamlines the process and helps prevent potential delays. See easy enrollment process [HERE](#) (under Kenworth)

## REMINDER

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

## Kenworth T480 Evaporator Core Failure Emissions Recall

All Kenworth T480 Owners see the recall instructions [HERE](#) (under Kenworth)

## 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](mailto:katelyn.johnson@construction.com)

## 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](mailto:Crmsupport@belfrangroup.com)

Thank you,

Your redbox+ Dumpsters Franchise Support Team



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