



OPERATIONS NEWSLETTER

November 2025

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NEW – REDBOX+ DUMPSTERS TRUCK RENTAL PROGRAM HAS ENDED

After careful consideration, RBI has made the decision to end the Truck Rental

Program effective immediately.

We launched this program a year ago to help franchisees who found themselves in a tough spot; whether dealing with an emergency, a truck that was unexpectedly down, or a sudden spike in business that didn't yet justify a new truck purchase. Our goal was simple, to be there when you needed us most.

Unfortunately, the program just didn't see the demand we had hoped for. The rental truck was used for less than three months total, and even though we wanted it to work, the overall costs (truck, insurance, and maintenance) made it difficult to continue. Had we come close to breaking even, we would have gladly kept it going.

Even so, this effort reflected our ongoing commitment to support the system. That hasn't changed. Your success remains our top priority, and we'll continue looking for ways to provide help when challenges arise.

We haven't yet decided what will happen with the rental truck itself, but we'll share that update once a plan is in place. In the meantime, if you need a rental truck, there are several great options listed on the Insider under [**Roll-off Truck Rental Program**](#).

If you have any questions, please reach out to Steve Jahner at 701-426-4965 or [**sj@redboxplus.com**](mailto:sj@redboxplus.com).

Thank you all for what you do each day and for continuing to represent the redbox+ brand so well in your communities.

NEW – redbox+ Dumpsters Boxguard Vehicle Service Contract (VSC)

Redbox+ International LLC (RBI) coordinated a VSC with National Truck Protection (NTP). A Vehicle Service Contract goes beyond both Warranties and Extended Warranties by offering customizable, long-term protection that fleets can leverage to control costs, reduce downtime, and improve asset value well past OEM limits. **Our NTP Partners will present the program during our November Summit via Zoom on Thursday, November 13th at 5:00ET.**

Summit Series

We're excited to continue the Summit Series and invite you to join us for these informative and educational sessions!

In this upcoming episode, we'll feature:

- Vendor Spotlight – Premium 2000 Warranty
- Marketing Update
- RAC Update – Issues the RAC is tackling
- FranDev Update
- Convention Update
- 2026 Benchmark Project

Mark your calendar!

Our next Summit Series will go live on Thursday, November 13, 2025, at 5:00 PM EST.



We look forward to seeing you there!

[Summit Series Link HERE](#)

NOMINATION FOR DRIVER OF THE YEAR

Please take a few moments to nominate your Driver for the 2025 Driver of The Year. This award recognizes The Driver of The Year for their consistent service excellence and commitment to customer satisfaction, safe operation of equipment and timely maintenance.

We want to hear about your Driver(s) so please click on the link below and answer a few questions about them.

Submit your nominations by December 1. The winner will be announced at the 2026 BFG Convention in Dallas, TX.

Begin your Nomination - <https://www.surveymonkey.com/r/2025Drivers>

EQUIPMENT MAINTENANCE ACADEMY UPDATE

redbox+ Dumpsters is bringing outside experts in to conduct a 3-day training session to provide expertise and insights to maintaining your equipment!

Who: Owners, GMs, and drivers

Where: At our headquarters – 5405 Data Court, Ann Arbor, MI 48108

When: December 9-11, 2025 (Monday travel, Tues-Thurs Academy, Thursday evening or Friday travel)

Cost: \$50 non-refundable deposit for each participant (includes training sessions, three lunches and one evening dinner) and \$500 now-show charge if someone backs out

Hotel: Homewood Suites, 2457 S State St, Ann Arbor, MI 48104 (free breakfast)

HQ will reserve the rooms, then attendees will pay via credit card upon check-in, so please provide name, dates/nights a room is needed and date of birth to Jeff Mayes at jmayes@redboxplus.com or 734-787-3420

Transportation: HQ will have three vans to shuttle from hotel to HQ and back

How to Register: Provide your attendee's name, position, email, and phone number to Jeff Mayes at jmayes@redboxplus.com or 734-787-3420

Registration Deadline: ASAP

Click below for the draft agenda!

[View Draft Agenda Here](#)

October's Top Performers

redbox+ DUMPSTERS

Top Performers Rentals

#1 Galkin-Zhang & Team

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

#2 Bisher & Team

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

#3 Sellers & Team

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

#4 Sperry & Team

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

#5 Borden & Team

redbox+ Dumpsters of San Antonio
(5 Trucks & 133 Containers)
396 Rentals

redbox+ DUMPSTERS

Top Performers Turns

#1 Mitchell & Team

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

#2 Teagarden & Team

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

#3 Galkin-Zhang & Team

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

#4 Marino & Team

redbox+ Dumpsters of Columbia
(3 Trucks & 65 Containers)
3.03 Turns

#5 Beery & Team

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

October's Online Sales Leaders

#1 Galkin-Zhang & Team

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

#2 Sperry & Team

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

#3 Majchrowski & Team

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

#4 Wood & Team

redbox+ Dumpsters of Phoenix Southeast Valley
(2 Trucks & 94 Containers)



31 Online Sales

#5 Bisher & Team
redbox+ Dumpsters of BucksMont
(7 Trucks & 190 Containers)
27 Online Sales



October Leaders Club



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



Bisher & Team
redbox+ Dumpsters of BucksMont
492 Rentals

Sellers & Team
redbox+ Dumpsters of Greater
Columbus
416 Rentals

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



Borden & Team
redbox+ Dumpsters of San Antonio
396 Rentals

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

Dedon & Team
redbox+ Dumpsters of Baton Rouge
336 Rentals

Sapp & Team
redbox+ Dumpsters of Indianapolis
324 Rentals

Davis & Team
dumpster+ Dumpsters of Greater Austin
319 Rentals

Majchrowski & Team
redbox+ Dumpsters of Toledo
312 Rentals



Ali & Team
redbox+ Dumpsters of North Boston
290 Rentals

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

Mitchell & Team
redbox+ Dumpsters of Southeast WI
283 Rentals

Corning & Team
redbox+ Dumpsters of Metro Detroit
248 Rentals

Vriend & Team
redbox+ Dumpsters of North Nashville
247 Rentals

Oglesby & Team
dumpster+ Dumpsters of Greater Athens
238 Rentals



Gilson & Team

redbox+ Dumpsters of Melbourne
234 Rentals

Olszanowski & Team

redbox+ Dumpsters of Southwest Florida
216 Rentals

Current & Team

redbox+ Dumpsters of Greater Louisville
213 Rentals

Thibodeaux, Huval, & Team

redbox+ Dumpsters of Lafayette
211 Rentals

Stone, Murchison, & Team

redbox+ Dumpsters of Richmond
211 Rentals

Glick & Team

redbox+ Dumpsters of Lancaster & Chester
Counties
209 Rentals

Sosna & Team

redbox+ Dumpsters of Cincinnati
207 Rentals

Nersten & Team

redbox+ Dumpsters of Orlando
205 Rentals

Tinney & Team

redbox+ Dumpsters of Eastern NC
201 Rentals

October Driver Inspection Leaders

October 2025 Driver Inspection Leaders

Driver Name	Team Name	Inspection Count
Tyree Heckstall	redbox+ of Bucks County	80
Joseph Matthews	redbox+ of Bucks County	79
Joe Del Bosque	redbox+ of Twin Cities South Metro	74
Luis Then	redbox+ of Bucks County	71
Francisco Jaramillo	redbox+ of Denver	71
Mike Ogg	redbox+ of Detroit Metro North	66
John France	redbox+ of Detroit Metro North	61
Michael Abor	redbox + Dumpsters of Dallas	61
Treveon Burrage	redbox+ of St. Louis Metro East	48
Jaime Gomez-Pichardo	redbox+ Dumpsters of South Florida	48
Howard Brown	redbox+ of St. Louis Metro East	47
Travis Cleggett	redbox+ of St. Louis Metro East	47
Steven Mayfield	redbox + Dumpsters of Dallas	46
Jose Hernandez	redbox+ of Detroit Metro North	46
Reymond De La Rosa	redbox+ Dumpsters of South Florida	46
Jeff Borden	redbox+ Dumpsters of South Florida	46
Bob Hedrick	redbox+ of Louisville	46
Frank Hickson	redbox+ of Lancaster & Chester Counties	45
Michael Edwards	redbox+ of Odessa	44
Mario Cordero	redbox+ Dumpsters of South Florida	43
Edwin Vasquez	redbox+ of Boston North	43
Javier Blanco	redbox+ Dumpsters of South Florida	43

Congrats to the Top Drivers/Inspectors in October!

DUMPSTER SALE! Heavy Duty and Minis

- **Ten 10-yard and three 15-yard Minis at a \$400 discount, per container.** 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 \$1,000 toward shipping! All 13 will fit on one load out of Chatfield, MN (EZ Fab).**
- **Ten 10-yard HEAVY DUTY dumpsters for \$4,783/each with decals and RBI will pay up to \$1,000 toward shipping from Commerce City, CO!** All ten will fit on one trailer load. *****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 and RBI will pay up to \$1,000 toward shipping from Commerce City, CO!** All eight will fit on one trailer load. *****HEAVY DUTY***** 20 CUBIC YARD - TUB STYLE - NOMINAL - M#207222C 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
- Contact Steve Jahner for more details.

PREVENTIVE MAINTENANCE ARTICLE

"4 Types of Preventive Maintenance for Trucks", See the article here: <https://wasteadvantagemag.com/4-types-of-preventive-maintenance-for-trucks/>

USAMDT Webinar Training Opportunities

- DOT required "Supervisor Training" - Required by the DOT. FMCSA requires it at least once and the FAA requires this on "an ongoing basis". For other DOT agencies, let me know the agency and I will update you on the requirement. This training is specific to reasonable suspicion situations, how to recognize impairment and how to document those observations so you know you are taking appropriate actions.
- Non-DOT Supervisor Training - Same as DOT Supervisor Training minus the DOT regulations.
- Simply click the link below that you want to participate in and complete the information. Choose USAMDT Jacksonville as the location. The email address requested is simply to be able to send you training materials and the certificate after completion.

[2025 USAMDT | Q4 - Live DOT Supervisor Training - Nov 19, 2025, 02:00 PM Eastern Time](#)

[2025 USAMDT | Q4 - Non-DOT Supervisor Training - Drug Free Workplace - Dec 3, 2025, 02:00 PM Eastern Time](#)

New Vendor Support for Bad Debt Collection – Baker Group

Having trouble collecting bad B2B/AR debt? Please reach out to our new vendor.

Baker Group

Contact - Scott Harris s.harris@bgc-us.com

<https://gobakergroup.com/>

Notices / Liens

Collections / Litigation / Bad Debt Portfolio Clean-up

Why Baker Group?

- We only get paid if we collect.
- What sets Baker apart from everyone else is that we offer all of these services under 1 roof, making it easier for a client to secure and recover their receivables
- We are the #1 rated commercial Collection agency in the nation and specialize in B2B Debt recovery. Our main focus is lowering a company's DSO, creating cash flow "quickly" while maintaining the client's online reputation.

Website Footer and Contact Page Updates for

Franchisees

A small update will be added to the footer of all franchisees' local websites. The following language will be included:

[circle C symbol] [year] Belfor Franchise Group, LLC and its affiliates. All rights reserved. This site and all of its content is protected under applicable law, including laws of the U.S. and other countries. Each location is independently owned and operated.

Additionally, on the Contact page, we will add space to include the franchise corporate name and address.

NEW TRUCK UPFITTER

We have established a new partnership with Ampliroll/Marrel Corporation from Rockford, MI. Smith Truck Body no longer builds trucks for redbox+ Dumpsters, but will provide parts and honor the warranty on the trucks they built.

Ampliroll Parts and Warranty Contact: Adam Jansma, parts@amplirollusa.com, 616-863-9041

Ampliroll Warranty Policy and Process: [equipment vendors](#)
If you are interested in purchasing a new truck, please contact Steve Jahner at 701-426-4965.

Battery Care and Maintenance

A new document on the care and maintenance of the PACCAR battery in the Kenworth trucks was added to the Insider. You can find it under the Kenworth section on the Equipment Vendors page.

Please click below for more information: [equipment vendors](#)

[View PDF HERE](#)

Cold Weather Preparation

With winter right around the corner, it's time to prepare for the inevitable cold weather. Here is more information about preparing your truck, toilets, vac tanks and hydraulic systems so they operate efficiently. [RB Video training](#)

New Reminder

Backwash your radiator with low pressure water or air quarterly or more often, as your environment demands. Also, an engine Coolant Flush is recommended every 60,000 miles.

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](#)

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.

2025 Truck Availability

We currently have three 2026 Kenworth T480s and two Freightliner 108SD Plus' available. Prices are expected to rise again in calendar year 2026 so we will purchase at current prices and have plenty of inventory on-hand.



These Trucks Include:

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
- Buyer can choose Pioneer (4500SARG) or US Tarp (7-Spring)
 - Buyer can eliminate vac system for ~\$17K Savings

DOT Random Drug Testing Compliance

This is a reminder that all CDL-holding employees, including drivers and managers who hold a CDL, are required to participate in the Department of Transportation (DOT) random drug and alcohol testing program.

Key Points to Remember

- **Mandatory Compliance:** If an employee is selected for a random test, they must report and complete the test immediately.
- **No Substitutions:** Selected employees cannot be replaced by another driver or staff member.
- **Documentation:** Maintain proper testing records in case of DOT audit or inspection.
- **Consequences:** Failure to comply with DOT random testing requirements can result in fines, loss of CDL status, or suspension of operating authority.

Franchisee Responsibility

It is the responsibility of each franchise owner to ensure:

- All CDL-holding employees are enrolled in a compliant DOT drug and alcohol testing consortium.
- Selected employees complete tests promptly as required.

- Records are kept current and available for review.

Action Required

If you receive a notification that one of your drivers has been selected, please make sure they report to the designated testing facility without delay.

Your attention to this requirement protects both your business and the redbox+ brand by maintaining safety and compliance across our system. As a reminder, any failure to meet these safety requirements is a breach of your redbox+ franchise agreement which could result in the loss of your franchise. It is therefore imperative that you make this a top priority in your business.

The Federal Motor Carrier Safety Association (FMCSA) provides Drug and Alcohol Testing Program information here:

[Drug & Alcohol Testing Program | FMCSA](#)

What Employers Need to Know About DOT Drug and Alcohol Testing

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

REMINDER

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

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



5405 Data Ct
Ann Arbor, MI 48108
www.redboxplus.com

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