



## OPERATIONS NEWSLETTER

### October 2025

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### NEW EQUIPMENT MAINTENANCE ACADEMY

**REGISTRATION DEADLINE EXTENDED UNTIL MONDAY, OCTOBER 13!**

redbox+ Dumpsters is bringing outside experts in to conduct a 3-day training session to provide expertise and insights to maintaining your equipment! They are coming from Allison Transmission, Meritor Drivetrain, Goodyear Tire, Kenworth, PACCAR, Freightliner, Ampliroll/Marell Corporation and Whip Around. Additionally, we have a Certified DOT Inspector lined up to teach us all the tricks and provide

valuable insights about DOT Inspections!

**Who:** Owners, GMs, and drivers

**Where:** At our headquarters in Ann Arbor, MI

**When:** December 9-11 (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)

**Hotel:** Franchisee responsibility but we will block rooms where they provide breakfast and share **the hotel information** with you after we confirm we have enough attendees to execute the Academy.

**How to Register:** Provide your attendee's name, position, email, and phone number to Jeff Mayes at [JMayes@redboxplus.com](mailto:JMayes@redboxplus.com) or 734-787-3420

**Registration Deadline:** Monday, October 13

Click below for the draft agenda!

[View Draft Agenda Here](#)

## September's Top Performers

### redbox+ DUMPSTERS Top Performers Rentals

**#1 Galkin-Zhang & Team**

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

**#2 Bisher & Team**

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

**#3 Sperry & Team**

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

**#4 Borden & Team**

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

**#5 Sellers & Team**

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

### redbox+ DUMPSTERS Top Performers Turns

**#1 Mitchell & Team**

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

**#2 Beery & Team**

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

**#3 Bisher & Team**

redbox+ Dumpsters of BucksMont  
(7 Trucks & 190 Containers)  
2.83 Turns

**#4 Galkin-Zhang & Team**

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

**#5 Marino & Team**

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

## September's Online Sales Leaders

### #1 Galkin-Zhang & Team

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



### #2 Sperry & Team

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



### #3 Bisher & Team

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

### #4 Majchrowski & Team

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



### #5 Wood & Team

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

## September Leaders Club



### Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley  
550 Rentals

### Bisher & Team

redbox+ Dumpsters of BucksMont  
538 Rentals



### Sperry & Team

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



### Majchrowski & Team

redbox+ Dumpsters of Toledo  
299 Rentals

### Borden & Team

redbox+ Dumpsters of San Antonio

### Beery & Team

redbox+ Dumpsters of Madison, WI  
297 Rentals

362 Rentals

**Sellers & Team**

redbox+ Dumpsters of Greater Columbus  
346 Rentals

**Nation, McKee & Team**

redbox+ Dumpsters of North Miami  
318 Rentals

**Sapp & Team**

redbox+ Dumpsters of Indianapolis  
313 Rentals

**Ali & Team**

redbox+ Dumpsters of North Boston  
310 Rentals

**Dedon & Team**

redbox+ Dumpsters of Baton Rouge  
310 Rentals

**Davis & Team**

dumpster+ Dumpsters of Greater Austin  
303 Rentals

**Oglesby & Team**

dumpster+ Dumpsters of Greater Athens  
303 Rentals

**Mitchell & Team**

redbox+ Dumpsters of Southeast WI  
254 Rentals

**Sosna & Team**

redbox+ Dumpsters of Cincinnati  
231 Rentals

**Corning & Team**

redbox+ Dumpsters of Metro Detroit  
213 Rentals

**Gilson & Team**

redbox+ Dumpsters of Melbourne  
213 Rentals



## September Driver Inspection Leaders

## September 2025 Inspection Leaders

Driver Name	Team Name	Inspections Count
Luis Then	Redbox+ of Bucks County	69
Joe Del Bosque	redbox+ of Twin Cities South Metro	66
Joseph Matthews	Redbox+ of Bucks County	66
John France	redbox+ of Detroit Metro North	63
Tyree Heckstall	Redbox+ of Bucks County	60
Francisco Jaramillo	Redbox+ of Denver	57
Darren Griffin	Redbox+ of Bucks County	53
Michael Abor	redbox + Dumpsters of Dallas	51
Howard Brown	redbox+ of St. Louis Metro East	47
Bob Hedrick	redbox+ of Louisville	47
Treveon Burrage	redbox+ of St. Louis Metro East	46
Jaime Gomez-Pichardo	redbox+ Dumpsters of South Florida	46
Gilbert Williams	redbox+ of St. Louis Metro East	45
Steven Mayfield	redbox + Dumpsters of Dallas	44
Jose Hernandez	redbox+ of Detroit Metro North	42
Chris Partello	Redbox+ of Cape Fear	42
Michael Edwards	redbox+ of Odessa	42
Jeff Borden	redbox+ Dumpsters of South Florida	42
Matt Sopjes	redbox+ of Kalamazoo	42
Reymond De La Rosa	redbox+ Dumpsters of South Florida	42

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

## TWO NOMINATIONS NEED FOR EQUIPPING ADVISORY TEAM

### TWO NOMINATIONS NEED FOR EQUIPPING ADVISORY TEAM

1. One redbox+ Dumpsters Owner in good standing
2. One redbox+ Dumpsters General Manager/Operations Manger

Please send nominations to Steve Jahner at [sj@redboxplus.com](mailto:sj@redboxplus.com).  
If you have questions, call Steve at 701-426-4965.

## 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](mailto: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

Smith Truck Body no longer builds trucks for redbox+ Dumpsters. We have established a new partnership with Ampliroll/Marrel Corporation from Rockford, MI. More details to follow on the Insider from Marrel Corporation. 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](mailto:max.leventis@belfranguroup.com) so they can be added to the Insider and network communications.

## redbox+ Dumpsters Truck Rental Program

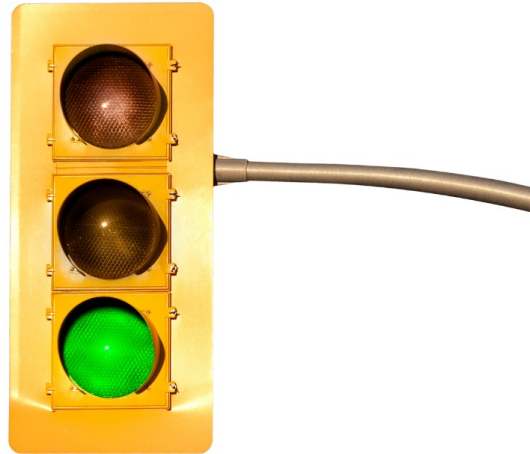
redbox+ Dumpsters implemented the Truck Rental Program to help our franchisees

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**

## 2025 Truck Availability

We currently have three 2026 Kenworth T480s and two Freightliner 108SD Plus' available.



- Buyer can choose Pioneer (4500SARG) or US Tarp (7-Spring)
- Buyer can eliminate 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

## New Hire Introduction – Jeff Mayes

We're excited to welcome Jeff Mayes to the redbox+ Dumpsters team as our new Equipment and Training Specialist!

Jeff has over 12 years of roll-off experience in the waste management industry, with a strong background in operations, safety, and equipment handling. In this role, he will be a resource for equipment questions and will provide training to help ensure best practices, safety, and efficiency across the team.

Please join us in welcoming Jeff to the redbox+ Dumpsters family!

You can reach Jeff at [jmayes@redboxplus.com](mailto:jmayes@redboxplus.com) or by phone at 734-787-3420



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

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Thank you,

Your redbox+ Dumpsters Franchise Support Team

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5405 Data Ct  
Ann Arbor, MI 48108  
[www.redboxplus.com](http://www.redboxplus.com)

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