



OPERATIONS NEWSLETTER

September 2025

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August's Top Performers

redbox+ DUMPSTERS

Top Performers Rentals

#1 Galkin-Zhang & Team

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

#2 Bisher & Team

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

#3 Nation, McKee & Team

redbox+ Dumpsters of North Miami
(6 Trucks & 121 Containers)
433 Rentals

#4 Sperry & Team

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

#5 Sellers & Team

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

redbox+ DUMPSTERS

Top Performers Turns

#1 Nation, McKee & Team

redbox+ Dumpsters of North Miami
(6 Trucks & 121 Containers)
3.58 Turns

#2 Mitchell & Team

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

#3 Galkin-Zhang & Team

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

#4 Beery & Team

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

#5 Teagarden & Team

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

August's Online Sales Leaders

#1 Galkin-Zhang & Team

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

#2 Sperry & Team

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

#3 Majchrowski & Team

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

#4 Bisher & Team

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



26 Online Sales

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



August Leaders Club



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



Bisher & Team
redbox+ Dumpsters of BucksMont
541 Rentals



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



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



Majchrowski & Team
redbox+ Dumpsters of Toledo
297 Rentals

Sellers & Team
redbox+ Dumpsters of Greater Columbus
381 Rentals

Sapp & Team
redbox+ Dumpsters of Indianapolis
295 Rentals

Borden & Team
redbox+ Dumpsters of San Antonio
362 Rentals

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

Ali & Team
redbox+ Dumpsters of North Boston
323 Rentals

Dedon & Team
redbox+ Dumpsters of Baton Rouge
321 Rentals

Davis & Team
dumpster+ Dumpsters of Greater Austin
317 Rentals



Mitchell & Team

redbox+ Dumpsters of Southeast WI
247 Rentals

Sosna & Team

redbox+ Dumpsters of Cincinnati
229 Rentals

Coming & Team

redbox+ Dumpsters of Metro Detroit
223 Rentals

Gilson & Team

redbox+ Dumpsters of Melbourne
215 Rentals

Nersten & Team

redbox+ Dumpsters of Orlando
215 Rentals

Stone, Murchison, & Team

redbox+ Dumpsters of Richmond
201 Rentals

Current & Team

redbox+ Dumpsters of Greater Louisville
200 Rentals

August Driver Inspection Leaders

Driver Name	Team Name	Inspections Count
Luis Then	redbox+ of Bucks County	70
Francisco Jaramillo	redbox+ of Denver	70
John France	redbox+ of Detroit Metro North	69
Tyree Heckstall	redbox+ of Bucks County	68
Joe Del Bosque	redbox+ of Twin Cities South Metro	65
Kirsten Wise	redbox+ of Bucks County	65
Joseph Matthews	redbox+ of Bucks County	62
Jose Hernandez	redbox+ of Detroit Metro North	59
Michael Abor	redbox+ of Dallas	57
Jaime Gomez-Pichardo	redbox+ of South Florida	47

Congrats to the Top Drivers/Inspectors in August!

Operations Manual 2025

The Operations Manual has been updated to the 2025 version. You can find the latest version on the Insider by navigating to the Training section or by clicking the link below.

Please note: All previous versions must be deleted and replaced with the new 2025 version. We ask that all franchisees discard any earlier versions they may have to ensure everyone is working from the most current information.



Operations Manual

Version 06.25

Operations Manual

NEW EQUIPMENT MAINTENANCE ACADEMY

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 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 it with you

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

Registration Deadline: Friday, October 10

Click below for the draft agenda!

View Draft Agenda Here

New Vendor Support for Bad Debt Collection – Baker Group

Having trouble collecting bad debt. Please reach out to our new vendor.

Baker Group

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

<https://gobakergroup.com/>

Notices / Liens

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.

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.

Success and Growth

Congratulations to the following locations for adding equipment to their inventory!

August 2025 Success and Growth

Dumpsters Added:

Location	Size & Type Dumpsters	Quantity
Twin Cities, MN	15-yard Suburban Standard	6
Twin Cities, MN	20-yard Standard	4
Omaha, NE	30-yard Standard	2
SE Wisconsin	30-yard Standard	2

KW Warranty

Take a moment to view the KW Warranty details provided below to ensure you're familiar with coverage.

[KW Warranty](#)

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.

redbox+ Dumpsters Truck Rental Program

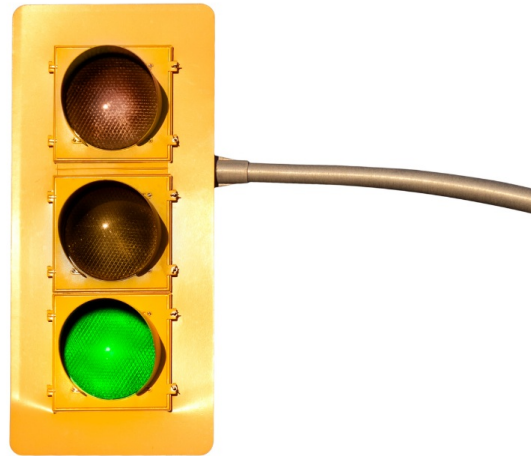
redbox+ Dumpsters implemented the Truck Rental Program to help our franchisees when they are in a time of need and dedicated a 2024 Kenworth T480 “Baby 8” (66K GVW) with a vac system to the Program. This policy serves to express

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

Total Ownership Cost Seminar

On August 21st, an online Total Cost of Ownership (TCO) Seminar was conducted, similar to the Fleet Planning Seminar held earlier this summer on June 26th.

The key takeaway: lowering your Total Cost of Ownership for trucks comes down to being proactive with maintenance and data. The seminar emphasized four main strategies:

- Shift to Planned Maintenance
- Use PM Software
- Prioritize Maintenance
- Leverage Better Data (make full use of Whip Around)

See the attached slides for full details from the seminar.

[Watch Seminar Here](#)

[Download Slides Here](#)

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 or by phone at 734-787-3420



Introducing Our New Regional Business Coach

We're excited to welcome Keith Williams to the redbox+ Dumpsters team as our newest Regional Business Coach!

Keith brings a wealth of experience to the role, including 25 years of service in the U.S. Marine Corps, where he developed a strong foundation in leadership, discipline, and operational excellence. In addition to his military background, Keith has extensive experience in business and franchise ownership, giving him a well-rounded perspective on the challenges and opportunities our franchisees face.



In his new role, Keith will be working closely with franchise owners to provide coaching, support, and insights to help them grow their businesses and reach new levels of success. His passion for service and commitment to teamwork make him a fantastic addition to the redbox+ Dumpster family.

Please join us in giving Keith a warm welcome! He's already diving in and looks forward to getting to know each of you.

[Download the New RBC Map Here](#)

Waste Advantage Safety Webinar

Save the Date!
FREE Virtual Safety Webinars with Waste Advantage
October 9th | 2:00 PM – 3:15 PM EST

[Click here to register for the Post-Collection Safety Webinar](#)

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

redbox+
DUMPSTERS®

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Ann Arbor, MI 48108
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