



OPERATIONS NEWSLETTER

September 2026

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PCI Reminder

If you record phone calls, please remember that customers can never provide their credit card number over a recorded line while recording. Recording or storing credit card information can create unnecessary risk and may put your business out of compliance with PCI requirements.

The best practice is to direct customers to a secure payment link or another approved payment method that does not involve sharing their full credit card information over the phone. If you need to accept a payment by phone, make sure your process complies with your payment processor's PCI requirements and that cardholder data is never recorded, written down, or stored.

Taking a few extra moments to protect your customers' payment information helps protect your business as well.

If you have any questions about PCI compliance or the best way to process payments, see the attached document or reach out to your RBC and credit card processor.

"Frozen but Focused" Winter Meeting

Reservations are due to Jeff Mayes by September 11th.
Reservation Form [HERE](#)

To build on the success of last year's Maintenance Academy, we are hosting the next one on January 18-21, 2027. The location is Columbus, OH (thus "Frozen") and adding a Kenworth medium duty truck factory tour to the agenda! Mark Your Calendars!

The meetings are at the Westin Great Southern Columbus Hotel. Attendees are responsible for transportation to and from the airport. We will coordinate bus transportation for the Kenworth Plant Tour and training sessions on Thursday.

[Book your group rate for Redbox+ Meeting](#)

More details to follow.

2027 Equipment Academy Registration From

EXCLUSIVE TRUCK OFFER

redbox+ DUMPSTERS®

MORE POSSIBILITIES. MORE OPPORTUNITIES.

GROW YOUR BUSINESS WITH **redbox+ DUMPSTERS**.

We're investing in your success by offering the opportunity to purchase high-quality roll-off trucks at a special franchisee price.

**EXCLUSIVE OFFER
FOR OUR FRANCHISEES!**



**BUILT STRONG.
BACKED STRONGER.**

- ✓ Reliable trucks.
- ✓ Proven equipment.
- ✓ Built for the **redbox+** system.

2027 KENWORTH T480 "BABY 8"



FRANCHISEE PRICE

\$274,900

TRUCK HIGHLIGHTS

- ✓ Cable Hoist Mount CS
- ✓ HaulMaxx Suspension System

OPTIONS INCLUDE:

- American Roll-Off ART-60-22 cable hoist
- Transmission mounted PTO/piston pump
- Folding ICC bumper
- Top mount 40 gallon hydraulic tank
- Rear hold downs
- Fold down stops installed
- Shurco (US Tarp) two stage gantry tarp system
- Rear truck bumper with LED lights and backup alarm installed

NEW! NEW THIS YEAR

- Disc brakes on all axles
- Electronic park brake
- Highback driver seat
- Dust shields on brakes
- Battery cut-off switch

...AND MORE!

2026 FREIGHTLINER 108SD PLUS



FRANCHISEE PRICE

\$249,900

TRUCK HIGHLIGHTS

- ✓ Cable Hoist Mount CS
- ✓ HaulMaxx Suspension System

OPTIONS INCLUDE:

- American Roll-Off ART-60-22 cable hoist
- Transmission mounted PTO/piston pump
- Folding ICC bumper
- Top mount 40 gallon hydraulic tank
- Rear hold downs
- Fold down stops installed
- Shurco (US Tarp) two stage gantry tarp system
- Rear truck bumper with LED lights and backup alarm installed

- Tandem steel diamond plate fenders
- 304 NVE Pump System with 20/80 clean/black water SS tank
- 5 gallon bucket holder
- Rollskate bracket
- Aluminum barn door toolbox

...AND MORE!



REDBOX+ DUMPSTER

WITH 4 MONTH ROYALTY WAIVER

(Dumpster Size/Type subject to in stock available inventory from Ann Arbor)



WHY INVEST IN A REDBOX+ TRUCK?



INCREASE REVENUE
More trucks = more jobs completed and more revenue potential.

MAXIMIZE EFFICIENCY
Run more routes simultaneously and serve more customers.

WIN MORE BUSINESS
Take on larger projects and meet growing demand in your market.

BUILT FOR OUR SYSTEM
Our trucks are specifically chosen to perform in the **redbox+** way.



DELIVERY INCLUDED WITH A FULL TANK OF GAS

**READY TO DRIVE
MORE SUCCESS?
CONTACT STEVE TODAY!**

Steve Jahner
VP of Equipping & Logistics
701-426-4965
sj@redboxplus.com

**redbox+
DUMPSTERS®**

August's Top Performers

redbox+ DUMPSTERS

Top Performers Rentals

#1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(11 Trucks & 239 Containers)
759 Rentals

#2 Bisher & Team

redbox+ Dumpsters of BucksMont
(9 Trucks & 223 Containers)
640 Rentals

#3 Borden & Team

redbox+ Dumpsters of San Antonio
(6 Trucks & 182 Containers)
441 Rentals

#4 Nation, McKee & Team

redbox+ Dumpsters of South Florida
(10 Trucks & 164 Containers)
422 Rentals

#5 Sapp & Team

redbox+ Dumpsters of Indianapolis
(5 Trucks & 161 Containers)
412 Rentals

redbox+ DUMPSTERS

Top Performers Turns

#1 Kooi & Team

redbox+ Dumpsters of NW Indiana &
South Chicagoland
(3 Trucks & 78 Containers)
4.55 Turns

#2 Mitchell & Team

redbox+ Dumpsters of Southeast WI
(3 Trucks & 80 Containers)
4.33 Turns

#3 Beery & Team

redbox+ Dumpsters of Madison, WI
(6 Trucks & 101 Containers)
3.62 Turns

#4 Teagarden & Team

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

#5 Hansen & Team

redbox+ Dumpsters of Northern Illinois
(3 Trucks & 77 Containers)
3.39 Turns

August's Online Sales Leaders

#1 Galkin-Zhang & Team

redbox+ Dumpsters of Lehigh Valley
(11 Trucks & 239 Containers)
155 Online Sales

#2 Majchrowski & Team

redbox+ Dumpsters of Toledo
(7 Trucks & 150 Containers)
37 Online Sales

#3 Sperry & Team

redbox+ Dumpsters of St. Louis
& St. Louis Metro East
(8 Trucks & 195 Containers)
35 Online Sales

#4 Bisher & Team

redbox+ Dumpsters of BucksMont
(9 Trucks & 223 Containers)
30 Online Sales



#5 Wood & Team
redbox+ Dumpsters of Phoenix Southeast
Valley
(2 Trucks & 98 Containers)
30 Online Sales



August Leaders Club



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



Bisher & Team
redbox+ Dumpsters of BucksMont
640 Rentals



Borden & Team
redbox+ Dumpsters of San Antonio
441 Rentals

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

Sapp & Team
redbox+ Dumpsters of Indianapolis
412 Rentals



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

Dedon & Team
redbox+ Dumpsters of Baton Rouge
368 Rentals

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

Sellers, Beals, & Team
redbox+ Dumpsters of Greater Columbus
361 Rentals



Borden & Team
redbox+ Dumpsters of Houston West
292 Rentals

Ali, Karmi, & Team
redbox+ Dumpsters of North Boston
281 Rentals

Hansen & Team
redbox+ Dumpsters of Northern Illinois
261 Rentals

Glick & Team
redbox+ Dumpsters of Lancaster and
Chester Counties
228 Rentals

Kooi & Team

redbox+ Dumpsters of NW Indiana & South
Chicagoland
355 Rentals

Mitchell & Team

redbox+ Dumpsters of Southeast WI
346 Rentals

Majchrowski & Team

redbox+ Dumpsters of Toledo
317 Rentals

Davis & Team

redbox+ Dumpsters of Greater Austin
317 Rentals

Vriend & Team

redbox+ Dumpsters of North Nashville
225 Rentals

Oglesby & Team

redbox+ Dumpsters of Greater Athens
218 Rentals

Gilson & Team

redbox+ Dumpsters of Melbourne
213 Rentals

Corning & Team

redbox+ Dumpsters of Metro Detroit
209 Rentals

Sosna & Team

redbox+ Dumpsters of Cincinnati
208 Rentals

Teagarden & Team

redbox+ Dumpsters of Dallas
200 Rentals



Driver Leader Inspection Leaders for August

August 2026 Inspection Leaders		
Driver Name	Team Name	Inspections Count
Tyree Heckstall	Bucks County, PA	81
Luis Then	Bucks County, PA	77
Kevin Bryson	Bucks County, PA	76
Joseph Matthews	Bucks County, PA	76
Joe Del Bosque	Tw in Cities South Metro, MN	73
Fabian Garcia	Bucks County, PA	72
Dw ight Jenkins	Detroit Metro North, MI	72
Dominick Camillo	Bucks County, PA	65
Terrance Jackson	Detroit Metro North, MI	60
John Ornelas	Dallas, TX	57
Francisco Jaramillo	Denver, CO	55
Dejaun Dow ner	Detroit Metro North, MI	49
Joshua Rangel	San Antonio, TX	48
Royce Green	San Antonio, TX	46
Mario Cordero	South Florida (SE FL)	46
Edw in Vasquez	Boston North, MA	43
Christopher McCoy	Toledo, OH	42
Chris Long	San Antonio, TX	42
Steven Mayfield	Dallas, TX	42
Juan Torres	SouthWest FL	42
Michael Edw ards	Odessa, TX	41
T.J. Hinterberg	Northern Illinois	41
Trudel Mccray	Baton Rouge, LA	41
Jorge Guerra	Baton Rouge, LA	41
Michael Anderson	Colorado Springs, CO	41

From the NORA team:

we are consistently fielding viable leads so please pass them along! The National Accounts Department is searching for prospects with the following qualifications: opportunities involving multiple owners, and those looking to streamline their work order management and invoicing.

Our next trade show will be in October in Las Vegas, more to come!

Until then, send all leads to Terra Tuft.

Main

Contact: Terra.Tuft@belfranguroup.com

NORA Update

2026 KPI Calculator

The KPI workbook has been updated (and simplified!) for 2026.

The KPI workbook is intended to provide one place for you to track metrics for your business with important brand and industry benchmarks included. Instructions and needed reports are also included.

Workbook Instructions:

1. Choose the file with the # of trucks your business has operating. Save the file to your computer.
2. Go to the green 'Instructions' tab and follow the steps.
3. Once complete, send to your Business Coach and schedule time to speak with them about the results.
4. If you're having issues, contact Amanda Cole.

1 truck KPI Calculator

2 truck KPI Calculator

3 truck KPI Calculator

4 truck KPI Calculator

5 truck KPI Calculator

9 & 10 truck KPI Calculator

PTO Problems

We are experiencing several loose bolts on PTOs. The warranty now requires PTO bolts to be torqued **monthly**. You can find detailed instructions here: [equipment vendors](#) under Marrell Corporation/Ampliroll.

FREE Complimentary Diagnostic of your Aftertreatment System

1. Tensor Planet has expertise in waste management and artificial intelligence (AI). They use AI to turn your existing telematics data and repair history into a three-step advantage for your fleet: **detect** early failure signals, **diagnose** what needs fixing, and **save** before a breakdown ever happens.
2. It consists of a fully remote setup: 15 minutes call to generate API keys (Whip Around + the telematics system). You see the results within a week.
3. We are looking for volunteers that are using a telematics program, i.e., Whip Around, Samsara, Motive, etc. If you are interested in participating, please send an email to support@redboxplus.com with your contact information, number of trucks, and the company/name of your telematics system.
4. Avoids customer disruptions due to vehicle breakdowns or costly aftertreatment repairs (DPF, DEF, SCR, NOx sensors..) by predicting failures 2 to 3 weeks before they happen.
5. No new hardware. Uses your existing telematics + maintenance logs.
6. Integrates directly with Whip Around and Samsara / Motive / Geotab / Verizon Connect, in addition to dozens of other systems.
7. Customers **save up to \$10,500 annually per vehicle** through prevented repairs and avoided lost revenue. The cost is \$19 per vehicle/month. Customers typically see **15-20x ROI**.

If you are interested in running a complimentary diagnostic to see the value first-hand please reach out to Steve Jahner.

[View Tensor Planet Product Flyer Here](#)

Indeed ATS Change

Team,

We wanted to flag an important policy change from Indeed that may already be affecting applicant flow across your network.

Indeed's New Single-Source Feed Policy (Effective March 31, 2026)

Indeed will only accept jobs from one primary source moving forward. If CareerPlug is not set as your exclusive source, your jobs may not sync properly with Indeed.

This issue can occur if you have ever:

- Posted jobs directly on Indeed
- Used a different ATS in the past
- Edited or reposted jobs outside of CareerPlug

Even one manual post on Indeed can override the connection and disrupt the integration.

Note: Even franchise networks that are fully set up on CareerPlug may still have individual locations with source overrides, so it's important to verify each account's configuration.

Next Steps:

- If you have a dedicated Indeed rep, please copy us on that email so we can confirm the sourcing setup across all your locations.
- If you don't have a dedicated Indeed rep, contact Indeed Employer Support directly at 800-462-5842 or email employer-support@indeed.com — just copy me and include your name, login email address, and a brief description of the issue so they can confirm your sourcing and account setup

Indeed is expected to release additional guidance soon. As we receive more details, we'll share updates and communicate directly with franchisees regarding any additional actions that may be required.

Docket Pricing Reminder

Please remember Docket has moved to a new pricing model, and all franchisees need to update their drivers to technicians immediately if you have not completed this already.

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
www.redboxplus.com

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