

2020 MOWC SHOW

Today's Portable Restroom Industry

“Sanitation Success”

Presenter:

Brian Bost

WALEX Products Company Inc.

What's NEW for you / your business / your employees / your customers this year?



Happy • New • Year

Let's Make 2020 THE YEAR!



- In what we know, it is a very competitive market place...

What are you doing to secure your existing book of business?

Are you using your time most efficiently?

Today's Topics

("What's New?")

Products & Service

Service Techs

Operational Topics

Rental Sectors

The End User – YOUR Customer

Success / Action Plan

Exit Strategy

Product / Service

BOTH

- Convenience – Portable Restrooms / Trailers
- Auxiliary Items – paper, deodorizer, hand san, solar lighting, tires, trucks, etc..
- Consistency – cleaning...makes life easy. Winterize
- Quality – get what you pay for

Service Techs

Where do we find them?

How are they trained?

Are they properly managed?



First Point of Contact
What are they worth?



Operational Topics

Communications
Logistic / Routing



We help people get together!

Hours: Monday - Friday 8 am - 5 pm
Saturday 8 am - Noon • Closed Sunday



620 Union Blvd.
Allentown, PA 18109
610-435-8900
Fax 610-435-7316
www.ActionPartyRentals.com
Planning@ActionPartyRentals.com

PolyJohn Enterprises
19 Russo Drive
GUILFORD, CT 06437

Customer #: 1070

877-457-4248 Phone
203-453-4057 Fax

Job Descr: Annual Event

Contract #: 8734
Status: Reservation

Operator: Lea Rank
Event Beg: Sat 11/21/2015 8:00AM

Event End: Sat 11/21/2015 3:00PM

Ordered By: Ray

Salesman: Lea Rank Lea@ActionPartyRentals.com

Delivery and Pickup

Delivery: Fri 11/20/2015 8:00AM - 12:00PM

Contact:

Pickup Date: Tue 11/24/2015 9:00AM - 4:00PM

Phone:

Location: Warehouse

Used at Address: 5350 Rt 873 ; Schnecksville, PA

Delivery Notes: Around back of a dollar general to loading dock.

Needs delivery Friday morning.

Qty	Items Rented	Each	Disc%	Each	Price
8	Table, Round 5' Seat 8-10 guests	\$8.99		\$8.99	\$71.92
2	Table, Long 8' Buffet	\$8.99		\$8.99	\$17.98
4	Table, Long 6' Vendors	\$7.99		\$7.99	\$31.96
85	Chairs, Vinyl White Aluminum	\$1.90		\$1.90	\$161.50
1	GRIDDLE, 5' Propane	\$152.00		\$152.00	\$152.00
1	Propane Tank, 20 lb	\$25.00		\$25.00	\$25.00
6	Long Plastic TableCloth Royal Blue	\$1.99		\$1.99	\$11.94
8	ROUND ELASTIC 60" WHITE	\$3.69		\$3.69	\$29.52
1	Delivery to Curb, Includes 1st 10 miles	\$130.00		\$130.00	\$130.00

DEPOSITS ON CANCELLED ORDERS ARE NON-REFUNDABLE.

Payments made on this contract:

Rental/Sale Paid \$669.73 11/18/2015 4:00PM Credit Card Visa xxxx-xxxx-xxxx-5213 Auth:01236D

Total \$669.73

Rental Contract

This is a contract. The back of this contract contains important terms and conditions including lessor's disclaimer from all liability for injury or damage and details of customer's obligations. These terms and conditions are a part of this contract - READ THEM!

If equipment does not function properly notify lessor within 30 minutes of occurrence or no refund or allowance will be made. If this is a reservation, a reservation cancellation fee up to 1/2 of the total amount may be charged if reservation is cancelled within 72 hours of the scheduled "time and date out".

I certify that I have read and agree to all terms of this contract.

Rental:	\$460.36
Sales:	\$41.46
Delivery Charge:	\$130.00
Subtotal:	\$631.82
Sales Tax:	\$37.91
Total:	\$669.73
Paid:	\$669.73
Amount Due:	\$0.00

Reorder from In-A-Bowl • 800-862-2463 • Form #1205

Signature:

PolyJohn Enterprises

Store Hours: Monday - Friday 8 am - 5 pm Saturday 8 am - Noon * Closed Sunday
Printed On Wed 11/18/2015 4:00:51PM

Software by Point-of-Rental Software www.point-of-rental.com

Modification # 3
Contract-Params rpt (1)

DEPOSITS ON CANCELLED ORDERS ARE NONREFUNDABLE

Delivery Charges

Company Service Policies

- Contract

- Twice a Week Servicing

“I need it picked up now”

- Charge for vandalism / special request

Rental Sectors

Long Term Construction = \$\$

Municipal

Seasonal

Special Events = \$\$\$\$

Governmental / Bids = \$\$\$

The End User

Trends and Expectations

What do they know?

How does one maximize that in sales and marketing?

EDUCATE THEM !!!

Success / Action Plan

Know your numbers - written it down

Know your worth - Spell it out



Exit Strategy

Where on the road is your business?

Have you identified your successors?

Have you considered an Exit
Strategy?

Succeed the Right Way



Speech is Silver but Silence is golden...

**"Let
excellence
be your brand...
When you are excellent,
you become
unforgettable"**