



Trash is Cash Newsletter

SPRING 2014

MARCH - MAY 2014

A word from the president

What can I say 2014 has started off with a bang. Coming out of 2013 as the best year the companies have ever seen, we are well on our way to doing it again! Rick Clemmons is taking the sweeping to a new level again. He has conquered the garages, the parking lots and now time for the cities. He has been hard at work talking with Public Works Directors all over the metro and signing them up left and right. Great job!

Connie Smith and Tim Waller have collectively taken over the roll-offs and breathed new life into the venture. The roll-off division is doing better than it has since the 90's. It is fresh, it is

exciting and it's taking over the construction industry. Keep up the good work Connie and Tim!

We have added April Meisberger to the toilet team and she has been a wonderful addition. She brings excellent customer service and positive attitude that you can only learn at Gail's Harley-Davidson. Which she did for 10 years. Go her!

The ranch is reaping the rewards of all the updates and hard work this past year. The barn is almost at full capacity which is an awesome accomplishment since we are one of the largest barns under one roof in the metro.

The Plaza is chugging along

with their great work! Thanks to Jarrett Van Dover and his guys for ensuring the Plaza always runs smoothly.

I am so proud of this company and what it has become. I have all of you to thank for that. You are only as good as the people who run the show and all of you do. Thank you for all your hard work and dedication to American Companies as we are now in our 30 year of business! More on that to come in our next newsletter. Stay tuned!

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The Plaza's ready for the warm Weather

Jarrett Van Dover and his crew are always at the top of their game at the Plaza. They make sure that the garages shine, and the sidewalks are cigarette and debris free. They are amazing at looking professional and blending into the scenery. If you ask anyone at the Plaza if you have seen them they usually reply that they notice their work and not them. That gives the Plaza

patrons an unobstructed shopping and dining experience. That is awesome!! Way to go guys!

We would like to congratulate Frank Adkins on his promotion. With the help of James Sanchez they both assist Jarrett in making sure operations and the crew are running at tip top condition. We have heard nothing, but great things since he took over the position. Keep up the good work team!

Prosperous Time for the Grand Old Lady

By Rick Clemmons

Winter is over and spring is here. American Sweeping Inc crews are already in full motion. The month of April is already half way over and we are on pace to have a great month.

With May and June on the horizon we are scheduling out deep into both months. With a little cooperation from Mother Nature, the spring of 2014 will be remembered as a very prosperous time for the Grand old Lady of the American Companies. There have been a lot changes in

philosophy with regard to the future and direction of American Sweeping. With the additions of multiple street sweepers, we now have the opportunity take on markets that were previously unavailable. This is a very exciting time to be a part of the growth potential of the company. This will be a total team effort to ensure that the success of the company will be sustained for many years to come.

A special thanks to Gale Holsman Jr for making this a reality. The shop personnel, all

crew members, operators and supervisors. We are ready for the next step. Thanks for all your efforts and look forward to a fantastic 2014!



Websites:

americansweepingkc.com
americanwastesystems.com
totalvenue.com
kcdropzone.com
classiccarskc.com
americanpavementkc.com

The Roll-off Division is ROLLING!

At the beginning of 2014 American Companies Roll off Division initiated a few changes. Tim Waller is the Roll off Manager/Dispatcher. Tim is rolling trucks on and off the lots as fast as the drivers can set and reset the boxes. Thanks to Roy for his great work on the Crown Center project and to our driver's for gearing up for the summer season especially during the recent spring snows. We know we can always count on our roll off drivers to step up to help out other divisions when needed. We want to welcome Doug Earnshaw as our newest roll off driver. He has already proven to be a force to reckon with. Welcome aboard Doug! We want to thank Gale for the addition of several brand spanking new roll off trucks to the fleet! The roll off division wants to thank the entire office staff and shop staff for the never ending support as the 2014 construction season takes off like a Rocket. We feel

like this is going to be one the best seasons in recent years. Thanks everyone for supporting the Roll off Division.

Connie Smith moved to the construction division as our New Business Development Roll off Salesperson. She is cracking the whip on the roll offs. Connie appreciates driving the New White Jeep # 2 Gale provides for staff to make sales calls. She visits many construction sites and businesses all over the KC area all while managing Commercial Toilet Sales and placement with the divine assistance of our # 1 Toilet Truck Driver Jeff! Jeff is everywhere! We implemented two new procedures in toilets for 2014. If Jeff cannot get to a toilet he snaps a quick photo then sends it to Connie to document the situation in case our customer wonders why the toilet did not get cleaned on the weekly route. This new system along with Jeff texting dispatch his Toilet stop locations is

working wonderfully for us. Hats off to Jeff for his input on how to make pick-ups and sets of toilets run smoothly even when Connie wants him to pick up four and set two all on the same route.

Tim and Connie have this tiger by the tail. Working as a TEAM they plan to give the competition a big run for their money this season. Together they continue to develop relationships with new customers plus maintain and grow our current customer base. Thanks to Scott Holsman for all his sales and management training these past couple of months. We are working on the ACT Data base adding new data for future sales tracking plus updating our customer contacts. We look forward to helping Gale celebrate 30 years in business July 19, 2014! Congratulations Gale and thank you for your vision for Roll offs! Keep on Rolling!
 Tim and Connie

Scott Holsman Brings the Sizzle

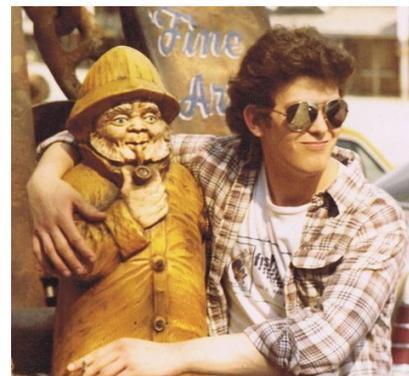
Scott Holsman younger brother to our fearless leader has come aboard as a sales consultant. He has taken the company by storm! He has the departments firing on all cylinders and ready to hit the streets with passion and excitement.

Scott's specialty is business consulting with a purpose and a plan. That is exactly what he has

been teaching at American Companies. Since his arrival he has introduced the team to ACT! A customer relations management program that has brought the company into the 20th century. With slick data and reports we can now share information and keep on top of current sales and prospects like never before. He has also held many motivating sales seminars

on Mondays that have not only got the team burning with excitement, but quenching their thirst for knowledge.

Who knew if you gave people more paperwork to fill out and rework how their jobs as they know it would not only not turn them off but turn them up!



Scott Holsman—Circa Not this year

Toilet Team is Dialed in For The Season

The toilets have geared up for their spring season. We have seen an influx of events coming and going this year and we are excited to change it up a bit. We have added April Meisberger to the roster of team players and are very happy how she has quickly out performed our expectations. She has the year locked and loaded and already put a new event on the books! We are excited to add the Shakespeare festival to our already impressive event list. April has big plans for the toilet division. We can't wait to see

where she takes the company next.

Robert has been officially named Operations Director! Not that we didn't already know he was the puppet master behind many of American's jobs, but now he gets a big head by being recognized for it. Just kidding Robert. You work hard and you deserve to be recognize for your accomplishments. Congratulations! The toilet team wouldn't be the same without you.

Last but definitely not least we have to mention Jeff Devono he keeps us moving down

the road (literally and figuratively). He is the rock of the toilet division both construction and events. He keeps our customers happy with his great customer service, dedication and pride in a job well done.

The toilet team as a whole is rocket fuel and dialed in for the season. They are the reason we have been able to sign on most of the big events in the Kansas City area. Our name, our team and our reputation proceeds us. You should all be proud of yourself because we are! Keep up the good work!

Our name, our team and our reputation proceeds us.

Holsman Stables Reaching Capacity

Holsman Stables is flourishing in the wake of all the new updates. We are at almost full capacity for boarders. That doesn't sound like a huge accomplishment until you realize Holsman Stables is one of the largest barns in the Kansas City area under one roof. With 62 stalls, that is a lot of barn, horses and boarders! Way to go Lisa Yazel and

Gale Holsman! They both with the help of Holsman Stables' staff put in long hours to make the barn the success it is today.

The events continue to roll out at the barn. We have several company outings, birthday parties and reunions scheduled to enjoy our beautiful scen-

ery. We will be hosting the 4-H Horse Show June 7th. And in July we welcome back world renown trainer Brent Graff for his popular horsemanship clinics July 25, 26 & 27.

If you or someone you know would like to have an event or birthday party at the ranch contact Lisa at 816-589-3184

Cuz baby look at you now!

3/7/2013	Casey Cooper
3/12/2009	Varnum Douglas
3/13/2003	Robert Felton
3/14/2012	Roy Robertson
4/2/2009	Richard Frazier
4/10/2013	Bruce Smith
4/11/2012	Tim Cummings
4/17/2012	Rick Clemmons
4/19/2001	Joe Wiese
4/19/2010	Bernie Holsman
4/25/2012	Richard Thomas
4/29/2013	Javan Franklin

5/4/2013	Jeremiah Ruby
5/7/2010	Tim Waller
5/9/2012	Rodney Hughes
5/20/2013	Connie Smith
5/23/2012	Logan Waller

Another year another dollar!

3/23/1977	Rodney Hughes
3/14/1985	Casey Cooper
4/3/1953	Gerald Armstrong
4/4/1986	Logan Waller
4/13/1979	Shannon Lock
5/3/1974	Robert Felton
5/20/1984	Javan Franklin



April Meisberger

April is our new Event Coordinator and Sales Representative for the special event toilet division. She comes to us from Gail's Harley-Davidson. In her 10 years with Gail she wore many hats that have made her a true asset to American Waste and Total Venue.

April is married to her childhood hunting buddy Gene, has an adorable mini me named Aubree and a handsome little man named Hunter. She enjoys hunting, fishing and all things not girly! She is a true country girl at heart and has a strong work ethic that will serve her well here at American. We are super excited to welcome her aboard. If you see her in the halls don't forget to introduce yourself!



Andrew Favilla

Is one of our two new mechanics. Since his role is one of the most important and visited positions in the company no doubt you have already met him. However, here are some tid bits you might not haven known.

Andrew lives in Warsaw and drives over an 1 1/2 hours everyday! Unbelievable but don't worry he is working on moving to KC soon. He is originally from California where he worked for a few small shops as their mechanics. However, he worked for Cemex Construction which is the largest construction company in the world! I am sure they kept him quite busy so hopefully that gives him the fuel to keep up with all of you guys. Make sure if you haven't said hello yet to go by and do so.



Mike Brightwell

Is the other part of the two part mechanic duo. Mike has 3 kids and 6 grand-kids. He has worked as a mechanic one way or another his whole life. I thought it was interesting that he was in the Army then the National Guard before retiring from the Navy after 24 years of service. I didn't know you could join different branches. Very neat and we thank you for your service! In addition to his military career Mike worked for the city of Independence. He worked on every vehicle imaginable from police cars to heavy duty city trucks. He comes to us with lots of experience and we think he has done a great job for us. Again don't forget to stop in the shop and say hi!