

Total Sanitation Services Expands Its Footprint to Western Canada with the Acquisition of Pit Stop Portables

TORONTO – Total Sanitation Services, a portfolio company of Trivest Partners LP (“Trivest”), announces the acquisition of Pit Stop Portables (“Pit Stop” or the “Company”) (<https://pitstopportables.com/>). Pit Stop Portables is the leading provider of portable sanitation solutions in Western Canada, with headquarters in Vancouver, BC. The Company provides portable toilet rentals, septic services, executive washroom trailers, and roll off bins (select markets) across Vancouver, British Columbia, Calgary, Alberta, and surrounding areas.

Current President Rob Mitchell and past CEO Barry Glotman founded the company in 2005 after identifying an opportunity to consolidate the highly fragmented portable sanitation market in Western Canada while simultaneously applying their route-base services expertise to enhance customer experience and service levels. Pit Stop completed 13 acquisitions across British Columbia and Alberta under Rob’s continued leadership over the past 18 years. The Company has grown its reputation through integrity and a commitment to elevating the portable sanitation industry’s performance, with a customer-centric and technology-driven approach to growth.

“Pit Stop Portables represents a transformational addition to the Total Sanitation Services family of brands. Rob and his team have created the clear market leader in Western Canada through a shared commitment to providing the highest quality performance and service for customers’ critical portable sanitation needs. Our partnership with Pit Stop Portables further establishes Total Sanitation Services as the leader in portable sanitation solutions in Canada,” said Robert McIntosh, CEO of Total Sanitation Services.

By joining the Total Sanitation Services platform, Pit Stop Portables keeps its business model, brand equity, existing relationships, and team intact, while leveraging the support, scale, and capital investments from Total Sanitation Services to fuel continued growth. Rob Mitchell will continue to lead the Western Canada operations of Total Sanitation Services under the Pit Stop Portables brand.

"For more than 18 years, Pit Stop Portables has been known for providing an unprecedented customer experience, quality rental equipment, excellent training, superior employee benefits, and a strong company culture. Partnering with Total Sanitation Services will allow us to build upon this reputation, and their collective financial, operating, and strategic resources will enable us to continue to expand across Western Canada while maintaining the Pit Stop Portables culture and commitment to excellence," said Rob Mitchell, Co-Founder and President of Pit Stop Portables.

Pit Stop Portables represents the sixth addition to the Total Sanitation Services family of brands. The combined company completes over one million service intervals per year for customers throughout Ontario, British Columbia, and Alberta, Canada via a network of 13 strategically located branches and the largest fleet of portable sanitation equipment in Canada. The Company’s rental fleet includes over 20,000 portable restrooms, restroom trailers, hand wash units, and more. Total Sanitation Services serves a diverse base of customers across various end markets, including industrial, non-residential construction, government, infrastructure, commercial and residential development, and special events.

“We are extremely excited to be partnering with Pit Stop Portables. The Company provides an attractive opportunity to expand Total Sanitation Services’ reach and density in Western Canada with a like-minded

partner that shares an acute focus on superior customer service and experience. We look forward to partnering with the Pit Stop Portables team to pursue multiple identified organic growth initiatives and strategic add-on acquisitions,” added Frank Hapak, Principal at Trivest.

About Total Sanitation Services

Total Sanitation Services is a route-based provider of portable sanitation rental equipment and related services. The Total Sanitation Services family of brands includes Chantler’s Environmental Services (Greater Toronto Area), Central Sanitation (SW Ontario), Lacombe LSC (Ottawa, ON), and Pit Stop Portables (Vancouver, BC and Calgary, AB). The Company maintains a network of 13 strategically located branches, over 20,000 rental units, and more than 250 valued employees. The Company is currently pursuing strategic add-on acquisitions of leading portable sanitation providers throughout North America.

About Trivest

Trivest Partners, with offices in Miami, Charlotte, Chicago, Los Angeles, Philadelphia, and Toronto, is a private investment firm that focuses exclusively on the support and growth of founder-led and family-owned businesses in the U.S. and Canada, in both control and non-control transactions. Since its founding in 1981, Trivest has completed more than 400 investments, totaling approximately \$7 billion in value. The firm has roughly \$4.5 billion in assets under management, with a growing team of over 70 professionals. For more information, visit www.trivest.com

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