

# A royal flush

LISTEN TO YOUR mother! Kristin Reynolds did. Now she and her husband, Rich, are the sole providers of luxury portable toilets and showers in California.

They opened their franchise in 2006, after Kristin's mom spied a Royal Restrooms ([www.royalrestrooms.com](http://www.royalrestrooms.com)) trailer in a neighbor's yard and saw a business opportunity for her daughter. Each Royal Restroom is 5½ feet long and wide, climate controlled, comfortable and clean. "They beat the heck out of a porta-potty in July," Kristin's mother told the Reynoldses.



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The Reynoldses partner with local sanitation companies to provide complete sanitation service at special events, weddings and anywhere else people require portable toilets.

The toilets and showers come in handy in times of need too. After Hurricane Katrina, the couple worked with the Federal Emergency Management Agency to provide facilities for displaced families; after the 2009 Southern California fires, they worked with the state of California to provide facilities for people rebuilding businesses.

Costco plays a huge role in the Reynoldses' business.

"All of our products in the trailers come from Costco," Rich says. "We buy a whole pallet of rugs every season, and our soap, paper products, bleach and cleaning products all come from Costco. All of our drivers have Costco cards. Wherever we go, there's usually a Costco within an hour's drive."

—*Maria Bellos Fisher*