

## Seller Guide

A clear path for your next chapter.

Selling your business is one of the biggest decisions you'll make. At Total Sanitation Services (TSS), we make the process straightforward, respectful, and rewarding. This guide walks you through what to expect when partnering with us, from the first conversation to the final transition.

**"Selling to TSS gave me peace of mind knowing my employees were secure and my customers would continue to be served well. The process was smooth and professional."**

— Rob Mitchell, Former Owner of Pit Stop Portables

### About TSS

TSS is a growing family of trusted sanitation companies across North America. We specialize in acquiring and supporting portable sanitation businesses while preserving the legacy and relationships owners have built.

- **Family of Brands:** Pit Stop (BC/Alberta), Lacombe Sanitation (Ottawa), Chantler's (Greater Toronto), Central Sanitation (SW Ontario), American Sani-Can (Oregon), Cap City Rentals (Austin, TX)
- **Our Promise: Sanitation Simplified** — easy, dependable, frictionless sanitation for customers, partners, and employees.

### Why Partner with TSS

- **Financial Strength & Stability** – Backed by a long-term growth strategy.
- **People-First Approach** – Your employees remain secure with opportunities for advancement.
- **Customer Commitment** – Your clients continue to receive exceptional service with modern technology and operations.
- **Respect for Legacy** – Your values and reputation are honored.
- **Proven Experience** – We've successfully transitioned multiple regional sanitation leaders.

### Seller Benefits at a Glance

- Fair, competitive valuations
- Employee retention and growth
- Access to industry-leading systems and technology
- Flexible transition timelines
- Continued customer care
- Simple, transparent process

### Our Process: What to Expect

#### Step 1: Confidential Conversation

Reach out for a no-obligation call with our leadership team.

#### Step 2: Business Valuation & Terms

We provide a fair, competitive valuation and discuss transition options.

#### Step 3: Transition Planning

Together, we map out employee, customer, and operations handoff.

#### Step 4: Seamless Integration

Our team works alongside yours to ensure no disruption for customers or staff.

#### Step 5: Your Next Chapter

Your input is critical as there are many paths forward as part of the TSS Family of Brands. We'll partner on how to work together going forward.

### Thinking About Selling? Let's Talk.

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