



REFUSE MATERIALS + VANGUARD®: A PARTNERSHIP THAT REFUSES TO QUIT

Commercial flooring company finds repeatable solution in propane-powered engines

Since 1986 Refuse Materials, Inc. has been installing commercial flooring all over the United States. What started out as a small, family-owned operation has turned it into one of the largest commercial flooring contractors in the country. The secret to the company's success? The ability to be nimble within a changing industry while holding true to what works.

POWER OF PROPANE

One of the most disruptive changes Refuse has been navigating in recent years is emission standards. As those guidelines shift and become more stringent, the company has leaned into the benefits of propane powered solutions.

“For us, propane is the only way we can do our job,” says Steve Dodson, service manager at Refuse Materials, Inc. “Not only does it help us meet our emissions goals but it also gives us access to clean-burning power that we can use indoors — which is crucial for the work we do as a flooring contractor.”

In addition to serving as a trusted commercial flooring installer, Refuse also engineers and manufactures equipment solutions for the flooring market. From tile scrapers to grinders to slurry vacuums, Refuse is a one-stop shop for flooring contractors' equipment needs. The company's differentiator is strategically evaluating

the industry's most in-demand electric equipment and finding ways to provide an efficient, clean-burning propane version.

“We appreciate the benefits of electric powered equipment,” explains Dodson. “But the costs associated with electrification and having a generator onsite at a job mean an all-electric operation isn't going to be the right fit for everyone. Our goal is to provide the same solution but with the convenience and simplicity of propane power.”

A PARTNERSHIP GROUNDED IN TRUST AND SUPPORT

As Refuse solidified itself as a provider of propane solutions, it needed the right power solutions provider to take products from concept to reality. Vanguard® was ready to deliver.

“When Vanguard began offering propane conversion kits, they came to the table with a great engine solution at a really good price,” says Dodson. “On top of providing a quality product, the support they were willing to offer on the gaseous fuel side was unlike anything we encountered with other power providers. They stand by their products both when it comes to service and the warranty provided.”

Dodson has also appreciated the specialized attention he received from the Vanguard team and their commitment to responding to a challenge quickly and thoroughly.

“Everybody, I mean, really everybody at Vanguard and the team they’ve put together to support their gaseous fuel line has been great,” says Dodson. “I can tell you that I’ve never had a question unanswered. They’re prompt. They try to get back to me very quickly if we do have a problem, even if it’s something they’ve never seen before. It’s a game changer to work with a company that cares about their products. Over the years, we’ve invested a lot of time and money in working with Vanguard, and they’ve stood by us and their products every time.”

Refuse is committed to equipping its customers with propane options that get the job done and finding a partner like Vanguard has allowed them to stay true to that business model.

“With other engine manufacturers or other brands, I often didn’t feel that dedicated support,” says Dodson. “If I had a problem with an engine, they would instantly blame the fuel source and weren’t interested in speaking with you about any warranty. But, with Vanguard, having the full support from the factory and no matter what fuel type, it has been a huge plus-plus for us. It’s the reason we keep coming back for more Vanguard products all the time.”

FEATURES TO STAY ON THE JOB LONGER

And, keep coming back, they do. Refuse is using seven different Vanguard engine displacements from the product line — everything from the 203cc single-cylinder up to the 993cc BIG BLOCK™ V-Twin.

“On any given night we literally have several hundred Vanguard engines running,” says Dodson.

When running that many engines, it’s crucial to Refuse to minimize maintenance and stay on the job as long as possible. Refuse notes a few different features that make Vanguard their power solution of choice — most notably better air filtration for dusty jobsites and improved operator comfort.

Concrete flooring jobs can be a dusty business, so the advanced debris management engineered into Vanguard products, helps keep the engine clean and cool for better performance and less maintenance.

“Most of our jobs are indoors, so we’re working with catalyst exhaust making air filtration very important,”

says Dodson. “Other engine manufacturers’ air cleaners need to be changed so frequently that it can be a burden. Vanguard has industrial-grade air cleaners, so you get more life out of them. It’s a huge benefit to us to keep an engine running at its best performance for the maximum amount of time between service intervals.”



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Service manager at Refuse Materials, Inc.



The air filtration isn’t the only feature helping Refuse stay on the job longer. The company has noticed big improvements in operator comfort when using machines powered by Vanguard, too.

“Less noise is one thing I noticed right away. The noise level of the engine and its exhaust is definitely notable” says Dodson. “The engines run very smoothly, and they’re well balanced, so some of the vibrations have decreased in the machinery itself.”

NO SIGNS OF STOPPING

Looking to the future, Refuse has no plans to slow down and is focused on some exciting new equipment innovations for the commercial flooring industry. And, when it comes time to select a power source for the equipment, Dodson knows who he will turn to.

“I do not see us stopping using the Vanguard product line. Some of the equipment we offer, we just couldn’t OEM without Vanguard,” explains Dodson. “In propane, there is no other source to offer me the engine sizes or the support we’ve come to expect with Vanguard. We will continue to build equipment and Vanguard will continue to be my first call when I need a power provider.”

VANGUARD®



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