Future Operator Guide
**A profitable opportunity!**

Renobox® is offering a **unique business opportunity in diverse and fast growing markets**. Our state of the art ROLL-OFF transportation and mobile storage technology allowed us to build a strong reputation of excellence that we intend to keep flawless.

Since 2012, Renobox® has helped several entrepreneurs across Canada with the opportunity to start their own business in a profitable industry.

We are proud to have helped our clients to benefit from the steady growth of the Canadian home renovation, waste management and recycling markets.

Today, Renobox® maintains innovation as a priority by developing new convenient and cost effective solutions in the **booming** portable storage and event industries.

**Versatility offers a better path to success**

“In a context of adaptation, flexibility and productivity at work, versatility is often referred to as an **obvious solution**”

(Christophe EVERAERE, 18th Congress of the AISLF)

*Our company complies with the highest standards in the industry*
Booming and Diversified Markets

Thanks to a highly multifunctional ROLL-OFF trailer and containers, our operators can cater to a vast array of lucrative niche market segments.

Renovation

The Canadian renovation market has grown tremendously in the last decade. Home renovation has become a social and cultural characteristic amongst the population.

SCHL, Renovation and Home Purchase Report, 2012

“Home renovation has surged at an annual average rate of 7% over the last decade”

TD Economics, Outlook for Canadian renovation spending:
Built on sturdy foundation 2013
Booming and Diversified Markets

Mobile Self Storage

“Portable storage is an increasingly popular option for customers. It is certainly not replacing traditional self-storage facilities, but it is a growing section of the industry, offering customers an additional short term storage option.”

*National Self-Storage Review, Foy & Company, 2011*

Our operators run on par with traditional storage facilities in terms of rental rates. 90% of the units offered by our operators are rented right from the first month and this rate stays the same all year round.

However, our operators have so much more to offer compared to regular storage facilities.

**Mobility:** Renobox® clients may have additional storage space delivered to them whenever needed.

**The possibility of on-site and off-site storage:** Our customers can choose the most convenient option for them and choose to keep their goods close by or store their unit at our operator’s facility.

Moving

One out of five households (20%) moved in the last five years. According to Hydro-Quebec in the summer of 2011 there were almost 800,000 moving in Quebec. The vast majority occurs from May to July inclusively.
**Renobox® Roll-Off Trailer**

In early 2004, our ROLL-OFF trailer stormed the Canadian market with the most robust, cost effective and durable hauling solution. Today, more than 150 Canadian businesses continue building their success based on this outstanding piece of equipment:

- 21 000 pounds gross capacity
- **Fifth-wheel** or **gooseneck** attachment for increased manoeuvrability
- **Tri-Axle** Stabilization System for optimal weight distribution
- Simple, safe and reliable operability
- Accommodates a wide range of ROLL-OFF accessories including disposal bins, portable storage units, Expobox, platform, etc.

**ROLL-OFF Conversion Kit for Small Truck**

Our cutting edge ROLL-OFF hoist system is also available to be mounted on a small truck (Hino, Fuso, Isuzu):

- Up to 19 500 pounds gross capacity
- Ideal for tight space manoeuvrings
- Perfect for second unit in line with the growth of your company

Transport Canada Approved

Proud contributor to recycling and environmental awareness
Mobile Storage Unit

Portable self-storage is the fastest growing segment of the moving and storage industry in North-America. Our mobile storage units provide the most convenient, secure and cost effective solution to residential and commercial needs.

- Secure locking system
- Robust steel and fiber glass construction
- Completely weather proof
- See through rooftop
- 10 000 pounds load capacity

Stackable Disposal Bins

The Canadian home renovation market has grown steadily over the past decade. Our operators will agree that RENObac® is an excellent opportunity not only because of favorable market trends, but also thanks to professional trusted, robust and cost effective equipment.

- Stackable containers allow for important savings on transportation cost
- 5yd³, 10yd³ and 20yd³ capacities available
Becoming a RENOBOX® operator means evolving in multiple diversified and growing markets.

Our ROLL-OFF equipment are extremely versatile, either for transportation, storage of building materials, furniture or garbage, etc.

**Multifunctional flat deck**

- Dimensions: 16’ x 8’
- Extremely sturdy steel floor
- Rails and anchoring hooks adjustable
- Load capacity of 13,000 pounds

**Innovate, always!**

RENOBOX® is proud to introduce its new EXPOBOX®, the perfect addition to the fleet offered to our operators. Innovation will always remain a priority at RENOBOX® to create new services, additional income and diversified markets.

The EXPOBOX® is an excellent option in the events industry, which can be adapted in versatile ways:

- Exhibition booth
- Mobile street bar
- Temporary boutique
- And much more...

www.expobox.ca
Start-up Support

RENOBOX® operators benefit from a turn-key business opportunity including start-up, ongoing support, sales and marketing by a team of dedicated professionals. RENOBOX® also provides to its operators a complete set of tools and programs to get access to the market effectively, and generate sales and growth for their business.

National Web Portal

RENOBOX® operators have their own web page, along with their contact and location information, and an online rental shop system.

However, this is not all; our operators are also involved in a marketing network and advertising campaign nationwide, managed by experienced specialists.

www.renobox.net

The online site generates approximately 40% of total sales of our operators.

Web Strategy

Since its inception in 2012, RENOBOX® has consolidated a strong web presence. We firmly believe that the future of marketing and branding recognition lay within the global reach of the Internet.

A team of experienced professionals consistently supports operators in their efforts to reach their customers through the structured and effective use of social media and targeted advertising campaigns ‘Pay-Per-Click’ on Google implemented by web experts and monthly adjustments.
**Web application**

Progression LIVE is a key solution available in an electronic format to be used on the road by our operators. A GPS also allows you to locate your equipment and the location of your client. Billing is done on site with the optional portable printer.

The application also performs the following tasks:

- Clients call
- Control management
- On-site delivery of notes and invoices
- Online payment
- Reports of leased equipment and location

To save time and money, it is now easier to keep track of your clients. All information is stored in a hosted server to avoid losing data.

**Marketing Start-up Program**

The RENOBOX® opportunity aims to allow operators to focus on sales, marketing and increase profit from day one.

We create the visual identity of your business:

- Logo
- Business cards
- Brochures and flyers
- Vehicle and containers lettering
- Advertising panels

The RENOBOX® operators develop partnerships with local companies in the home renovation market.

The services provided by our operators, offers building and renovation contractors to find the solution to all their transportation needs under one roof.

www.progressionlive.ca

www.renobox.net
**Financing**

RENOBOX® consolidates a solid past history and continuous business relationship with financial institutions in Canada to provide operators with the most suitable financing solution.

Our start-up media kit includes the survey of your local market and the creation of a comprehensive business plan to ensure the best terms, interest rates and loan repayment with the bank of your choice. We are assisting our operators during the entire financing process.

**Continuous training and coaching**

To become a RENOBOX® operator, we facilitate the opportunity for your business to benefit from the strength of a solid network. You will enjoy a constant transfer of knowledge, assistance and advice from other operators within our dealers’ network, and from RENOBAC® management team.

Our start-up support kit includes **two days** of intensive training:
- Maintenance and on-the-road training with an existing operator
- Marketing, customer build-up strategy and direct sales training

Coaching with RENOBOX® is not just a start-up venture, but an ongoing process. Our team is **always available** to provide assistance and to meet your queries as a team member of a dealers’ network.

Start your own business today with a profitable opportunity that has proven itself!

Contact our Sales representative for a complete presentation of this unique opportunity, including market trends, equipment specifications and financial projections.