



Comfort Elite Mobile Restroom Trailers



Effective. Solutions.

Wells Cargo Comfort Elite Restrooms offer you the unique opportunity of starting your own business and taking control of your own future with a minimal investment and tremendous ROI potential. You can be as big or small as you choose. We have customers who gross in excess of \$800k/year and others who make just enough to pay for their children's daycare. Take advantage of this booming market and establish yourself on the ground floor as the leader in your area. Enjoy the freedom and rewards of entrepreneurship in a market that is exploding. Review the next several pages to see if this opportunity is right for you.

Here are just a few REAL success stories:

- A backyard wedding in Dallas yielded \$1,400 for a Comfort Elite II for one weekend.
- A church remodeling in Miami paid \$3,000 a month per trailer for six months for two Comfort Elite II trailers.
- An auto manufacturer in Detroit paid \$3,500 a month for two Comfort Elite III trailers hooked directly to a sewer line on a one-year lease.
- A vendor in Little Rock set up their Comfort Elite III at a major concert and charged \$5 per use, netting \$2,200 for one night's work.

- A military base in Colorado leased a Comfort Elite III for \$3,000 per month for 8 months.
- An upscale restaurant in Kentucky leased two Comfort Elite III's for two months for \$80,000.
- A movie production company leased a Comfort Elite III for a movie shoot in Nashville for \$1,000 per day for 28 days.
- A retail store in Florida leased an ADA+2 for \$2,000 per week for 4 weeks.

Why this is different:

Great business concepts are born from a distinct need. How many times have you been at an outdoor event and either yourself or someone in your party could not find a descent restroom facility? You searched frantically to no avail and settled for something less than desirable. Wells Cargo Comfort Elite Restrooms offer the **perfect solution** to this common dilemma. As a kid I remember watching a 10-inch black and white television set with rabbit ears. Today 50" flat screen LCD's are common with digital satellite, live recording/playback, and capabilities to "burn" your own DVD! Crazy when you think about it, but it's the natural progression of our **evolving society**. This is the exact reason why Wells Cargo Comfort Elite Restrooms have become so popular. This is NEW technology if you will. How often does something new come onto the market that people don't even know they need until they see it? The general public has been yearning for this, and finally you have the opportunity to meet this growing demand. One activity Americans will never stop enjoying are outdoor events. We love to get outdoors and experience concerts, sporting events, festivals, or any other excuse to have fun. We may not buy a new car, house, or even shoes, but we will be entertained. This ensures that owning your Wells Cargo Comfort Elite restroom rental business is practically **recession proof**.



Markets are endless:

Weddings, private corporate functions, VIP area at concerts, the alumni tent at the university's tailgate party, the county fair, and golf tournaments are just a fraction of the hundreds of **event** categories where your Comfort Elite restroom provides a perfect solution. This is easy to see and a simple avenue to develop. However, this is just one sector of the market.



The **commercial** side is also quite profitable. Whenever a restroom is remodeled at a restaurant, department store, municipal office, or any place of business, restrooms still MUST be provided. Time after time customers call in to order because they have just landed a for a remodel. These typically months and sometimes over a average rental rates are around These deals happen all the time! your trailer at an event and perfect solution for their business. Working with a local contractor who remodels commercial property gives you additional lines of revenue streams, and these are almost always long term rentals. In addition, we offer the Comfort Elite ADA+2, which is compliant with the American with Disabilities Act as a permanent structure. Nothing else on the market compares to the Comfort Elite ADA units, and they are in **high demand** for commercial applications. We have had conversations with major department store and retail chains at the corporate level, and they are requesting that contractors provide a Wells Cargo Comfort Elite ADA+2 for the duration of construction. We are doing the work for you to ensure your success.



Industrial demand for the Comfort Elite product line continues to grow as well. Oil fields, coal mines, industrial plants, and refineries are only a few examples. The Comfort Elite line can be dressed up to be used at a wedding or can be just as functional for industrial use. We build restroom trailers designed to take the abuse of long term rentals under some of the most severe conditions. Efficient designs ensure many parts are interchangeable and easily replaced if necessary. The solid surface countertops, rubberized flooring, FRP walls, and year-around use capabilities establish the Comfort Elite line as the premier solution for industrial applications.



One of the most lucrative markets still may be with **government** agencies. Whether National Guard troops are performing military exercises, the U.S. forest service is fighting a fire, the local sheriff department is conducting training, or FEMA is responding to a disaster, the Comfort Elite line of shower and restroom trailers fill a critical need. Unfortunately natural and unnatural disasters occur. Many times these often tragic events demand restrooms and showers. Your Comfort Elite trailer could prove indispensable to emergency relief efforts.



Hopefully, briefly explaining these different markets will spark your

imagination to formulate ideas for your future. This is not rocket science but simply **meeting a need**. This is a great business idea that is overdue, and customers in all types of markets are responding accordingly.

[Why partner with us?](#)

The Wells Cargo Comfort Elite restroom product line is the most popular product line in this industry. We sold over 3 times as many trailers as most other manufacturers. Why?

- 1 We have the product that the end user wants. Once customers experience a Comfort Elite trailer, they won't settle for less.
- 2 We make you money. Our lead referral program has grown to a point where we send more leads to our customers than they can handle: they are turning business away! We need you! Many rental customers inform us that the leads we send pay for their trailer. It's like receiving a free trailer!
- 3 We offer the longest and most comprehensive warranty in the industry. This is priceless for someone in the rental business.
- 4 We have unmatched production capabilities, allowing for many standard units to be in stock, and short turn-around times for custom orders. This means you don't miss out on rentals.
- 5 Customer Service - We are committed to providing the absolute best in customer service. You don't get a phone tree when you call us. You speak with a live person that will be dedicated to swiftly resolving any issue efficiently and effectively.
- 6 A history of quality - Since 1954 Wells Cargo has been building the highest of quality cargo trailers. Our trailers are built to a higher standard and are guaranteed to bring you years of profitable service.

You could take our word for it, but read what our customers have to say.

"Wells Cargo COG's service and support has been exceptional, and they helped us to make several of our events successful. We are planning to purchase more Wells Cargo restroom trailers this coming year."

Ken and Teri Pahon
Portable Restroom Trailers LLC

"It just makes sense. I bought my first Comfort Elite trailer in October of 2005. Upon delivery and inspection and due to the exceptional quality, fit, finish, and ease of use, I contacted Wells Cargo COG and immediately ordered nine more! It just makes sense."

Chuck Shropshire
Johnny on the Spot

"I am very proud to offer this kind of restroom. They are the best available on the market and function perfectly!"

Hector Pliego,
Merida, Yucatan, Mexico

"We currently have three Comfort Elite III trailers in our inventory, and they have proven to be very versatile units. From corporate events to weddings, they are always the hit of the party. We find the units easy to maintain and service, and the size makes it easy to get into the tight spaces for back yard weddings. Our clients like the clean lines of the unit and the comfortable well appointed interior. Our experience with Wells Cargo has been a very positive one. They stand behind their product and have provided a fast response to all of our questions and service needs."

Frank Germani
Event Solutions of Louisiana, LLC

"Even beyond my initial purchase, Wells Cargo C.O.G. has been committed to my success by providing me with leads until this very day"

M.David Manzurate
Owner/Operator of Rent-Ahead

FAQ

What do I do with the waste?

Simply contact a local septic company with a pumper truck to pump out the waste tank on your trailer. You never have to personally empty the tank yourself.

Does this take any type of special licensing or permits?

No. Only those companies who perform pump-outs and dump at the city's treatment plant are required to have permits.

How do I market my business locally?

First place a "yellow pages" type ad under the section where people would look for party rentals or event rentals and portable restrooms. Second, take some brochures with you and visit with wedding planners, event coordinators, event site managers, and party rental stores. Explain to them your product and services and watch their faces light up.

Do you offer protected territories?

No. We offer the opportunity to be limited only by your imagination.

Is there a fee for sending leads or selling rentals on my behalf? Do you rent out trailers?

Absolutely not! We currently do not charge any fees for listing you in the most popular restroom trailer rental directory on the web, sending rental leads to you, or even selling a rental to the end user on your behalf. We do this free of charge to ensure your success. We also do not rent and will never compete with you for rentals.

Do I pay royalties?

Never! We are the exclusive distributor for the Wells Cargo Comfort Elite restroom trailer. We offer a unique business opportunity, and we only want to help you become successful and supply you with more Comfort Elite trailers.

Do you offer financing?

Yes. We work with several financing resources to ensure the best deal for you. We offer programs with \$20 down, no payments for 3 months and the next 6 months for only \$99!! This allows you to jump start your business and start turning profits quickly.

What does the future look like for this business?

There's no doubt that the restroom trailer market will continue to flourish. This is the natural evolution of society. In time, restroom trailers will be everywhere. Wells Cargo Comfort Elite restrooms are the most popular trailers on the market, and we have been and always will be the innovative leader in the industry. Join a winning team and enjoy the success of being your own boss in this new, booming market!



Effective Solutions. Uncompromising Quality.

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