



RED-E-BINS TERRITORY INFORMATION PACKAGE



Thank you for taking the time to inquire about a Red-E-Bins location. In this information package you will find some of the basics of what this opportunity will involve. While reading through the pamphlet it is expected that questions may arise, please feel free to contact us at the phone number listed above and we will be more than happy to answer any questions that you may have.

Who We Are

Red-E-Bins is a family run company that started out like most other waste removal companies in North America, we purchased a standard trailer and bins and started hauling. We learned a lot from these times and have integrated what we learned into our current business model. These hard but necessary lessons led us to the decision of manufacturing our own system including trailer, and bins. We encountered complications with placing bins in small places, so we came up with a technology that would allow us to place a bin almost anywhere you can park a car!

Red-E-Bins is a new concept to the North American market of personal and commercial waste disposal. Our trailer and bin systems are unique in the way they load, unload, as well as dump. We use our industry leading all inclusive price system that customers love due to the fact that they don't get stuck with a huge dump bill after pickup. With the Red-E-Bins system, customers pay for their bin rental in advance or on delivery. There is zero bad debt or uncollectible



receivables. This makes collection of bins easy because you have already been paid in full and just need to load the bin on your trailer and go!

Our Territories

With our protected territory system your initial investment includes: All equipment (excluding a truck), trailer, bins, marketing package, etc. Unlike other companies that charge an upfront franchise fee and then require you to purchase or lease equipment to start up your business.

When you hear protected territory, don't think of us as the next Subway with a new location on every corner; we decided early on that giving a territory owner a specific region or territory would be the most beneficial! We don't want our Red-E-Bins operators competing with each other. Territories are locations in Canada or the United States with two hundred thousand people. Extra territories can be purchased at any time for \$8000.00/200000 people.

Customer Service



Customer service is everything here at Red-E-Bins! As part of your onboarding we will supply you with a step-by-step guide on how to handle each customer from the initial phone call to collecting payment to hopefully creating a repeat client. You will get our phone, driver logs, and our operating instructions

which makes it easy for each customer to be treated with the same respect and care each time. It is essential to your territory to remember that you are the face of your business and word of mouth is key to any business! While referrals help you grow your business, bad word of mouth gets around even faster and takes a lot longer for people to forget. Therefore, make sure you treat every customer like they are your only customer! Red-E-Bins is a unique system that most individuals



have never seen or experienced before! This is a great way to start a conversation with people nearby and create an opportunity for customer engagement.

People are going to ask you about it everywhere you go; the gas station, the dump and even the shredder! So you should take the time to show people how it works! It is amazing how many rentals are generated this way.

Red-E-Bins Package & Pricing

Your package includes:

One hydraulic trailer or truck mounted deck

All hydraulic pumps and controls are conveniently located in a front mounted tool box

Fully self contained hydraulic system powered by a Honda gas engine

Hydraulic cylinders which enable the lifting and dumping.

Rear hydraulic stabilizer feet keep the trailer level and reduce strain on the tow vehicle.

(4) 15-yard bins

(6) 10-yard bins

(3) 5-yard bins

Uniforms (Shirts +
Hats)

Business Cards

Flyers

Large protected
territories

Use of name and logo

Personalized web page

with 'Book Now' feature on redebins.ca/.com/.us

24/7 Technical and mechanical support for anything you may experience



**Total Cost of Your Red-E-Bins Package is \$129,000.00 CAD
\$99,900.00 USD**



Package Add-Ons:

Storage Containers

We offer storage containers that can be added onto your package. Storage containers are a great way to expand into other markets while not needing any other equipment! The 6x6x10 storage containers were created to be loaded and unloaded just as our bins are, which means you can drop them off and pick them up with the same trailer you use to do your bin deliveries. Storage units can be added on to your package for \$3700.



Red-E-Bags

These bags are great for customers who have long term projects or customers who may need a garbage bin for longer than a few days. Customers will buy the Red-E-Bag directly from you, keep it for as long as they need, fill it up to 3300 pounds and then call you to load it. The customer pays either online or at the time of pickup. Our lifting system design is compatible with competitors' bags.



ZERO Franchise Fees!

We are not a franchise, and therefore we will never tell you how you have to run your business. We will not tell you that you can't try something new to make a larger profit. However, we are here to help you in any way that we can in order to increase your profits and help you learn the business and industry better!

Monthly Costs:

Monthly cost of your Red-E-Bins location is \$20.00 per bin/month. This is our territory exclusivity fee. Our exclusivity fee guarantees you that we will not sell anyone else a Red-E-Bins package in your area. The exclusivity fee also covers website access with 'Book Now' and Bin tracking/delivery features. We don't take a percentage of your income or advertising fees! It is just a flat monthly territory exclusivity fee. We also waive the monthly fees for the first 6 months to let your business get up and running.

Third party financing is available to qualified individuals.

What Sets us Apart:

It all comes down to how much we care about our company! We want your business to succeed just as much as we want ours to. We are always just a phone call away and can help you with anything that may arise, examples include:

Marketing ideas

Sales training

Customer service

Driver logs

Booking

Recycling tips and benefits



Even though our system is designed with ease of operation, we do offer training. You are always welcome to come to our head office in Winnipeg and be trained on one of our trailers or on your own trailer before it ships.



If more hands-on training is needed we can arrange for someone to come to your location and train you and your staff to ensure the best operation standards and ensure your success!

4(R) Recycling Program

Our 4R recycling initiative not only draws customers in (green is the future) to our rentals but reduces the actual cost of landfill charges as well - increasing your overall profit!

Red-E-Bins Refuse bins are designed with space needs in mind with our custom built trailer, these bins can be placed pretty much anywhere you can park a compact car. With a Honda gas powered hydraulic unit there is no more worrying about whether your unit has enough charge to dump or unload a bin. No more worrying about charging batteries every night.

Steps to Become a Red-E-Bins Territory Operator

1. Contact us to see if the territory you are interested in is available.
2. Request an information package
3. Fill out the dealer application
4. Once approved you will make deposit on your equipment
5. 3-4 weeks after your deposit has been received, your marketing package will arrive.
6. 8-10 weeks from deposit your trailers and bins will arrive.

Projected Revenues

3 day bin rental \$239.00 (5 yard bin)

Average dump fees \$40.00 based on a \$78.00 landfill fee per ton
\$199.00 per bin rental profit on the 5 yard bin after paying dump fees.

3 day rental \$339.00 (10 yard bin)

Average dump fees \$70.00 based on \$78.00 landfill fee per ton
\$269.00 per bin rental profit on the 10 yard bin after paying dump fees.

3 day bin rental: \$399.00 (15 yard bin)

Average dump fees: \$120.00 (based on \$78.00 landfill fee per ton).



\$279.00 per bin rental profit after paying dump fees.

We will help you with pricing as every territory will have different landfill costs and we want to help you maximize your profit.

Revenue Streams:

Scrap metal pick up is a growing side of the

business. When we started our territory we offered free pick up of unwanted scrap. We now provide bins to small shops and manufacturers that fill them with their scrap metal and we pick it up and haul it to the scrap yard and get paid based on the weight.

Recycling revenue varies widely based on the amount of effort given to sort loads. We find it

beneficial to completely sort loads with steel prices hovering around \$200.00 a ton and most territories have wood recycling depots which can reduce landfill charges from the \$40.00 per ton average

More Revenue Streams Include:

Roofers

Renovation contractors

Weekly and monthly collection contracts

We will help you price these jobs as they come up. They have to be priced individually as each circumstance is different and often depends on frequency of pick-up, weight of material being disposed of or length of time bin will be tied up on site. You need to remember that a bin sitting on a worksite for a month and getting picked up once or twice is basically like renting that bin for only one or two times a month which in the long run might actually cost you money, but on the other hand it is nice to have some guaranteed money coming in each month. It becomes easier to rent long term as the amount of bins you have available for rental increases. Your main revenue stream is still individual homeowners; it is a must that you have bins available for them when needed. One trailer can



normally service 20-30 bins depending on the size of the territory; more bins and trailers are available to purchase at any time.

Expenses

- Truck and trailer insurance (varies widely, we suggest requesting a quote from a local insurance broker).
- Fuel
- Office and yard (Most territories are owner operated and can be run from the house but a yard will be required to sort and store bins when not in use).
- Yard size required to start 20x50 approx 1000 sq ft
- Monthly Territory Exclusivity Fee (\$20/bin/month, waived for the first 6 months).

Thank you for your interest in owning a Red-E-Bins territory! Please feel free to contact us with any of your questions. We look forward to discussing your new opportunity soon!

**For more information, contact us at
info@desjardinslawyers.com**



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