



Mobile Rust Control Business

Bob Lawrie and his son, Greg, started a mobile rust control business 29 years ago that has been so successful they've set up nineteen other operators in their own franchised businesses.

Pro-Fleet Care operators come to the farm to spray a special blend of chemicals for corrosion prevention onto vehicles and equipment. The application penetrates into hard-to-reach seams and crevices, according to Bob.

"We spray the exterior trim, including door handles, mirrors, bumper rails, window trim, and so on," he says. "We believe rust control should protect the entire vehicle, from the undercarriage, fenders, doors, door posts, hood, and trunk all the way up to the roof line. We've established this total process because we know that rust isn't selective."

The company's unique product displaces moisture as it protects and seals. It defies gravity as it creeps in all directions on surfaces, including over tar, wax and previous rust control products that have cracked and left the vehicle exposed. It also protects electrical wiring and components from corrosion, according to Lawrie.

He points out that, in many cases, rust control treatment is only needed once a year, and the equipment owner benefits by increasing his private resale value.

One client, a large Canadian wholesale nursery, says using Pro Fleet Care "is like regularly changing your vehicle's oil. It's a small cost when you compare the extended life of equipment."

Some of Pro-Fleet's clients include tractor refurbishers, body shops owners, school bus operators, trucking fleets, government

agencies, bus lines, farmers, construction companies, car rental agencies, and landscape companies.

"When I started this mobile rust control operation 29 years ago, I thought it would make a great retirement business because I could be my own boss and work the hours I wanted to," Bob says. "As it turns out, I'm especially happy that it lends itself to working with my son."

The investment required to become a franchise operator is in the \$30,000 to \$60,000 (Can.) range. In addition to a turnkey equipment package, this fee guarantees a variety of benefits, including assistance in establishing a client base, two weeks of intensive training, ongoing support, and exclusive protected territories.

"There are no ongoing royalties and no costly storefront is required," Bob points out. "This type of business provides low overhead and high profit potential."

Lawrie says the company charges flat rates for various types of vehicles such as \$135 for pickups and \$225 and up for highway trucks.

We now have three dealers in the United States and sixteen franchisees are located in Canada. Lawrie can work with anyone in the U.S. or Canada.

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Reader Inquiry No. 41

"Shooter" Picks Up, Unloads Tires Fast



Skid loader-mounted "shooter" works great for putting tires on silage piles and bunkers, and for loading and unloading tires on trucks and trailers.

Workers at Wingert Sales and Service in Plainview, Minn., sell a lot of tires. To make handling them easier, they came up with a boom that fits on a skidsteer or payloader. When farmers who use tire sidewalls to cover silage piles saw it, they wanted one. So Wingert began manufacturing the Side Wall Tire Shooter.

"For anybody who handles a lot of tires or side walls it's a handy thing to have," says Paul Wingert, owner of the business.

The 16-ft. steel boom has a track and chain to move the tires on and off. The unit quick-taches to skidsteers. The boom raises up to a 20-degree angle and shoots tires off 10 ft. from the end of the boom.

That makes it handy for putting tires on silage piles and bunkers and loading and unloading tires on trucks and trailers.

The tire shooter requires a skidsteer with at least an 1,800-lb. lift capacity. Bigger equipment can handle up to 50 tire sidewalls



A track and chain is used to move tires on and off unit's 16-ft. steel boom. Boom raises up to a 20-degree angle.

at a time.

"It stacks them in a nice neat row," Wingert says. "Some customers buy it just to pick up tractor tires and move them around."

Wingert sells the tire shooter for \$3,200.

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