



VIEW OF THE COMBINATION SHOP AND HOME . . . which Mr. and Mrs. Merrill Worbois built after they needed more space for their rental business

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One Trailer Leads To Sideline Business

Nine years ago Mr. and Mrs. Worbois of Boise bought a four-wheel trailer to haul lumber from the hills to build a home. The trailer launched them in a side business which Mrs. Worbois handles while her husband works. The trailer sat in the back yard and friends started to borrow it. Some offered to pay for its use. This led to the rental of trailers.

"This trailer was a grain bed size. Some who rented it loaded it with five rooms of furniture. One family moved from Bend, Ore., with a load five feet above the side of the trailer. We could see from incidents like this that we needed a larger trailer so a second one was added," Mrs. Worbois explained.

"Some people wanted to haul livestock so we had to buy stock trailers. Next it was camping and hunting that came into the picture. We added two-wheel utility trailers to fill their needs. Now we have 13 trailers for rent.

"World War II was an interesting time for us since so many people were shifting so rapidly and each had his story to tell before the trailer was rented. We had our troubles about this time, too, with 34 tires on the road, people in a hurry with heavy loads that ruined many tires. However, thanks to the Rationing Board, which gave us a priority because it was essential for many people to hire a trailer to move their belongings, we did get enough tires to go around."

In addition to handling the details of most trailer rentals, Mrs. Worbois has to attend to her young family of three children. Sometimes a customer would have to wait while the baby had his bath.

After the war, the Worbois added a tractor and implements to rent to Boise-



STARTING WITH ONE LONE TRAILER . . . Mr. and Mrs. Merrill Worbois of Boise built a big sideline business in rentals. They rent all types of trailers, garden tractors, rotary tillers, garden cultivator and lawn roller. In addition they sell Ariens Rotary Tillers and cultivators and Rain Bird sprinklers. They are shown holding large and small sprinklers.

ans who want to do their own gardening and landscaping. This meant that Mrs. Worbois had to learn to run a tractor and to attach implements as well as answer telephone inquiries twice as often. Two years later a second tractor was added.

Those who rent the tractors or have the Worbois do custom tractor work for them usually are planting a new lawn of garden. The Worbois got an agency for Rainbird sprinklers which will water any part of a circle or whole circle. The biggest will water a radius of 425 feet or three acres at one setting. The Worbois are also Idaho dealers for the Ariens Rotary Tiller.

"By now people call us up and want to rent our post-hole digger, shovels, jacks, spray gun and lawn roller. We haven't decided just where we are going to draw the line on just what to rent or not to rent," Mrs. Worbois said, "But we have found that in buying a piece of equip-

ment, it usually rents well if it is the type that we like to use ourselves.

The Worbois ask quite a few questions when they rent a trailer or implement to prevent abuse or theft by the customers.

"We once rented a horse trailer to a young city cowboy who really had a time. He had to go to Nampa to get his horse, which he said he had been saving money to buy for six months. On the way home, the horse jumped out of the trailer and landed on top of his new coupe, which was not paid for, rolled off the car onto the road and broke his leg. Then he had to hire a man to shoot the horse and haul him off the highway. This young man was nice enough to replace the tongue the horse broke on our trailer," Mrs. Worbois remembered.

"Our sideline has made us many friends. Nearly everywhere we go we stop to talk to someone whom we met when they came to rent equipment," she concluded.