

Create your own future with  
**SPRAY PAVE**

# THE BRAND AUSTRALIANS TRUST

Spray Pave Australia is Australia’s largest network of concrete resurfacing specialists. Established in 1991, our highly profitable application system quickly and economically transforms plain grey concrete into bold, exciting colours and surfaces.

**The perfect alternative to new concrete, tiling or painting**

Spray Pave is an easy & highly profitable way to transform tired concrete, create feature areas and improve occupational health and safety standards. It’s the perfect alternative to laying new concrete, tiling or painting because:

- The surface can be personalised according to your clients’ colour and texture preferences or their promotional needs

- Its unique slip resistant formula makes it safe for driveways, walkways, paths, verandahs etc.
- It is long lasting, even in high wear areas.
- It adheres extremely well to existing concrete surfaces.
- It does not affect existing floor levels, sink or move.

**Be your own boss and earn upto \$3,300 a week!**

We invite you to start your own business by investing in a Spray Pave license. You’ll find

everything you need to know about our amazing business opportunity in the following pages and all the forms to get your own Spray Pave business underway.



**Mr Chris Bylhouwer**  
Founder and Managing Director

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# 1

## GETTING STARTED

Your New Business Is Ready And Waiting!

At Spray Pave we understand everyone has different wants and expectations when it comes to starting their own business. That's why we've created a choice of three business packages, starting from an investment of just \$9,500 + our Support Payment Plan (S.P.P).

While every package comes with full training and ongoing product support, Spray Pave's complete business package gives you equipment, marketing and 20 job leads to get started.

It takes just three days to complete training, then once you're up and running, with our support you could earn as much as \$3,300 per week working on your own.

Over time, expand your business, take on more operators, and watch your profits grow!

### Everything you need for success

As Australia's largest network of concrete resurfacing specialists, Spray Pave is highly regarded by consumers, businesses, councils and government. That means as an operator, you'll benefit from instant recognition and the trust you need to win jobs!

#### A SPRAY PAVE BUSINESS PACKAGE:

- Saves you stress
- Saves you time and money
- Fast tracks your income



“

After almost three years I achieved my goals and was turning over \$250,000 pa. It was time to on sell and start an even bigger opportunity. My business sale also included \$65,000 of signed contracts. ”

*John Wessling, Operator.*

“

The Spray Paving was easy to learn, but I wasn't sure about the epoxy work. Head Office soon arranged my two days follow up training.”

*Mark Suter, Operator.*



### All the benefits of a flexible license, without any limitations!

With Spray Pave, running your own business means you really are your own boss!

When you start your business with Spray Pave, you'll purchase a license, not a franchise. That means that while you'll benefit from a solid brand, great product training and ongoing support, you won't be held back by ongoing royalties, business restrictions, territories or reporting obligations. Plus, you'll be free to expand your territory, build a team or on-sell your business whenever you're ready.

### Personalised training

If you're keen to run your own business, and you've got an eye for detail, Spray Pave is the perfect solution. Whether you're a tradie, a teacher or

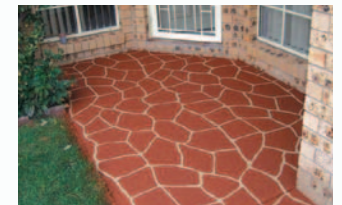


### SPRAY PAVE OFFERS YOU:

- The opportunity to start your own business using a well known, trusted brand
- Complete product and application training
- All the equipment you need, sold separately so you can purchase more as your business grows
- 20 leads to get you up and running
- Ongoing product support
- The opportunity to earn upto \$3,300 per week!
- The option to purchase guaranteed work at any time
- A low deposit payment plan to get you earning faster

an accountant, you'll find our equipment and techniques easy to master with just three days of training. Should you need it, we will provide follow up training, on site, by phone or email, free of charge.

Spray Pave work is classified as 'light physical.' In the words of one of our operators, "If you can swing a hammer and follow training, you can Spray Pave."





## 2 SUPPORT

Helping you make the most of your new business

At Spray Pave, we firmly believe in helping all of our operators get the most from their Spray Pave business – after all, your success contributes to our solid reputation.



### We'll get you up and running

Starting any new business can be daunting – unless you're with an established name like Spray Pave Australia.

Once you've completed your three-day intensive training program with one of our senior operators, we'll provide you with 20 new job leads in your local area to kick-start your business. Plus, we'll implement an advertising campaign in local newspapers, magazines or even television to let people know you're around. And, we'll

immediately forward you all the work enquiries we receive from customers in your postcode area for follow up. Should you choose our guaranteed work offer, we'll send one of our senior team members out to drive a marketing campaign and quote on your behalf.

### We'll support you all the way!

As you build your business, you can be confident that our team is here to support you with technical advice and product information. We'll also update you on market trends.



“

Having food poisoning during training didn't help, but my first job of 175m<sup>2</sup> and great support from Head Office soon jogged my memory! Thanks Spray Pave. ”

*James Sullivan, Operator.*

Using the market trends provided could present new opportunities to develop your business, like: concrete polishing, epoxies and polyurethanes, safety tile etching and spray paving over asphalt. And, we constantly evolve our own offerings to help you gain more business.

“

I quoted a front driveway area of 75m<sup>2</sup> on a decent sized property. I quoted the customer \$4,480 cash or \$43.07 per week interest free over 24 months. They took the finance deal. I was paid straight after the job and everyone was happy.”

*Bradley Shirley,  
Spray Pave Operator.*



### OUR INTEREST FREE FINANCE WILL WIN YOU BUSINESS!

Very few small businesses can offer their customers interest free finance. But with the backing of Spray Pave, that's exactly what

you can do. Within Spray Pave's 'umbrella agreement,' which is approved by an international finance company, all Spray Pave operators can

offer unsecured Interest free finance to their customers. What's more, it's absolutely free to join!



# 3

## REWARDS

Earn up to \$170,000 a year!

With a Spray Pave license you can work when, where and how you want and still make plenty of money! In fact, you can achieve sales figures of over \$70.00 per square metre with material costs of less than \$5 per square metre!

“

After many years with NRMA I purchased a Spray Pave license because of the company's international reputation as a leader in their field and their ability to keep abreast of the latest techniques, which they pass on to requesting operators.”

*Michael Hunt, Operator.*



With projects averaging 70m<sup>2</sup> each week, your gross income could be over \$3,300 per week. That means your annual gross income could be over \$170,000 pa, (less taxes, materials and business expenses.)

Take a look at our income projections in this table. Figures are based on the minimum suggested m<sup>2</sup> rate and average material prices.

Refer to page 17 for a full cash flow forecast.



JOB SIZE		APPROX. WORK DURATION	APPROX. GROSS SALE	APPROX. MATERIALS	APPROX. NET BEFORE EXPENSES
10 – 20m <sup>2</sup>	1 Operator	1 day onsite	\$ 900.00	\$200.00	\$700.00
30 – 40m <sup>2</sup>	1 Operator	1 ½ days onsite	\$1,800.00	\$400.00	\$1,400.00
50 – 60m <sup>2</sup>	1 Operator	1 ½ days onsite	\$2,700.00	\$600.00	\$2,100.00
70 – 80m <sup>2</sup>	1 Operator	2 days onsite	\$3,600.00	\$800.00	\$2,800.00
90 – 100m <sup>2</sup>	1 Operator	2 days onsite	\$4,500.00	\$1,000.00	\$3,500.00
150m <sup>2</sup>	2 Operators	3 days onsite	\$6,750.00	\$1,500.00	\$5,250.00
200m <sup>2</sup>	2 Operators	4 days onsite	\$9,000.00	2,000.00	\$7,000.00
Over 200m <sup>2</sup>	2 Operators	5 days onsite	High profits & free time!!		



“

I was an engineer on boats and oil rigs for 19 years. My wife was worried about giving up a \$2,000pw job. To date I have turned over \$150,000 in my first ten months, an average of \$2,500 per job!

”

*Mark Kendrick, Operator.*

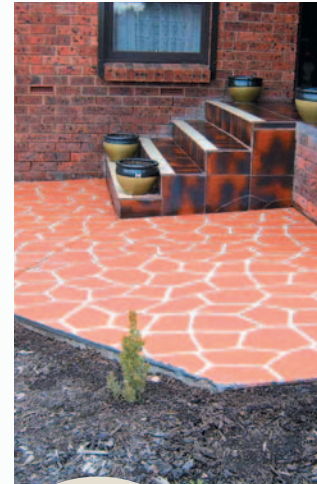
### You'll be rewarded in more ways than one!

At Spray Pave we're here to make running your own business as rewarding as it can possibly be.

That's why we offer all of our operators the chance to win one week's accommodation at the Pacific Paradise Resort on the Sunshine Coast in Queensland.

To win your free week away, all you need to do is complete

50 Spray Pave jobs in 12 months – that's only one a week! Then, we'll ask you to forward your customers' details for verification and answer two very simple quiz questions to complete your entry.



50 JOBS A  
YEAR WILL  
EARN YOU A  
HOLIDAY!

### PACIFIC PARADISE RESORT

Pacific Paradise Resort is part owned by Spray Pave Australia. This amazing destination is just minutes from stunning patrolled beaches and within easy access of the Hinterland, Noosa, Mooloolaba, Coolool and Maroochydore. Surrounded by golf courses and the sea, there is something here for everyone!





# 4

## PACKAGES

It's an Investment in Your Future

Invest in your Spray Pave business up front or pay a deposit then pay the balance using our Support Payment Plan (S.P.P.) See page 17 for the S.P.P. pricing details and application.



### CONSIDER THIS...

Surveys of small business consistently report that investors of an established brand name and system styled opportunities, enjoy a much higher success rate than independent businesses.



### Choose your Spray Pave investment:

PACKAGE OPTION	DESCRIPTION	YOUR INVESTMENT
Option 1:	Business package, all equipment	\$49,000
Option 2:	Business package, no equipment	\$37,500
Option 3:	Business package, all equipment & S.P.P.	\$21,000 deposit + S.P.P.
Option 4:	Business package, no equipment & S.P.P.	\$9,500 deposit + S.P.P.

### THE COMPLETE SPRAY PAVE BUSINESS PACKAGE INCLUDES:

• Spray Pave Licence (modules discount applies)	\$15,000
• Full Spray Pave training & support	\$22,500
• All your equipment	\$11,500

NB: Purchasers of the full business plan can save up to \$5,000 from the purchase price by deducting the following modules:

MODULE	PRICE DEDUCTION
1. Non slip tile treatment	\$1,250
2. Insurance policy	\$1,250
3. 20 guaranteed customer leads	\$2,500



**CONSIDER  
SPRAY PAVE'S  
GUARANTEED  
WORK OPTION**

Spray Pave's national freecall centre receives numerous enquiries every week from around Australia. We pass every call on to the operator with a business nearest the caller's postcode. While some Spray Pave operators receive enough work this way, you can purchase one of three Spray Pave Guaranteed Work options at any time.



## Guaranteed Work\* Options

OPTIONS	COST	GUARANTEED GROSS REVENUE	DURATION OF PACKAGE
Package 1	\$5,000	\$12,000	Within 4 months
Package 2	\$10,000	\$24,000	Within 8 months
Package 3	\$15,000	\$36,000	Within 12 months

\* Guaranteed work or your money back



### Conditions of Optional Guarantee of work

- 1) "Guaranteed Gross" is the total amount the customer/s pay for the works.
- 2) Guaranteed work will be offered once SPA is satisfied the operator has obtained suitable experience.
- 3) Guaranteed work is sourced from a regional population of more than 80,000.
- 4) "Operators" outside Adelaide metro area will incur extra expenses for travel, accommodation and car hire for two adults from Adelaide to source & secure their guaranteed work.
- 5) If Spray Pave does not provide you with the agreed guaranteed work\*, we will pay you the GROSS shortfall amount at the conclusion of the Guaranteed Work period.

# 5

## TRAINING

Preparing You For Success

Take advantage of Spray Pave's Training and Administration Package. Your Training and Administration Package will prepare you to run your business successfully.



### HANDS ON TRAINING ON SPRAY PAVE APPLICATIONS INCLUDING:

- |   |  |
|---|--|
| 1. Eight stage cleaning & preparation processes | 11. Non-slip for steel, timber & f/glass   |
| 2. Waterless preparation                        | 12. Non-slip treatment for tiles           |
| 3. Spray Paving over concrete                   | 13. Waterproofing & moisture barriers      |
| 4. Spray Paving over asphalt                    | 14. Epoxy, Polyurethanes (Seamless floors) |
| 5. Spray Paving on walls                        | 15. Floor levelling machines & compounds   |
| 6. Spray Paving over pebble stone and tiles     | 16. Using grinding and polishing machines  |
| 7. Staining concrete (acid & water based)       | 17. Removal of old coatings                |
| 8. Clear and colour sealing                     | 18. Learn how to make your own products    |
| 9. Polishing concrete (prep & application)      | 19. Proper use of "spiked shoes & rollers" |
| 10. Imitation: timber boards, slate, sandstone  | 20. "Heads, stones, lobes, pads, drums"    |

■ Licence items





## Classroom Training

### FAMILIARISING YOU WITH ALL SPRAY PAVE RESOURCES INCLUDING:

1. The Spray Pave brand / trade name & logo
2. Customer interest free finance
3. Web site personal portfolio page
4. Marketing and administration pack
5. Customer contract / invoice (legal issues)
6. Sales and marketing including our DVD
7. Access to operators internet forum
8. Access to computer imaging software
9. Access to TV and newspaper ads
10. Access to re-ordering all above items
11. Accreditation certificate
12. 20 customer leads via SMS & E-mail
13. Insurance policy; eg. loss of income etc
14. Tax records including G.S.T
15. 24/7 Call centre, SMS secretary service
16. 24/7 Lifelong support on all issues
17. Details of suppliers' products
18. Unbiased R&D on new products
18. Business expansion & employing others

## Marketing & Administrative support

### YOUR SPRAY PAVE MARKETING AND ADMINISTRATIVE PACKAGE WILL INCLUDE:

- 6 display boards
- 4 site signs
- 500 A5 brochures & 15 A4 brochures
- 5 Spray Pave pens
- 1 Spray Pave shirt
- 1 Spray Pave cap
- 1 sales & marketing DVD
- 1 quotation request book
- 1 Spray Pave calculator
- 1 Spray Pave luggage bag
- Imaging software contact
- 2 sample masking & filament tape rolls
- 50 business cards
- 1 customer contract book
- Photo album with 25 photos
- Access to T.V. advertisement
- Samples of all advertising
- Website portfolio page access

■ License items.



### IN ADDITION TO THE ABOVE, YOUR SPRAY PAVE TRAINING PACKAGE WILL INCLUDE

- Flights and 2 nights accommodation to Adelaide (one person)
- Plus 2 days, on site follow-up training
- The Spray Pave Guide Book
- Full support from 8 Head Office staff, plus countless tips from all our operators across Australia, NZ and O/S

# 6

## EQUIPMENT

Choose the Spray Pave Equipment Items to get you underway

GET THE TOTAL  
PACKAGE FOR  
\$11,500



### Total Equipment Package:

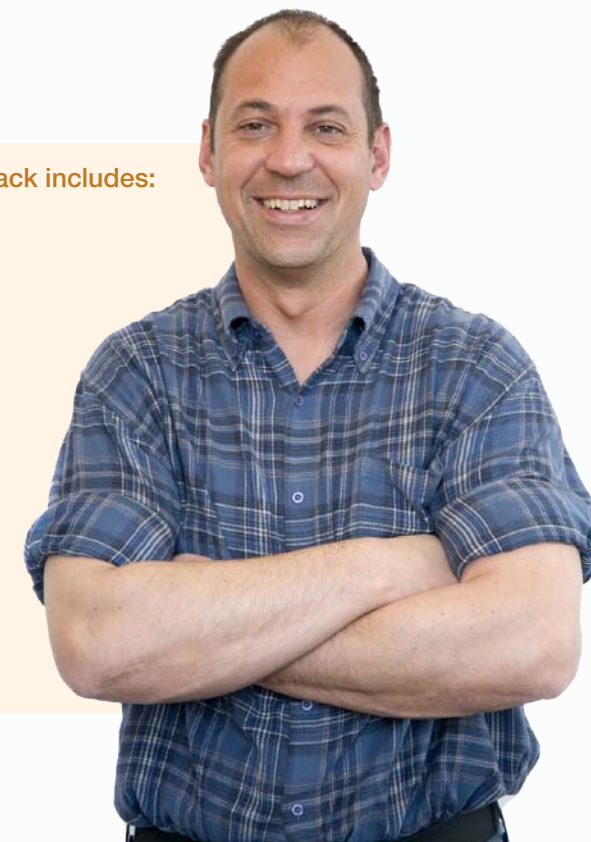
Any item can be purchased separately or the total package can be purchased.

OUR PRICE: **\$11,500** inc. GST



### License, Marketing & Administration pack includes:

- Name & Logo rights
- Marketing plan
- Customers contract, leads and finance
- Photo album
- Insurance policy
- Operators manual
- Site signs
- Display boards
- Sales DVD
- Brochures, Stationery, & Business Cards
- Uniforms
- Tax records, etc
- Accreditation certificate



12 MONTHS  
WARRANTY  
ON ALL  
EQUIPMENT!



### Spray Pave (Little) Hopper Gun.

- Holds up to 4 litres
- Sprays up to 6m<sup>2</sup> between fills
- Spray flat surfaces and walls
- Air on/off valve
- Air regulator
- Great for detailing and smaller jobs

OUR PRICE: **\$110** inc. GST



### Product Mixer.

- Designed especially for mixing heavy texture products
- Easy grip handles
- Paddle removes easily for transport

OUR PRICE: **\$420** inc. GST

### 13 cfm Air Compressor.

- Belt drive
- Trip resistant with long extension cords
- Filter and two gauges.
- Air and water dump valves
- Hose and fittings
- Easy to move around jobs

OUR PRICE: **\$950** inc. GST



“

If you can hold a hammer and follow training, you can Spray Pave. Some of my quotes are \$9,000 with 20% materials. ”

*Abe Ihmeari, Operator.*

Actual item and or price may vary at time of purchase. Freight will incur an extra charge



GET THE TOTAL  
PACKAGE FOR  
\$11,500

“

I only purchased two months ago and now I'm that busy,  
I don't know which way to turn. I have over \$50,000 of  
work booked and I've contacted Head office about my  
expansion ideas.”

John McDonald, Operator.

### Spray Pave Trailer

- 3.6m x 1.6m x 2.0m
- Custom designed for Spray Paving with many extras, inside and out.
- Custom sign-writing on sides and rear ramp.
- Mag / sunraser wheels.
- The ultimate marketing tool. Customers love the before and after photos.

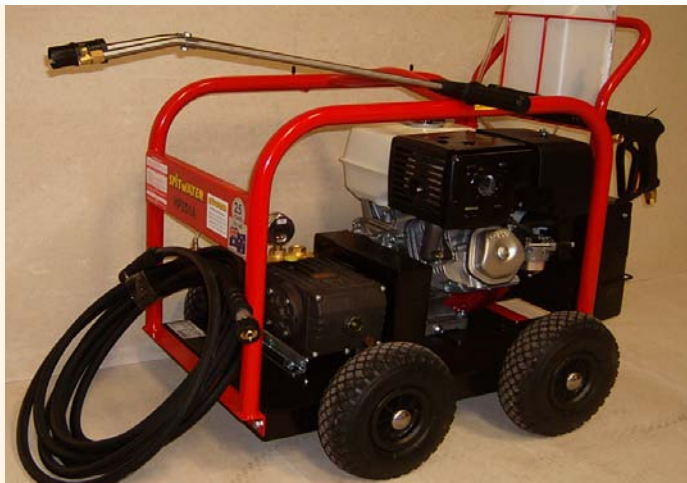
OUR PRICE: **\$5,300** inc. GST



### Spitwater High Pressure Cold Water Cleaner

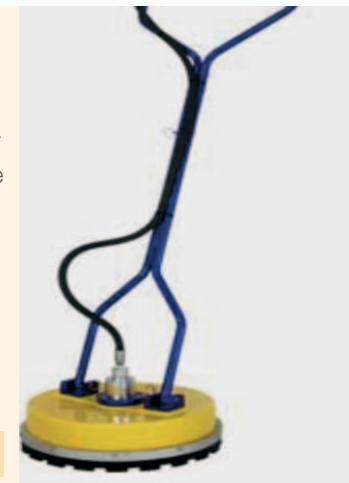
- Model 251A
- Includes many custom extras and fittings.
- Extreme reliability.
- Ideal size for standard cleaning and working with your Rota' Cleaner.

OUR PRICE: **\$3,450** inc. GST



- Connects to your Spitwater.
- A "T" section spins water out. Saves on water, time & money.
- A must have for all large and small jobs.

OUR PRICE: **\$1,200** inc. GST



### Blower / Vac

- Standard domestic unit.
- Removable front and bag.
- Light and easy to use.

OUR PRICE: **\$70** inc. GST

Actual item and or price may vary at time of purchase. Freight will incur an extra charge.



## ACT NOW!

Take the First Steps Today

If the idea of starting up your own Spray Pave business sounds great to you, please ensure you're comfortable with all the information provided in this kit and, for peace of mind, have a lawyer review the details on your behalf.

OUR  
SUPPORT  
PAYMENT  
PLAN MAKES  
GETTING  
STARTED  
EASY!

Then, click the link on this page (below) to view and complete the forms and return them to us with your preferred payment option. We'll take it from there to book you into a three day training program at our Head Office in South Australia and arrange delivery of any ordered equipment. Once you're ready to go, we'll implement a local marketing campaign on your behalf and provide you with 20 job leads to get you underway.

### PREPARE NOW TO GET THE MOST FROM YOUR SPRAY PAVE TRAINING!

Please complete the following forms to help us assess your own strengths and weaknesses for training processes. But don't be shy – this is not a test - at Spray Pave we're here to provide you with the training and support you need to run a successful Spray Pave business.



YOUR CASH  
FLOW AND  
ASSESSMENTS

DOWNLOAD FORMS 

“  
Pay for support as you  
go. How much easier  
can it be?”

Mr Chris Bylhouwer  
Founder and Managing Director

## The Spray Pave Support Payment Plan (S.P.P.)

At Spray Pave we offer a pay for support as you go plan. This means you can start your new business with a low deposit now, then pay for your support, over your choice of years.

We've put this offer together because we believe that people prefer to pay as they go. Plus we're confident that with our great national brand,

training systems and support, you're going to be fine.

Our S.P.P. interest amount is calculated by multiplying the interest rate by the years, then by the balance on the Purchase order. There are no account-keeping fees for upto 7 years and best of all you'll receive a 10% discount if forwarding all remaining payments. As you'd expect, all interest for the life of the

S.P.P. is pre-calculated before you sign any paperwork – so you'll know exactly how much the total amount is.

So now you can get your own business and new lifestyle underway immediately – knowing you can pay as you go.

NO  
APPLICATION  
OR ACCOUNT-  
KEEPING FEES!



## ACT NOW!

Simply fill in the forms  
below to get the ball rolling!

