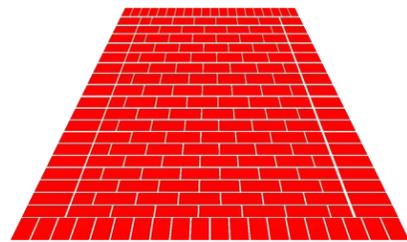




SPRAY PAVE AUSTRALIA

Est' 1991



www.spraypave.com

Established in May of 1991, Spray Pave was first conceived by founder Chris Bylhouwer during his involvement in a variety of renovation and maintenance projects, primarily for government departments. Over the course of his work, he received repeat enquiries about the cleaning and maintenance of concrete. After understanding the strong demand for the services he offered, Mr Bylhouwer made the decision to source out his concrete cleaning and decoration methods, and research the options available for his customers. Chris soon found that he was carrying out more work with concrete than he was in the renovation and maintenance field, and scaled his workforce accordingly. "I was pitching myself, talking to suppliers and gradually building the business,

making sure that what I was doing was right, and that the customers were happy," he says. Over time, Chris began to receive repeat business and recommendations from his initial customers, leading to larger-scale commercial work. Spray Pave opened its franchise model in 1998, selling 150 franchises over the next 8 years, until 2006, when the company transitioned to the license system that it uses today.

Spray Pave offers a broad span of services to its clients, all of which revolve around the decoration, resurfacing, and repair of concrete, from simple concrete cleaning, sealing, and coloured sealing, to epoxy work, staining work, polyurethanes, concrete polishing, and spray

paving, the company's namesake and key point of difference. While only dealing with existing concrete, the business is able to subcontract new concrete should the customer require it. Spray Pave additionally offers the creation of imitation floorboards, granite, and slate, as well as custom layered designs.

The business licensee system that Spray Pave currently operates differs in many ways from the more commonly used franchise model. "A lot of franchise systems will say 'be your own boss,' but really in Australia, it is very difficult to be your own boss in a franchise," Chris says. "A franchise has a many fees, rules, regulations, a government code of conduct, lots of controls, and so you could argue, you're not really your own boss in a franchise system." Under Spray Pave's licensing system, there are no rules, controls, fees or regulations, allowing a licensee to conduct his or her business in



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RV Trailers is a small family owned & operated custom trailer manufacturer in Adelaide's northern suburbs. Started over 10 years ago by Geoff Pratt, RV Trailers has flourished as a specialised trailer manufacturer. RV Trailers prides itself on it's quality workmanship, attention to detail, and that RV does not mass produce trailers but designs and builds each trailer to the clients individual requirements. RV Trailers is also a registered inspection point for trailers to be registered.



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