

Kelowna Safety Surfacing

Franchise Program

You had expressed interest in the Kelowna Safety Surfacing Franchise program.
The website is www.kelownasafetysurfacinginc.com

Kelowna Safety Surfacing is a Business Opportunity, which is like a franchise with a few differences. First and foremost, we have no ongoing royalties, you keep 100% of what you make less CPSI fall zone layouts and testing (built into tender quotes). While we allow you to use the KSS's branding and logo, the business is in your name and you own it. We will show you how to operate your business and cannot dictate you follow our advice. It is 100% your business to operate as you like.

Within this document there are a couple of sections for your review including colors and warranties we offer along with our specifications that we stringently adhere to.

I am currently looking for 1 Franchise in Northern BC, 2 Lower Mainland, 1 Vancouver Island, 1 Edmonton and 1 Calgary. This is our expansion plan for 2020. We believe each area can sustain excellent revenue potential for 1 Franchise per location and we would cap our expansion to that. Franchisee Zones will be dictated by postal codes.

We will train you on the install process. You would travel to our location (Jobsite) and work with the KSS crew for a job or 2 depending on your comfort level. You would utilize our Fall Zone CPSI certified inspector and testing equipment for laying out the fall zone and for approval testing (this would be built into the quotations that accompany any Request for Proposal or Tenders for playgrounds.)

KSS works a lot with certain Play Equipment Companies and we have 8 possible projects with them slated for 2020 already. We also have meetings in the next two weeks with 3 other Playground suppliers that are looking for a good to surfacing company. KSS has built an excellent reputation within the industry and are now being sought out to install for equipment companies. We will be laying out territories for each Franchise.

KSS makes its profit from the sale of materials to the Franchisee at a rate of 5% per kg on the sale. KSS will take this small mark up on all materials that flow through to the Franchisee on our Supply orders. This will allow for the Franchisee to sustain a profitable business model.

KSS reserves the right to first right of refusal (at FMV) the purchase of any Franchise business if the Franchisee chooses to leave the industry. Moreover, KSS reserves the right to cancel a Franchisee's membership if the Franchisee doesn't adhere KSS's standards of quality. We encourage the franchisee maintain impeccable standard of Quality/Excellence.

Anticipated Profit for a Franchisee are as follows:

Playgrounds	12% - 18% margin
Pool Decks	18% - 25% margin
Walkways/ Driveways	30% - 45% margin

***Note these number are driven form historical data on our projects.

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Start up Packages A & B.

Package A

app \$14,000.00 Can

- (1) Mortar Mixer, 12 cu recommended, 2inch ball hitch.
- (1) Finishing Roller & pull behind tray
- (1) ½ Drill & Paddle
- (1) 6" Angle Grinder
- (1) Push broom
- (1) Spade
- (1) Grain Shovel
- (1) Landscape Rake
- (2) Set of Knee pads
- (2) Utility Knife & Replacements
- (1) 12" measuring wheel
- (1) Wheelbarrow 6ft
- (1) Roller Handle
- (1) Case Roller Sleeves
- (2) Pool Trowel
- (1) Straight Trowel
- (2) Trowel basin
- (1) Caulking gun
- (1) Box of Wax
- (40) 3/8 Schluter Edging White

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Package B:

app. \$20,000.00 Can

- (1) Mortar Mixer, 12 cu recommended, 2inch ball hitch.
- (1) Compactor 120 lb
- (1) Finishing Roller & pull behind tray
- (1) ½ Drill & Paddle
- (1) 6" Angle Grinder
- (2) Push broom
- (1) Spade
- (1) Grain Shovel
- (2) Landscape Rakes
- (3) Sets Knee pads
- (2) Utility Knife
- (1) 12" measuring wheel
- (1) Wheelbarrow 6ft
- (2) Roller Handle
- (1) Case Roller Sleeves
- (2) Pool Trowel
- (1) Basin
- (2) Caulking gun
- (1) Laser Level & Stand
- (1) Box of Wax
- (80) 3/8 Schluter Edging white

Note:

**Neither package includes a trailer or Cube van to work from.
One is required for this business.**

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WARRANTY PROGRAM

Environment and Sustainability:

Base layer is to be recycled tires (SBR) sourced from a BC provider (Western Rubber) if it is Granted project. If not, a Tire Stewardship Granted project then KSS is free to source other suppliers.

Ease of Maintenance and Ability to Patch/Repair:

Kelowna Safety Surfacing is offering a patch / repair program for KSS installed playgrounds for a **10-year** period that is no charge to the owner. This is on the product only. Travel costs to the location would be paid by owner.

Maintenance for the system is simply a hose down as required. It is recommended that a high-pressure hose is not used closer than 24 inches at a 2200 psi as potential damage may occur any closer.

If blow out was to occur due to high-pressure hose this would not be covered under warranty and depending upon the severity of the damage, it may or may not fall under maintenance repair program.

Top-Coat Program:

Please note that KSS recommends that a top-coat roll be done at about the 7 to 8-year mark to extend the life of the surface. This is **NOT** part of the patch & repair program but if the owner would like to pre-purchase this program, we would offer that at time of contract for ½ price on today's pricing. Cost is calculated on square footage and material cost.

Surface Quality and Warranty:

Kelowna Safety Surfacing will warranty the surface for a **5-year** term against improper installation and manufacture's defects. Kelowna Safety Surfacing will not warranty anything that is deemed to be abuse or normal wear and tear. Kelowna Safety Surfacing will keep the blend record on file indefinitely and offer a repair KSS installed playground program for **10 years** at no charge on material only, not including travel costs (see previous section).

Kelowna Safety Surfacing is one of a few companies in Western Canada that owns a TRAIX impact testing machine, we are including a yearly testing at no charge for **5 years**. Normally we will charge this out at a \$1,000.00 per day consulting fee plus all travel expenses.

MSDS Sheets to available upon award.

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KSS Color Chart

Product: Fairmount


Note: Standard quoting product on all tenders unless otherwise specified.

ECOLASTIC PLAY

Safety That's Here to Stay

EPDM* granules designed for softness, resiliency and color fading resistance. ECOLASTIC PLAY is suitable for the installation of wet pour safety surfacing in playgrounds and jogging tracks.




*EPDM = Ethylene Propylene Diene Monomer


									
80 Red	82 Grey	83 Yellow	85 Light Blue	88 Earth Yellow	89 Brown	90 Forest Green	91 Apple Green	92 Purple	
									
93 Beige	94 Eggshell	95 White	96 Bright Red	97 Light Green	98 Cream	100 Teal	104 Bright Orange	108 Tea Green	109 Navy Blue

- Color fading resistant - tested under ASTM G154 and exposed to 1,000 UV hours
- Soft and shock absorbent even after exposure to outdoor weathering
- Compatible with a wide range of MDI prepolymers or binders



Organic pigment based coloured EPDM which are less stable in terms of fading resistance have been UVS-enhanced. The addition of UV absorbers and improved design of the polymer structure will enhance the UV resistance significantly.

Sizes	1-4mm	1-3mm
		
		



Natural colours may vary from the actual product when viewed on print/screen mode. Samples are available upon request. We strongly advise the sighting of actual samples before selection is made as Fairmount will not be held responsible for variation in the colours selected and the end product received.

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Product: Milos

Note: Milos product line is a premier line of color and adds some increase to the costs, also need to verify availability on orders, could be 8 weeks delivery.

Standard colours | Special colours



Standard colours

	Red Code: 46 0000 RAL: 3016		Blue Grey Code: 46 1000 RAL: 5014		Capri Blue Code: 46 1500 RAL: 5019		Sky Blue Code: 46 1800 RAL: 5015
	Yellow Code: 46 2000 RAL: 1012		Beige Code: 46 2100 RAL: 1001		Eggshell Code: 46 2400 RAL: 1015		Brown Code: 46 2800 RAL: 8024
	Pearl Code: 46 2900 RAL: 1013		Slate Grey Code: 46 3100 RAL: 7015		Purple Code: 46 3400 RAL: 4005		Light Grey Code: 46 3800 RAL: 7035
	Black Code: 46 3900 RAL: 9004		Patina Green Code: 46 4000 RAL: 6000		May Green Code: 46 4100 RAL: 6017		Signal Green Code: 46 4600 RAL: 6032
	Reseda Green Code: 46 4700 RAL: 6011		Turquoise Blue Code: 46 5400 RAL: 5018		Orange Code: 46 5500 RAL: 2004		Rainbow Green Code: 46 5600 RAL: 6025
	Earth Yellow Code: 46 5700 RAL: 1006		Teal Code: 46 5800 RAL: 5024		Rainbow Blue Code: 46 5900 RAL: 5017		Rose Code: 46 7500 RAL: 3017

*The RAL colour specifications are non-binding approximations. Differences in colour of the images are due to printing process.

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KSS Specification Sheet

SPECIFICATIONS FOR POURED IN PLACE RUBBER SAFETY SURFACING

1.0 General

- 1.1 Section Includes: Resilient playground surfacing Poured-in Place system
- 1.2 Related Work: Sub-base and playground equipment
- 1.3 Description: Provide all material, equipment, and labour for the installation of the poured-in-place playground surfacing
- 1.4 Quality Assurance: The manufacturer shall have installed poured in place rubber surfacing for playgrounds for a minimum of five years collectively in the province of British Columbia. Manufacturer shall provide Two (2) BC playground installation references. Manufacturer shall have independent fall height data according to ASTM 1292 & or CAS Z614, and all installations shall be done by manufacturer certified technicians, under the guidance of our PM who is Canadian Playground Safety Institute (CPSI) certified.
- 1.5 Installers: Rubber surfacing installer shall be a Canadian Certified Playground Inspector (CCPI) and be present on site at time of installation. (Job site Foreman)

2.0 Submittals

- 2.1 Manufacturer product literature, installation specifications, fall height testing, and MSDS Sheets

3.0 Products

- 3.1 Product: **SafeZone**
- 3.2 Manufacturer: Kelowna Safety Surfacing, Kelowna BC, 778 581 2761
- 3.3 Description: A rubberized safety surface, which consists of a base layer and a wearing course. The base layer is composed of recycled rubber and the wearing course is composed of 1-3mm rubber (EPDM) granulars. Both the base layer and the wearing course are bound together by a 100% MDI moisture cured polyurethane binder.
- 3.4 Materials: SafeZone is manufactured from SBR and EPDM rubber, which is mixed with 100% MDI moisture cured polyurethane binder.

4.0 Installation

- 4.1 Base layer: Recycled rubber is mixed in a mechanical mixer with the polyurethane binder. The mixing ratio of binder to rubber is to 14% by weight. The mixed product is then trowled to depth (thickness of rubber will depend on fall height requirements) on a prepared sub-base.
- 4.2 Wearing Course: Rubber granulars are mixed in a mechanical mixer with the binder. The mixing ratio of binder to rubber is to 20% by weight. The mixed product is trowled on top of the base mat, which has been primed with a 2-1 binder-acetone mixer, to a depth of 12mm. Colour choices and blend ratios to be selected by the Owner.
- 4.3 Quality Control: The surface level shall not vary more than 5mm over 3m and the rubber blend shall be even and consistent.

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5.0 Warranty & Maintenance

5.1 Environment and Sustainability:

Base layer is to be recycle tires (SBR) sourced from a BC provider (Western Rubber) if Granted project, if not granted then KSS is free to source other suppliers.

5.2 Ease of Maintenance and Ability to Patch / Repair:

Kelowna Safety Surfacing is offering a patch / repair program for KSS installed playgrounds for a **(10 year)** period, that is no charge to the owner. on the product, only travel cost to the location.

Maintenance for the system is simply a hose down as required, it is recommended that a high-pressure hose is not used closer than 24 inches at a 2200 psi as there may be a potential damage occurred any closer.

If blow out was to occur due to high-pressure hose this would not be considered a warranty issue and depending upon the severity of the damage, it may or may not fall under maintenance repair program.

5.3 Top-Coat Program:

Please note that KSS recommends that a top-coat roll be done at about the 7 to 8 year mark to extend the life of the surface, this is **NOT** part of the patch & repair program, but if the ownership would like to pre-purchase this program we would offer that at time of contract for ½ price on today's pricing. Cost is calculated on square footage and material cost.

5.4 Surface Quality and Warranty:

Kelowna Safety Surfacing will warranty the surface for a **(5 year)** term against delaminating, premature wear, and colorfastness. Kelowna Safety Surfacing will not warranty anything that is deemed to be abuse or normal wear and tear. Kelowna Safety Surfacing will keep the blend record on file indefinitely and offer a repair KSS installed playground program for **(10 years)** at no charge on material only travel costs (see previous section).

Kelowna Safety Surfacing is one of a few companies in Western Canada that owns a TRAIK impact testing machine, we are including a yearly testing at no charge for **(5 years)**. Notable; (We charge this out at a \$1,000.00 per day consulting fee and all travel expenses.)

MSDS Sheets to available upon award.

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FAQ

CAN I HIRE SOMEONE TO DO THE WORK AND I MANAGE THE BUSINESS?

Yes, we recommend you run a crew of 3 or 4, we have all our guys as contractors, so we don't have any direct employees.

DO YOU RECOMMEND A VAN OR TRAILER?

This is truly a matter of personal preference; our crew runs a cube van as our site truck. They each come with pros and cons and we'll be happy to discuss these in detail.

DO I GET MY OWN TERRITORY?

Yes, territories will be assigned by postal code.

WHAT ABOUT TRAVEL AND ACCOMMODATIONS?

That is typically handled through Live out allowance and factored into the quotation at time of bidding the project.

DO YOU OFFER FINANCING?

No, we don't have a financing option in place.

HOW DO YOU DEAL WITH COLD WEATHER?

This is an outside seasonal opportunity, we typically we close around Nov 1st in the Okanagan and that will differ amongst geographical regions. We don't work under 5 degrees Celsius.

CAN I COME FOR A VISIT BEFORE COMMITTING?

You can, but we work from home offices, so it would be better to visit a jobsite or project that have been completed.

We look forward to hearing from you.

Regards,
Dean Mandryk
Kelowna Safety Surfacing
778 581 2761

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