



RubberDek / CURBMATE® USA
6869 Stapoint Court, Suite 115 / Winter Park FL 32792
Off: 407-678-4885 Fax: 407-678-3275



*Decorative Concrete Curbing never looked so good!
Nor Made so EASY to Install!!*





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Greetings,

Thank you for inquiring about our Curbmate Curb Machines and Support Equipment. I am sure that you will be happy with your decision to go into business for yourself. We hope to be able to help you with your decision as you look at our quality equipment. We will be glad to assist you whether it is your intention to start a new and exciting business or if you are an existing contractor and just looking upgrade your equipment line.

Curbmate has been in business now since 1983. Our equipment has been patented and our processes proven. Our current improved machine has been pumping out edging since 1988 with only minor modifications. It is so well proven in the landscape edging industry that it has become the standard of excellence with its speed, durability, and longevity. Curbmate's machine is ram-driven. The compaction ram is unequalled when it comes to the extrusion of zero-slump concrete for landscaping. It does not just squirt out concrete like other machines do. The Curbmate machine actually compacts the concrete before it finishes forming it and extruding it. It is propelled off of the extrusion at the rate of 16 feet per minute. You can immediately finish with a variety of quick-finishing trowels and be on your way with the next load. This machine is fast, efficient, very durable, and yet light and portable. You will love this machine like thousands of other operators do.

We also offer other essential support equipment such as mixers, trenchers, sod-cutters and trailers. We concentrate only on the highest quality equipment because we want you to be satisfied. We have personally tested almost every mixer and cutter on the market and we are sure that we have the best. Other installers have also given their input, which we appreciate greatly. Because we are nationwide dealers, we are able to pass on incredible prices and you will be able to get these products serviced in your own location.

Rubberdek is a distributor of Curbmate Curb Machines and Support Equipment.

We handle all customer support as well as training for Curbmate Clients.

Training is held two times a month at our Orlando Facility and personal trainings can be arranged.

Customer Support Hours are 9am to 5pm Eastern Time Monday thru Friday.

Our Toll Free Customer Line is 866-531-9779 and 407-678-4885 for those outside the United States.

Thank you,
Management



Curbmate History

This is a return letter that the president sent in regards to a question of concern on which company to choose:

Hello Danny,

I appreciate your concerns and am hopeful that you will get some responses from curbers throughout the nation. Curbmate has been in this business since 1983 when I personally purchased a curbing machine from American Curbmaker (actually a franchise back then which required the purchase of 8 units) and started curbing. Our initial machine was a major piece of work. My 8 machines cost me \$80,000. The machine ran okay, but was extremely slow. When the "bottom end" went down, you had to purchase another machine because of the way it was designed. Troweling was a major effort because of the quality of the extrusion and the quality of the training, which was insufficient to say the least. The initial purchasers (6 of us) were very disgruntled. After a year and a half of curbing, 5 of the 6 had quit, leaving me a lone ranger. American Curbmaker had changed hands and became know as ACM and then as Curbmate by 1985. It was at this time that I became more involved with the parent company and eventually came to own a piece of it. Over time I was able to purchase more and more of the stock and am now the majority share holder.

The reason for the history here is that we (Curbmate) went through some major developmental changes as well as designing and redesigning the machine. Input came in from myself as well as several other curbers as the years went on. Our patents, which issued in 1987 gave us a major leg up in that it allowed for the compaction ram system with an interchangeability of rams and slip forms. At that point other systems, in an attempt to get around the patent, came about. They were the auger system and the orbital ram. Both are inferior and don't give a true straight-on compaction. They both have major wear issues as well when compared to the compaction ram system. Neither gives the curbing the compaction that the Curbmate system gives. We even looked at offering similar systems and even did some designing and testing to see if we should. The overwhelming consensus from our testing curbers was to stay with the compaction ram system that we had patents on.

A long story shortened is that Curbmate has stayed with the same general system since it's inception in 1983. What did change was the way the machine extruded the curbing. We completely changed and overhauled the bottom end so that it was more true to the product coming out. We made it so that it was easily and inexpensively replaced without affecting the production of the curbing or changing the machine's integrity. It also lasts (in most cases) between 50,000 feet and 100,000 before it needs replacing...and then only \$200-\$300 and an hour of work is needed to make it like new again. We made it fast. Most of our machines will lay (at optimum, not considering the efficiency of the persons running the machine and shoveling in the product) between 20 and 40 feet per minute. We have made improvements in hopper design, ram design, form design, stainless steel options, braking systems, turning radius ability, tie rod design, back end design and many other minor and major improvements. Basically what Curbmate did was listen to it's curbers.

The final result of all of the years is a much improved machine. It is as fast or faster than the competition. It compacts better than any other machine. It turns tighter radii than other machines. It's compaction advantage leads to much less troweling and hand work and so Curbmate's curbers make more money



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because of the labor factor. The Curbmate machine lasts a lot longer than other machines because of it's design and it's internal and external construction...especially with the new stainless steel components.

What the new generation of the Internet has created for us, and what is difficult to combat, is what you see at first blush on a website. The customer no longer knows what to believe. It has been a major frustration for someone like me who has been in this business now for over 23 years. I see copycats, I see untruths and halftruths, I see major discrepancies in machine claims, etc. We even have one "competitor" out there who bought a 20 year old machine from us used, took it to a guy who knocked out all of the dents, etc., painted it another color (purple) and then claimed to have produced this new, patent-pending machine! So, what he has is the technology of a machine produced by us in the 1980's and is marketing it cheaper and claiming that it is "new" and will do what ours will do. Shame, shame, shame. Even claiming patent pending is an outright lie. And yet, on the Internet people get away with misrepresentations all of the time. This is what frustrates me and I think this is part of what frustrates the person whose inquiry I am responding to. Well, I have that off my shoulders now.

Anyway, that will give you a little history on Curbmate and the reason that we are still number one in the country. We have sold approximately 3,000 machines to date and our curbers are the best. Again, the reason is simple: Curbmate listens to its curbers and our machines reflect that. Secondly, our training is unsurpassed. We not only offer installation training, but business and marketing training that helps our curbers to make more money and stay ahead of their competition. Thirdly, we answer our phones and we stay in touch with our curbers. Jon and Lore and Dave and Darrin and all that work for us are second to none in customer service. We have headquarters in Utah for the West and in Florida for the East.

Okay, now I am close to over-selling. Obviously this business means a lot to me. I hope that other curbers will respond to your question. Please give us a call and let us give you the names of our Curbmate curbers that can give you their perspective. Our number is 801-796-5833 in the West and 866-531-9779 in the East.

Thanks for listening.

Larry W. Rose
President
Curbmate Corporation



WHAT MAKES CURBMATE SUCH AN EXCITING NEW BUSINESS?

As a business consultant it is very difficult to recommend new businesses to a client. Over the past ten years 80% of all small business ventures have failed, many within the first year. The exciting new product and business that the Curbmate machine produces, however, overcomes many of the problems that cause new businesses to fail. There are some of the reasons that CURBMATE makes such an exciting and successful new business:

- 1. QUICK START-UP:** Once the equipment has been purchased and delivered, work can begin. Training is completed within a few days. With a very simple sales program, you don't have to wait for weeks before you are really in business and reaping profits. Curbmate is always available to assist in this process.
- 2. LOW INITIAL COST:** Frequently the one item that keeps many potential new businesses from leaving the starting gate is the high cost of getting into business. The Curbmate business requires the purchase of some very simple and inexpensive equipment. Beyond these initial purchases you need only a minimal amount to purchase cement and sand, and you're in business!
- 3. LOW OVERHEAD:** This business is definitely *not* overhead intensive. Most begin either working in conjunction with their existing business or out of their homes. The customers want on-site estimates. They have no reason or desire to come to your office or place of business. A telephone is about all that becomes necessary to start up.
- 4. CASH FLOW:** A big plus. A major business killer is lack of cash flow. Frequently a product is produced at the expense of the business, sold at the expense of the business, and then collected as a receivable after weeks or months, thus inhibiting the ability to produce more goods. More often than not, the materials purchased in the morning for a Curbmate job are paid for in the afternoon when the customer pays for the work. Cash is generated immediately to pay for materials, labor, sales, *and your profit*.
- 5. ITS NEW:** And yet its not so new! People know they need edging. They've needed it for years. They use wood, plastic, steel, bricks, cement, or none at all (which entails a lot of shovel work). Most would prefer cement but fear of damage to their landscaping, high cost, or inexperience keep them from installing it. Curbmate produces a cement border. But this one is different and people recognize that and get excited about it. Its new, and yet its not.
- 6. FITS A NICHE:** Many small businesses start up without a niche in the marketplace. Curbmate has one, if you don't believe it, go to your neighbors, show them pictures of the product and ask them three questions:
 - A. Is something like this needed?
 - B. Do you like it?
 - C. Would you buy it?You'll be pleasantly surprised!
- 7. DIVERSE PRODUCT MARKETS:** This product is not sold to a narrow market segment. It has a diversity of users and uses. Our customers range from housewives to building engineers, landscapers and contractors to building architects. The cement curb that the Curbmate machine produces in the residential consumer market alone is used for such things as decorative landscape edging, driveway borders, sidewalk curbing, raised-bed retainers, tree borders, tree and shrub wells, and a multitude of other uses.
- 8. PART-TIME OR FULL-TIME BUSINESS:** This particular business has the flexibility which many industries lack, thus making it adaptable to the owner's needs. He or she can either jump into it with both feet and get it moving quickly, or work into it slowly as judgement and necessity dictate.
- 9. CUSTOMERS KNOW THEY NEED THE PRODUCT:** There is no question that landscaping needs edging and borders. People like products that are durable and functional. CURBMATE fills the need.
- 10. PEOPLE LIKE THE PRODUCT:** Very few people dislike the beautiful continuous concrete edge that Curbmate produces. They find it not only durable and functional, but attractive and stylish. These benefits make it a marketable item and a successful, exciting business. The new Designers Series adds even more options to make this product even more attractive.
- 11. TRAINING AVAILABLE:** When you purchase the Curbmate machine and other equipment you have the basics to get into business. There is training available at additional cost in both installation and the business aspects for this industry. Our expertise comes from experience and we can get you started on the right foot much more quickly than if you start on your own.

As you investigate and look in the Curbmate business you will find that it has the business characteristics that will make it both successful and exciting. Please feel free to call us and discuss any questions you may have.

Thank you,
Management



K.I.S.S.

On a personal note:

Here at Curbmate we have a philosophy: **KeeP It Simple Stupid.**

Unlike most other companies offering equipment, we have our own full time installation crew. In fact, that is exactly who trains you during the hands-on section of our training classes. So you see, we know what works and what doesn't work, which has made us a major installer throughout Central Florida. In the last 11 years, we've made the mistakes and have learned from them....in the field and in the office. Let us share that knowledge with you.

We are in the business to truly see you be successful. We are not in the habit of selling things that will be essentially useless. We would rather you use that money for advertising and marketing for your business so you can be sure to be successful as well.

That being said....If you don't see it, and your heart is truly set on it, we can get it. In fact, we probably have it; such as lights, other molds etc. I would recommend however to contact one of our representatives to discuss your options or at least to get some advice on what is and is not essential.

For example: Walkway paths. We actually have them. But you will not see them on our rig. Therefore, we don't push them on our clients. They are collecting dust, just like they probably will for you. And for a price range of \$500 to \$2000 for the walkway path's, you would agree that the money could be spent better elsewhere. Wouldn't you?

This open ended honesty is what our company is about. We hope you realize that as well and consider us as your equipment provider, as well as guidance and support, for your new business.

We wish you a lot of success.



**The Original Stainless Steel
 Cobra by Curbmate
Innovation.....not imitation!**



Stainless steel body, Removable, cylindrical, stainless steel hopper, Quick release slip forms, Rear wheel assembly, Sliding tie rod, Forward and reverse brakes, Variable stroke length, 3 HP Honda gas motor, ¾ HP electric motor available, 16' per minute.

409EX Gas Extruder



- Low Center of Gravity
- Throttle Controlled Speed
- 2.5 Hp Honda
- Shorter Length provides tighter radius
- Smoother Circles and Turns
- Speeds Up to 16' A Minute
- Electric or Gas Models Available
- Quick Release Slipforms
- 3 Speed Adjustments

All of our machines come with slip forms and trowels!



The Curbmate 509 Commercial / Residential Curb Extruder



- **Power:** 4 hp Honda, Centrifugal Clutch, Fast, Quiet, Efficient, High Torque, Speed and Adjustment
- **Smooth Hard Compaction:** Cut Trowel Work Time, Eliminate Voids, Handles Aggregate Easily
- **Interchangeable:** Undercarriage, Forms, Rams Allow for Residential and Commercial Flexibility
- **Adjustable:** Long Strokes, Medium Strokes, Fast Speeds or Slow Speeds, All adjust to your needs
- **Wide Stance:** Large Tires, Low Center of Gravity, Increased Stability for STRONGER Curbing
- **Heavy Duty:** Durable, Strong, Powder Coated, or stainless steel upgrade available.
- **Solid, Heavily Compacted Concrete:** Use Mortar Sands, Concrete Sands, Stone Aggregate... It all Comes Out Firm, Solid with Fewer Voids and Less Trowel Work, Ready for Texturing or Stamping: **SOLID!**



All Curbmate Equipment has the following characteristics:

- **PATENTED**
- **RELIABLE**
- **LIGHTWEIGHT**
- **DURABLE**
- **PROVEN SINCE 1983**



Installation Trailers for the Curbing Contractor

The First to offer “*Aluminum Trailers.*”

- * Lighter than the Steel trailers
- * Comes in 18’ and 23’
- * Can be re-polished
- * Won’t rust
- * Easier to clean
- * Fully customizable

23’ Trailer seen with Cobra, Trencher, and Designer Series Stamp Package



Enclosure with a swing door, and optional sliding ramp.



All trailer packages include a 7 cubic foot Whiteman mortar mixer with a Polyethylene drum for easy cleaning. Trailers also come with electric brakes, an emergency release brake, and a standard trailer tongue, or an optional goose neck.

A full aluminum trailer is also available. The interior and exterior is fully aluminum. The only steel on the trailer is the cross beam where the axles rest and the ball hitch. No large trucks are needed to pull these trailers. The 18’ trailer weighs 2,160 lbs. with the mixer attached. The 23’ trailer weighs 2,680 lbs. with the mixer attached.





TRAILER SPECIFICATIONS

- 18' to 23' Overall Length
- 3200 lbs. empty weight
- Dual 7000 lb. heavy duty axles (14,000 GVW)
- Torflex axles
- 16 inch wheels with 10 ply tires
- 4-wheel electric brakes
- Break away switch and battery with safety chains
- 2-5/16" Commercial sized ball coupler
- All steel constructed with 12 gauge steel
- Standard paint is gray – other colors are available
- Open mixer frame for easy cleanup
- Closed or open trailers available.
- Other custom options available

***Available in 7-, 9-cubic foot capacities,
with your choice of power and drum materials.***

**Trailer/Mixer Set-Ups "Created for Installers BY Installers"
CUSTOM and SMALLER TRAILERS AVAILABLE**



Whiteman Mixers

Whiteman mixers have the features, quality, and engineering excellence preferred by the professional contractor.

The heavy-duty 8 hp mixers are reliable, easy to maintain and are available in a full range of sizes and engine configurations for most any application.

Easy clean Polyurethane drum.





**RYAN JUNIOR 12”
 SODCUTTER**
**The Landscaper’s Choice for
 “Sod Removal”**



5-HP (4.1 kW) HONDA
 Engine — Honda GX160, 4-cycle gas, recoil
 start, on/off switch, low-oil alert

Displacement — 9.9 cu. in. (163 cc)

Oil Capacity — .63 qt. (.6 l)

Clutch — Spring-loaded belt tightener

Drive — A-section, V-belt engine to gear case;
 double roller chain to blade
 eccentric shaft; gears and roller chain to
 traction wheels; transmission has
 separate dog clutches to engage cutting blade
 and traction drive

The Ryan Jr. Sod Cutter is the standard of the industry.
 For maximum traction and self-propelled action. 95
 percent of the machine's weight is on the knob tread
 drive wheels. With the Jr. Sod Cutter you get good
 balance, easy handling and responsive turning.

Drive Wheel — 2 wheels, 8 in. (20.3 cm) dia. knob tread,
 rubber vulcanized to cast-iron hubs

(here is more of that honesty mentioned earlier)

Although the sod cutter is an excellent machine, a much
faster and **economical** choice would be the bed edger,
 saving you **time** and **money**. It truly would be the
 better option for your business. But both are available
 if preferred.

TrenchMaster BedEdger



The TrenchMaster Bededger with the curbing rotor is
 the ultimate too for defining beds for landscape curbing.
 The 8 hp Honda engine provides the power needed to
 trench in the hardest clays and the steer friendly rear
 wheels make for easy installing of curves and circles.

The BEDEDGER is a lightweight mini-trencher
 designed for ease of operation and maneuverability.
 Much more flexible than other mini-trenchers. By
 removing one nut and changing rotors you may grind
 small stumps, make standard trenches, prune roots, and
 much more. Cut across gravel and asphalt driveways

Engine: 8 HP Honda industrial
 Weight: 160 lbs
 Drive: Double belt pulley system
 Wheels: Steel with pneumatic tires
 Trench: 2 to 7 inch depths
 ½ to 9 inches wide



CURBMATE TURNKEY PACKAGES

Packages are customizable. Examples of possible packages are below.

Turnkey Package 1:

- Curbmate™ Cobra SS Machine
- 3 Slipforms / Molds
- 8 Finishing Trowels with Handles
- 7 cu.ft. Whiteman "EasyClean" Poly Drum Mixer 8hp Honda
- Trench Master Bed Edger F781H 8hp Honda with Curbing Rotor
- No Trailer In This Package
- 2 Days of Training

Turnkey Package 2:

- Curbmate™ Cobra SS Machine
- 3 Slipforms / Molds
- 8 Finishing Trowels with Handles
- 7 cu.ft. Whiteman "EasyClean" Poly Drum Mixer 8hp Honda
- Trench Master Bed Edger F781H 8hp Honda with Curbing Rotor
- 18' Open Trailer with Tandem 5K Torflex Axles 12,000 GVW
- 2 Days of Training

Turnkey Package 3:

- Curbmate™ Cobra SS Gas Machine
- 3 Slipforms / Molds
- 8 Finishing Trowels with Handles
- 7 cu.ft. Whiteman "EasyClean" Poly Drum Mixer 8hp Honda
- Trench Master Bed Edger F781H 8hp Honda with Curbing Rotor
- 18' Enclosed Trailer with Tandem 5K Torflex Axles 12000GVW
- Full Stamp Package with Installation Materials for 500 L.F.
- 500 Brochures
- 2 Days of Training

Turnkey Package 4:

- Curbmate™ Cobra SS Gas Machine
- 3 Slipforms / Molds
- 8 Finishing Trowels with Handles
- 7 cu.ft. Whiteman "EasyClean" Poly Drum Mixer 8hp Honda
- Trench Master Bed Edger F781H 8hp Honda with Curbing Rotor
- 23' Enclosed Trailer with Tandem 7K Torflex Axles 14,000 GVW
- Full Stamp Package with Installation Materials for 500 L.F.
- 500 Brochures
- 2 Days of Training

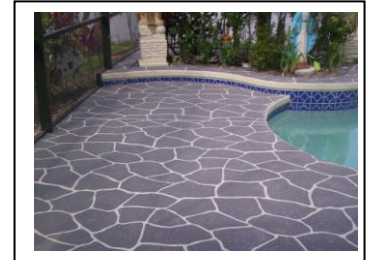


CURBMATE COMBO TURNKEY PACKAGES

Turnkey Package 5:

Spray Coat/Re-Coat – Deco/ Curb Combo Package

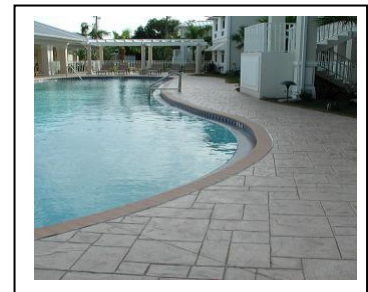
A Package 4
500 Brochures Curbing and 200 *Renew-Crete* Spray Coat Brochures
Material to do 1000sq.ft. of Spray Coat
Material to do 1500sq.ft. of Re-Coat
Includes All Tools Needed
Please Call for a Complete Inventory List



Turnkey Package 6:

Stamped Overlay / Concrete -- Deco/ Curb Combo Package

A Package 4
500 Brochures Curbing and 200 *Renew-Crete* Stamp Brochures
Material to do 1000sq.ft. of Stamp Overlay
Includes All Tools Needed
Please Call for a Complete Inventory List



Turnkey Package 7:

Spray Coat/Re-Coat—Stamped Concrete—Deco/Curb Combo Package

A Package 4
200 *Renew-Crete* Spray Coat Brochures
200 *Renew-Crete* Stamped Overlay Brochures
50 *Renew-Crete* Acid Stain Brochures
Material to do 1000sq.ft. of Spray Coat
Material to do 1500sq.ft. of Re-Coat
Material to do 1000sq.ft. of Stamped Overlay
Includes All Tools Needed
Please Call for a Complete Inventory List



Please Contact Us For Package Pricing



Curbmate Rollers

Cobblestone Roller



Wood Grain Roller



Belgian Roller



Spanish Roller



Granite Roller



Flagstone Roller



Castle Rock Roller



London Cobble Roller



Brick Weave Roller





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THE BUSINESS OWNER

As we look at the profile of a successful business owner in the curb-laying business we find many different qualities and characteristics. We would encourage you to take a look at yourself- your needs, capabilities, and desires, as you consider this opportunity.

MANAGER VERSUS INSTALLER

No matter how you choose to look at the landscape curbing business, you need to enjoy working with people. Some of the tasks that need to be performed are advertising, marketing, sales and job coordination, installation, and bookkeeping. As the owner you can choose whether you wish to be involved solely in management or in the actual installation process.

PREVIOUS MARKETING EXPERIENCE

Many are concerned that they lack the ability to be a good salesperson. The Curbmate product does not require high-pressure sales tactics. It is a very simple product with a very simple approach. Most of your jobs will come from people calling you because they want the curbing. Your job will become one of providing estimates and then closing the sale.

PREVIOUS CONSTRUCTION OR CEMENT EXPERIENCE

Not necessary! With a couple days of training and some hands-on experience you will find that "even a white-collar worker" can learn to operate the machine and produce a quality landscape border.

FINANCIAL CAPABILITY

Only you can decide if you have the ability to finance the purchase of the equipment and get into business properly. If you wish, you may call the P.D.C.S. office to discuss some general guidelines. P.D.C.S. also has alliances with leasing companies if you wish to lease the equipment.

DECISION MAKERS

This one is critical. To make a decision you need information. In this package we have attempted to give you the information you need. As you do your own market research and compile all the facts, sit down and ponder the results. Prepare a list of the "pros and cons". Determine how this business fits with your needs, wants, and desires. Then make your decision. Study it out, ponder, and decide. Only you can decide to DO IT!

WHAT CAN I DO NOW TO PREPARE FOR SUCCESS?

Now that you have decided and your purchase is being made, you need to be planning for success. Some steps that you may wish to get started on include the following:

- Find and record your business name as well as necessary license requirements. (Due to legal implications, the word "CURBMATE" cannot appear in your business name, nor may it be used in advertising or promoting your business).
- Establish your business telephone number and address. Many start from an office in their residence.
- Set up banking accounts and establish credit with sand and cement outlets.
- Check out and establish advertising accounts.
- Check into home and garden shows, mall shows, fairs, etc.
- Obtain lists and start contacting developers, architects, and landscapers.
- Start printing signs, brochures, work orders, business cards, etc.
- Work with your accountant in setting up your books as well as fulfilling federal and state requirements.
- Discuss your product with everyone. Be on the lookout for sales people, laborers, and customers!
- Sell some initial jobs in high-visibility locations. The Curbmate machine in operation is frequently its own best advertising.
- If you desire training, contact our office to set up the logistics.

For further information, please contact us.



THE FINANCIAL CONSIDERATIONS

There are generally two questions that most investors and entrepreneurs ask themselves when they are looking at a new business.

WHAT DOES IT TAKE AND WHAT DOES IT MAKE? On this page we will attempt to answer those questions based upon our experience and the experience of other operators. P.D.C.S and Curbmate Corporation make no prediction of earnings because they will vary depending upon your management, marketing, and operational skills.

WHAT DOES IT TAKE?

If you decide to purchase only the Curbmate 409EX Electric machine, your financial outlay will be \$5895 plus shipping. Included in this price is the 6" mower style slip form, 6"curb style slip form, and plunger. Additional slip forms, trowels, etc. are available at a nominal cost. Most purchasers also require a mortar mixer and a 16' trailer. We can help you purchase quality trailers and mixers separately, or set you up with our "Turn-Key Equipment Packages". There are no royalties or ongoing fees required by Curbmate Corporation or P.D.C.S. Curbmate does provide additional services and equipment, as well as quality printing advertising material to be purchased and used at your discretion.

WHAT DOES IT MAKE?

We have compiled data from operators across the country to help determine estimated expenditures. So that you can estimate your possible sales, expenditures, and profits, we encourage you to review the following financial assumptions.

ASSUMPTIONS:

- A.** Number of linear feet per day: An experienced crew of two or three can produce 250 to 500 feet of quality edging per day.
- B.** Revenue per linear foot: The Curbmate product is generally sold by the foot with the average price ranging from \$3.00 to \$3.75 per foot for natural gray. Additional revenue can be obtained by adding color, texturing and stamped processes to the base product.
- C.** Materials: All that is required to produce curbing is mortar or concrete sand, cement, and fiber (optional). We have found the cost to average \$.30 per foot.
- D.** Labor: Assuming that the owner is not part of his labor crew – Total Average cost is \$.90 per foot.
 - 1. Foreman/machine operator \$.50 per foot
 - 2. Laborer/mixer operator \$8.00 per hour
 - 3. Laborer/finisher \$8.00 per hour
 - 4. Optional laborer \$8.00 per hour
- E.** Government Items. Included in this category are taxes, workers compensation insurance, federal and state Unemployment, etc. Average cost is \$.20 per foot.
- F.** Overhead Items: This is difficult to determine, as they will vary depending upon your personal business management, Marketing, and operational skills. These include such items as phone, secretary, advertising, tools, commissions, etc.

FINANCIAL ASSUMPTIONS

Item	Value Per Foot	300' Daily	% Of Gross	Value Per Foot	300' Daily	% Of Gross
Gross Revenue	\$3.50	\$1,050	100%	\$3.75	\$1,125	100%
Materials	\$.30	\$90	9%	\$.30	\$90	8%
Labor	\$.90	\$270	26%	\$.90	\$270	24%
Government Items	\$.20	\$60	6%	\$.20	\$60	5%
Gross Profit Before Overhead	\$2.10	\$630	60%	\$2.35	\$705	63%



Hands-on Curbing Training.

TRY IT BEFORE YOU BUY IT!

Sign up for any of our 1 or 2-Day Curb Training Sessions. LEARN the IN's and OUT's of the exciting Curb Installation Business. We teach you everything from preparation to sealing as well as business aspects like how to market the product and how to run an efficient operation with tried and proven techniques. One of the most high profit businesses on the market today! If you like it and decide to purchase one of our turnkey packages, we will credit you the FULL cost of the training! What do you have to lose? Call us TODAY!



A lot of people ask us, "Is training really required?" In our opinion the answer is a resounding YES.

You are fortunate in today's curb equipment market, that training is available. A lot of the "old contractors" in this business had to learn the hard way, by TRIAL AND ERROR. Well as we all know, that errors cost money and that is no way to start out a new business.

We understand that! We offer comprehensive training in all aspects of this exciting business. Be assured that with over twenty years of successful installation of custom landscape edging in all conceivable conditions, that we can offer you "piece of mind" when it comes to learning this business. We have one of the largest networks of installers utilizing our equipment from coast to coast; this experience is at your disposal.

Our classes run on a regular basis. You make it down to sunny Orlando, and we will take it from there.



We know that application is only half the knowledge that will make you successful. Marketing yourself is the rest of the puzzle. Wouldn't you like to have the secrets that drive one of the biggest businesses of this kind? Well in this training we open our doors and show you how it's done.



Attend either our 1 or 2 day training classes.

Day one is a hands-on day and costs 600.00. Should you only have a need to learn how to install landscape curbing without the business application portion, this one day class is the option for you. We will teach you everything you need to know to successfully install concrete borders.



RubberDek / CURBMATE® USA
6869 Stapoint Court, Suite 115 / Winter Park FL 32792
Off: 407-678-4885 Fax: 407-678-3275



Day two is the business applications day and can be attended for an additional 400.00. Here you will learn marketing tips, system setups, sales techniques, etc.

Coupled with the top equipment in the business and comprehensive training, we see no reason for you not to excel.

Again, if you decide to purchase one of our turnkey packages, we will credit you back your training costs! What do you have to lose?

**CALL US FOR
UPCOMING
TRAINING
SCHEDULES**



Equipment Pricing

Curbmate Model Cobra (3 forms/trowels)	5,745.00
Curbmate Model 509 Res. Only (3 forms/trowels)	5,595.00
Curbmate Model 509 Comm/Res. (6 forms/trowels/plungers)	7,395.00
Curbmate Model 509 Stainless Steel Upgrade	500.00
Curbmate Model 409 EX Gas. (3 forms/trowels)	4,745.00
7 Cu.Ft. Whiteman Mortar Mixer (8 HP Honda) Poly Drum	3,335.00
12 Cu. Ft. Whiteman Mortar Mixer (Hydraulic) Poly Drum	7,010.00
12" Ryan Jr. Sod Cutter	4,059.00
18" Ryan Jr. Sod Cutter	4,379.00
Trenchmaster Bed Edger (8 HP Honda)	2,935.00
18' Steel Trailer (Open Box) 5K Axles	6,295.00
18' Steel Trailer (Closed Box) 5K Axles	7,995.00
18' Half Aluminum Upgrade Trailer (Closed Box) 5K Axles	8,995.00
18' Full Aluminum Trailer (Closed Box) 5K Axles	9,595.00
23' Steel Trailer (Closed Box) 7K Axles	8,595.00
23' Half Aluminum Trailer (Closed Box) 7K Axles	9,595.00
23' Full Aluminum Trailer (Closed Box) 7K Axles	9,730.00
Texture Rollers (each)	125.00
Pattern Rollers (each)	135.00
Metal Stamp Impression Tools (7 Total)	500.00
Blower	40.00
Sealer Sprayer	139.95
High Gloss Sealer	114.95
Bag of Integral Color	58.85
Release Agent for Tools	54.95
Bag of Fiber	15.00
Tri Fold Combination Brochures (1,000)	200.00
Half Page Brochures (1,000)	200.00
Photo DVD and CD	50.00
Training Day 1 (Hands-On)	600.00
Training Day 2 (Business)	400.00
Item Total	_____

Contact us for Package Pricing



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Thank you for your time and attention.

We appreciate your taking the time to review our Product Catalog.

After reviewing this information, you can see that our Curbmate® Systems are exceptional decorative concrete curbing systems, with an unlimited opportunity for success.

We encourage you to act now and secure your future in this decorative concrete business.

Custom Packages are Available.

For more information on these systems or just questions in general, please contact us and someone will be glad to help.

We look forward to helping you succeed.

Take Care,
Management and Staff