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CWS Information Packet

Considering Becoming a Licensed Concrete Washout Systems (CWS) Operator?

Here Are Answers to Some Questions You May Have.

Q: What does it mean to be a CWS “licensee”?

Acquiring a CWS license allows your company to deliver the patented CWS technology to builders and contractors in your specific geographic area. It allows you to satisfy the growing need for convenient, clean, and affordable concrete washout services that comply with environmental regulations.

Q: How does CWS compare with other concrete washout solutions?

Historically, many construction sites have used solutions prone to leak, like hay bales or sacks, for concrete washout – or, in some cases, simply washed the concrete waste out onto the ground. But with today’s increasingly strict environmental regulations, builders, contractors, and concrete pumpers can risk fines in excess of *\$40,000 per day* if they don’t use a washout method that keeps caustic concrete wastewater out of the environment.

A patented *and* EPA Best Management Practice, the CWS system solves this critical, costly management problem with confidence. What’s more, it’s an all-in-one solution that’s hassle-free for the end customer – and, depending on market conditions, you are likely to be able to offer CWS services at lower cost than potentially non-compliant alternatives like hay bales.

Q: What is the profit potential of a CWS license?

With concrete construction activity still strong throughout the US, and environmental concerns gaining increasing attention, we believe the profit opportunity from a CWS license can be significant in virtually any part of the country. As an example, in the current market, Elk Grove Waste Management in Sacramento, CA, generates revenues of \$900/month per bin on average. Of course, individual results will



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vary, and we encourage potential licensees to contact existing CWS operators to gain a better understanding of the range of potential revenues to be achieved.

The revenue and profit potential of a CWS license in any market depends on several factors, including the number and type of bins you deploy, the price you charge the end user, local competition from substitutes, local construction activity, and seasonality. Before pursuing a CWS license, we encourage all prospective licensees to do a thorough analysis of their local market to estimate the opportunity. (Please see: "Ready to Become a CWS Licensee?" on page 6 of this packet.)

Q: What is involved in implementing the CWS solution?

There are three steps to providing CWS services on a construction site: provision of one or more CWS bins at the construction site, vacuuming and appropriate disposal of wastewater, and disposal of remaining concrete solids. To offer the CWS solution, you must have (or acquire) the equipment and yard space needed to perform these services. If your company offers a related service such as construction waste removal or sewage pumping, you may already have many of the assets needed to offer CWS services. All new licensees will, at a minimum, need to acquire CWS bins through one of our approved manufacturers.

To determine what equipment you'd need to acquire, please check our enclosed Equipment Price Sheet. (Please see: "Equipment Needs Guidelines" on page 4 of this packet.)

Q: What costs are incurred to start up and operate a CWS business?

Costs to start a new CWS operation include cost of bins and any other equipment needed (see "Equipment Needs Guidelines" in this packet), plus the cost of outfitting your yard with a wash pad and water treatment system (as needed). Ongoing costs may include disposal of waste water; recycling solid waste material (in many markets, this is free, since concrete crushing operations gladly accept—and in some cases even pay for—the concrete solids); local marketing, sales, and advertising costs; operating personnel; and customary overhead costs. *Additionally, CWS offers expert onsite consulting services to help optimize your washout operation.*



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Q: What fees does CWS charge its licensees?

A license to use CWS products is included in the purchase price of each container.

Q: Does CWS offer financing for equipment purchases?

CWS does not offer financing. Many licensees have secured financing through Snider Leasing. Please see their website at www.sniderleasing.com.

Q: Does CWS offer marketing support?

As independent operators, all CWS licensees are responsible for developing their businesses in their own local markets, using whatever marketing programs and pricing they deem appropriate. CWS has supported its licensees by building awareness of CWS technology through tradeshows, national advertising, and the CWS website.

Q: Who is responsible for environmental compliance when using the CWS technology?

CWS licensees are solely responsible for ensuring that their treatment and disposal of concrete, paint, wastewater, and all other waste materials—including those in connection with the use of CWS's technology—comply with all applicable federal and state laws. Please consult with your local municipality, state, and federal regulators to understand the requirements and obligations applicable to your area.

Q: Does CWS offer any other systems besides concrete washout?

Yes! CWS also offers a unique system for paint washout – a great complement to concrete washout services in many markets.

Q: Do you provide any training to get me and my employees up and running?



Yes! With a \$500 deposit, fully applicable to your first order, we will provide a link to a detailed question and answer operations video featuring CWS founder Mark Jenkins.

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Equipment Needs Guidelines for CWS Licensees

Establishing a licensed CWS concrete washout operation requires appropriate equipment for the following processes:

On-site concrete waste washout – requires patented CWS bins

Removal of excess water from bins on-site – requires a vacuum system or vacuum truck

Treatment of wastewater – requires CWS water treatment system or a similar solution

Delivery and pick-up of bins – requires a roll-off truck (most standard configurations are acceptable)

Pressure washing of bins and liners – preferably a concrete wash pad with environmentally compliant wastewater containment

The following equipment chart can assist you in planning and budgeting for your CWS concrete washout operation equipment investment:

EQUIPMENT	USE	NUMBER NEEDED / CAPACITY	DIMENSIONS	ESTIMATED COST*
Ramped CWS Cable Hoist Bin **	Washout bin for Concrete Pump and Mixer Trucks	1 per 38 mixers and 2 pumpers serviced / 5.5 yds	20' x 8' or 26 x 8' with ramps deployed	\$7,288
Rampless CWS Cable Hoist Bin **	Washout bin for Mixers (only)	1 per 50 mixers / 6.0 yds	12' x 8'	\$6,288
Compact Bin **	Washout bin for Concrete Mixers (only)	1 per 10-12 mixer trucks / 1.75 yds	4' x 8'	\$2,500
CWS Water Treatment System	Removal of solids and pH reduction	1 per 250+ bins	4 tanks roughly 21' x 7' x 7' each	\$38,976
Washpad & Steam Cleaner	Bin care, proper waste water management	1 per 250+ bins	Varies	\$8,000
Vacuum Truck	Water removal	1 3,500 gal truck per 200 bins	Varies	\$65,000+
Enviro-Vac System	Water removal (instead of vacuum truck)	1 per roll-off if no vacuum truck available	Similar to a fuel tank	\$15,000
Roll-off Truck	Bin, Enviro-Vac transportation	1 per 35 bins	Standard	\$60,000 - \$120,000



* Costs estimated as of 9/1/14

** Most licensees start with 12-24 bins and increase to 50-100 within two years.
Pricing is for standard cable lift configurations; add \$1,089 per container for hook-lift.

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Considering adding a CWS paint washout system? You'll need the following additional equipment:

- CWS paint washout bins
- Dedicated vacuum truck (essential to prevent commingling of paint and concrete wastewater)
- CWS paint washout water treatment system or similar solution
- Flatbed truck for delivering bins
- Forklift for placing bins on job site

The following equipment chart can assist you in planning and budgeting for your CWS paint washout operation equipment investment:

EQUIPMENT	USE	NUMBER NEEDED / CAPACITY	DIMENSIONS	ESTIMATED COST*
Paint Washout Bin	Washout bin for latex paint washout	1 per 3-5 houses on site / 448 gal	5' x 4' x 3'	\$1,009
Paint Washout Water Treatment System	Water treatment	1 per 300+ bins	Water tank: 21' x 7' x 7' Polymer tote: 4' x 4' x 4'	\$7,000
"Bobcat" Forklift & Trailer	Paint washout bin placement	1 forklift per 100+ bins	Varies	\$35,000



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Ready to Become a CWS Licensee?

Here's what happens next.

(1) Review CWS FAQ, Equipment List and Other Introductory Materials

We've tried to answer many of the most important questions licensees have in our information packet. We expect you'll have more questions, and encourage you to contact us if you do. But, reviewing these documents can save you time.

(2) Identify Your Geographic Area

New CWS licenses are non-exclusive and for defined geographic areas. Contact us for a current contract that specifies the areas you may operate so you can accurately determine the profit potential as well as your equipment needs and up-front costs.

(3) Conduct a Business Analysis

To understand the profit potential for a CWS license in your local market, it's important to evaluate local demand, competition, and environmental enforcement. Determining the level of potential concrete washout business will help you determine how much equipment you will need to serve your local market, and, in turn, the level of financial investment your CWS license will require. You also need to understand all applicable local, state, and federal environmental laws and regulations to ensure that your operation is in full compliance with all such obligations in your area.

Before proceeding with a license, it's also helpful to investigate financing options. Many of our licensees have used Snider Leasing to finance their CWS-related equipment purchases – contact us for a referral or Snider directly at www.sniderleasing.com.

(4) Place a \$500 deposit and view the CWS Operations Video; Review CWS License Agreement.



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The Operations Video provides many practical tips on setting up your operation and will help you get off to a smooth start. The CWS license agreement is simple and straightforward. There are very few areas in the country that new CWS operators cannot operate due to exclusive licensing provisions. Exclusive licensing is no longer offered.

(5) Consider CWS Consulting Services

Start your business with an expert. A CWS expert will help you with a wide array of decisions from arranging your yard to marketing to builders to introducing your business to local concrete pumpers and ready mix operations. At \$900 per day plus travel expenses, CWS consulting is your best chance to realize your profit potential as quickly as possible. Save up to thirty percent on consulting services when you order containers within 90 days of our visit.

Ready to get started? Please call or email us at the following:

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