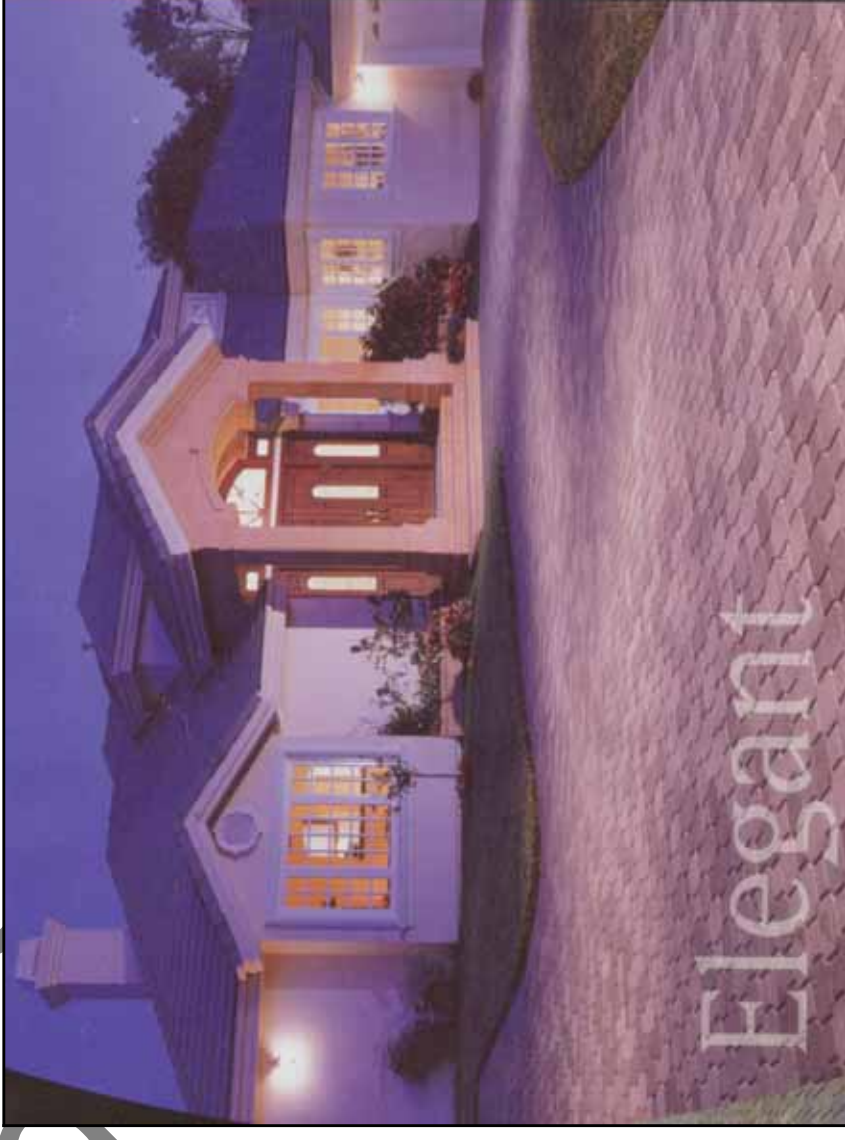


# Barazani Pave Stone / HOME DEPOT PAVING

## SUMMARY: Here's What We'll Do For You and Your Home

- We build permanent, gorgeous driveways, pool decks, walkways & patios
- What we build will double its value on your home (Wall Street Journal)
- We make a huge improvement in the quality and appearance of your home
- We have the best credibility, reputation, and financial backing in the industry
- We do a much better quality job and we use better quality workers
- We offer different pricing levels to suit our customer's decision-making options
- We give you the education and information you need to make an informed decision



# Barazani: The Leader On Every Level

- **More experience doing pavers than anyone else in Los Angeles... since 1984**  
This means you get it done right the FIRST time! How much is THAT peace of mind worth, in today's world of shady contractors and incompetent workers?

- **Chosen by HOME DEPOT as their exclusive paver contractor in SW USA**

Home Depot is a Multi-Billion dollar company... they can choose any company they want for their partner. They chose Barazani Pave Stone because we're the best and our quality protects their reputation as #1 in the home improvement industry.

- **We approach the job from a design and artistic standpoint**

We transform your home's exterior into a functional work of art. We can suggest minor changes, adding an accent or decorative features, or even tackle a complete re-design to give you more **outdoor living space.** We'll make you happier to live in your home !

- **We use in-house craftsmen, not day laborers**

Some companies use "day laborers" who have never done paver work... they won't get it right the first time. Don't trust them with your home and your money.

- **Full insurance, licensing, and industry affiliations**

Our company has full liability and worker's comp insurance. We are in good standing with top industry organizations and governing bodies.



## OUR GUARANTEE

We stand behind all of the work provided by the independent professionals within the **HOME DEPOT** network.

## INSTALLATION YOU CAN TRUST

Our expert **paver stone** installers are certified by the **Interlocking Concrete Pavement Institute (ICPI)**





# Our Partner **HOME DEPOT** is Here to Stay

Barazani is backed by **HOME DEPOT**, the #1 Home Improvement Company

We are their exclusive paver stone installation partner in No. CA, So. CA, AZ, and NV. They stake their name and reputation on our quality...because our quality is better.

**HOME DEPOT is stable, solid, and dependable... They're not going away**

This means that you have peace of mind and no risk of getting ripped off or having a contractor go bankrupt leaving you holding the bag !

**HOME DEPOT's financial resources are solid... you can breathe easy**

Some companies use the next customer's money to pay for the materials they just used in your home. When they hit a snag, it puts YOU at risk of liens and lawsuits from the supplier even if you paid the contractor!

**\$5 Million performance bond for your protection... nobody else offers this**

Over and above our insurance, **HOME DEPOT** has \$5 million held by the State of California to back up our guarantees.. They DID "put their money where their mouth is" !

**HOME DEPOT allows us to offer fantastic financing unavailable elsewhere**

The size and financial resources of **HOME DEPOT** allow us to offer you financing options not available anywhere else. Six months free use of their money (on approved credit) with **no** pre-payment penalties and **no** interest adding up while you wait.

# Pavers: The Strongest AND the Most Beautiful AND the Best Value !

## 4 Times stronger than poured concrete or “stamped concrete”

Pavers are manufactured under high pressure and steam cured for weeks in a computer controlled factory. They have at least 8000 pounds per square inch breaking strength !

## Lifetime guarantee against cracking ... everything else is guaranteed TO crack

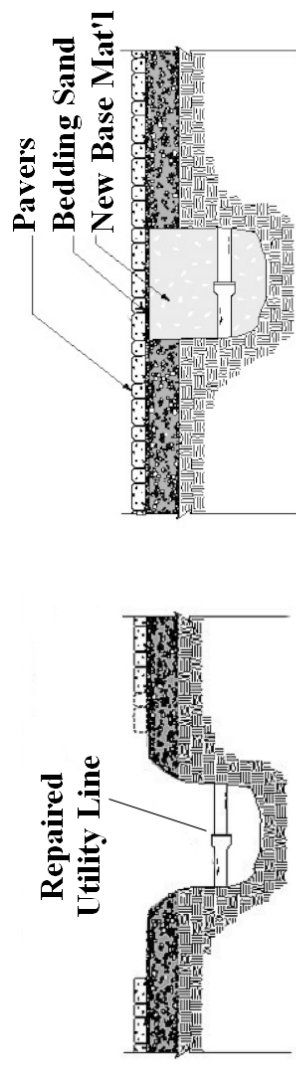
Pavers don't crack for two reasons... the individual pieces are stronger and they are NOT glued or cemented in place. The surface is flexible during normal (weekly) ground movement and in larger movement (earthquakes).

## Pavers are colored all the way through

“Stamped concrete” uses a thin layer of “dust-on” colored powder sprinkled on top. “Dust-on” color must be sealed and re-sealed every 6 months to maintain the warranty. To compare the real cost, you must add \$2 per square foot every year to the initial cost of stamped concrete... every year until it cracks, that is!

## Easy to repair underground utilities or replace stained stones

Pavers can be removed and replaced easily for access to underground utility lines or to replace stained stones... with NO ugly patches or saw cuts !



**Easily Replace Stained Pavers  
or Make Underground Repairs  
With NO Patches and NO Scars !!!**



All materials meet the **highest** certification standards of ASTM, ICPI. All materials DOT approved. Paver stones certified to 8000 psi, and are manufactured in modern computer controlled factories so every stone is equally strong and uniform.



Pavers being Removed For Replacement of Sewer Line



“Extractor” Tool For Replacing Stained Pavers

# “A Fool and His Money are Soon Parted”

Thomas Tusser, English farmer and writer. 1524-1580



**How many times do you really want to spend your money on this?**

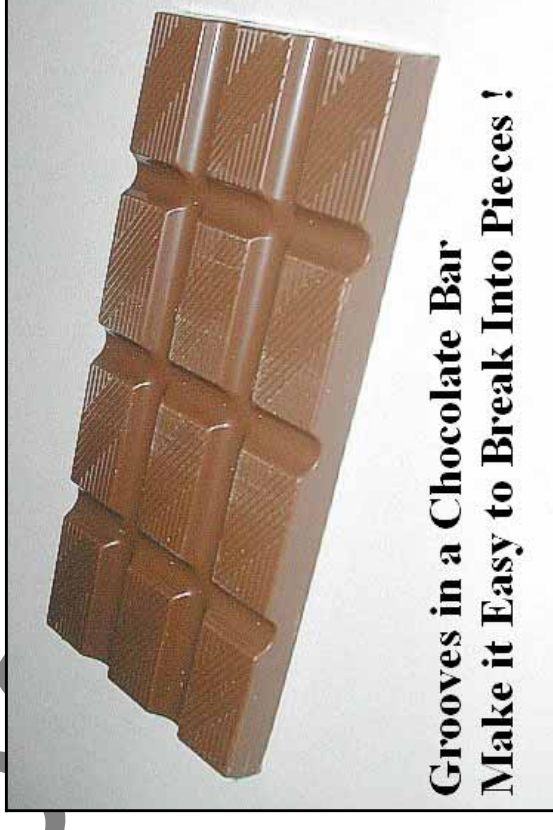
A \$10,000 driveway done once is much cheaper than a \$7000 driveway done twice.

**Concrete is not flexible, but the Earth's surface IS flexible**

Mother Earth flexes a little bit **every day** (heat/cold cycles and wet/dry cycles).  
Mother Earth flexes a **lot** occasionally (earthquakes). Big ugly solid concrete slabs have no flexibility at all. Who do you think is going to win that fight?

**“Stamped Concrete” will fail even sooner than plain concrete !** —————>

To make concrete look **less ugly**, they can stamp a pattern into it, just like putting the grooves in a chocolate bar. But the real reason they put grooves into a chocolate bar is to make it **break** easily. Stamped concrete will break **SOONER** than regular poured concrete. Why? Because they already put the cracks in for you!



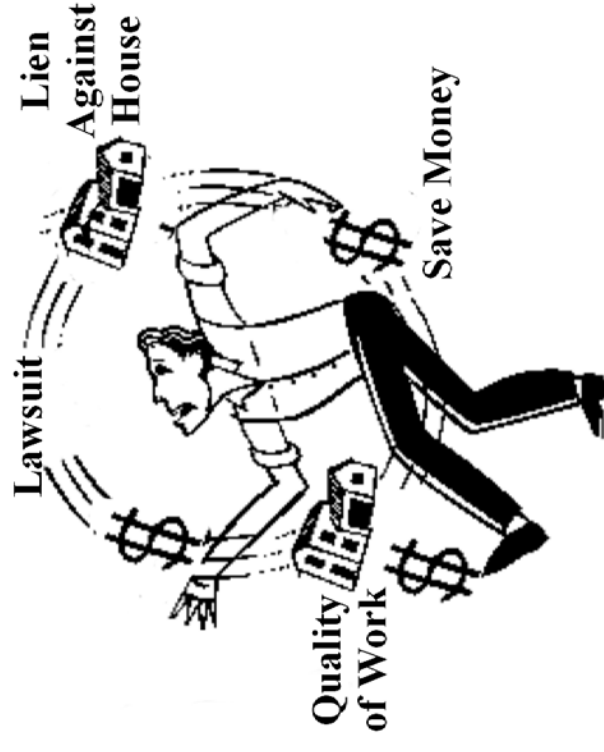
**Grooves in a Chocolate Bar  
Make it Easy to Break Into Pieces !**

**Colored powder on top wears off, requires money every 6 months**

The warranty on stamped concrete requires you to apply a protective sealer every 6 months to keep the colored powder (“dust-on” color) from wearing off. Spend another \$1 per square foot *this* January, another \$1 in July, another \$1 next January.....

**Fly-by-night companies' money juggling act puts your home at risk**

Small companies bet that the money they *should* get from the next job will hopefully pay for the materials they already used for the last job, juggling payments from one job to another. When one of their suppliers doesn't get paid because of a delay, they put a lien on the **previous house** because that's where their materials are !



# How We Transform Your Home Into a Showpiece!

1. Our construction method has been proven for 2 000 years already !!!

The Ancient Romans built the most expensive and complicated roads. But those roads allowed the Roman Empire to move armies and trade goods more efficiently.

Even though their roads took more time, money and manpower to build, **those roads are still being used by trucks today** ! The Romans found that quality and durability is worth the price.

We will build your job the same way as the 2000 year old roads in Europe, but with even better modern-day materials and equipment!



Ancient cobblestone streets in Europe... classic beauty.



Ancient stone roads built in China have stood the test of time !



The Appian Way, built in the days of the Roman Empire, is still being used today... thousands of years later !

# How We Transform Your Home Into a Showpiece!

2. We only use the best materials, ASTM, DOT, ICPI, Cal-Trans approved
- Our **stones** are manufactured meeting ASTM standards to 8000 psi breaking strength.
  - We use only a D. O. T. approved crushed aggregate road base, the same as used by Cal-Trans under the freeways.
  - We actually buy **two separate types** of ICPI approved bedding and jointing sand ... instead of using free sand from the beach.



Stones Meet ASTM C936 Specification. Average Compressive Strength 8000 psi



ICPI, ASTM, DOT / Cal-Trans Approved Crushed Aggregate Road Base Material (Glove Shown For Size Reference)

Jointing Sand (Type 2 Sand)  
Meets ASTM C144 Specification  
Sharp Angled  
Completely DRY  
Finer Texture



Beach Sand is Rounded,  
Does Not Hold Pavers Well

Bedding Sand (Type 1 Sand)  
Meets ASTM C33 Specification  
Sharp Angled  
9% Moisture Content  
Coarse Texture

# How We Transform Your Home Into a Showpiece!

3. Our process ... pay attention to the details to see why we're better!

- ✓ Remove existing concrete or asphalt surface
- ✓ Excavate down 7 1/2" for driveways AND walkways, patios, pool decks
- ✓ Compact surface to 95% density to create a proper foundation
- ✓ Install full 4" layer of crushed aggregate road base



DOT / Cal-Trans Approved Class 2 Crushed Aggregate Road Base Mat'1  
Installed with "Bobcat" Mini-Tractor When Accessible

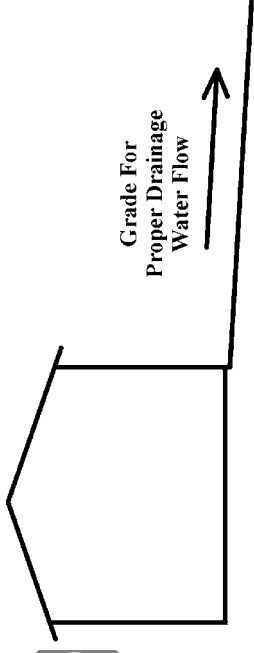


- Vibrating "Plate Compactor" Used For:
- ◆ Compacting Soil
  - ◆ Compacting Road Base Mat'1
  - ◆ Vibrating Paver Stones Into Place
  - ◆ Vibrating Joint Sand to Full Interlock

# How We Transform Your Home Into a Showpiece!

## 3. Our process ... pay attention to the details to see why we're better!

- ✓ Grade (slope) for proper water drainage, then compact the "road base" material until solid
- ✓ Install 1" layer of ICPI approved sharp angled bedding sand (type 1)
- ✓ Install paver stones by hand in the customer's desired pattern and color
- ✓ Vibrate stones down into sand bed 1/2" (interlocking step 1)



## How We Transform Your Home Into a Showpiece!

3. Our process ... pay attention to the details to see why we're better!

- ✓ Sweep ICPI dry sharp angled jointing sand (type 2) into joints
- ✓ Vibrate and "chatter" the pavers and jointing sand together into **full interlock** (interlock step 2)
- ✓ Cut edges to inside border dimension, using diamond tip saw

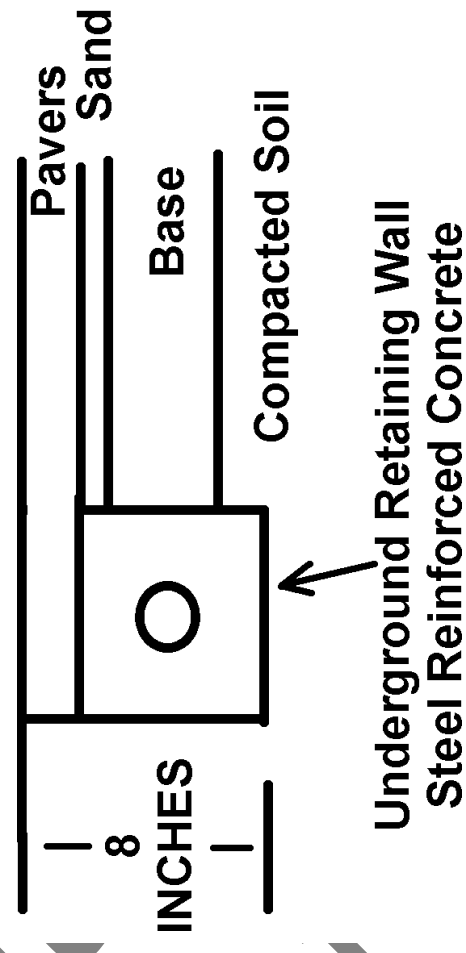
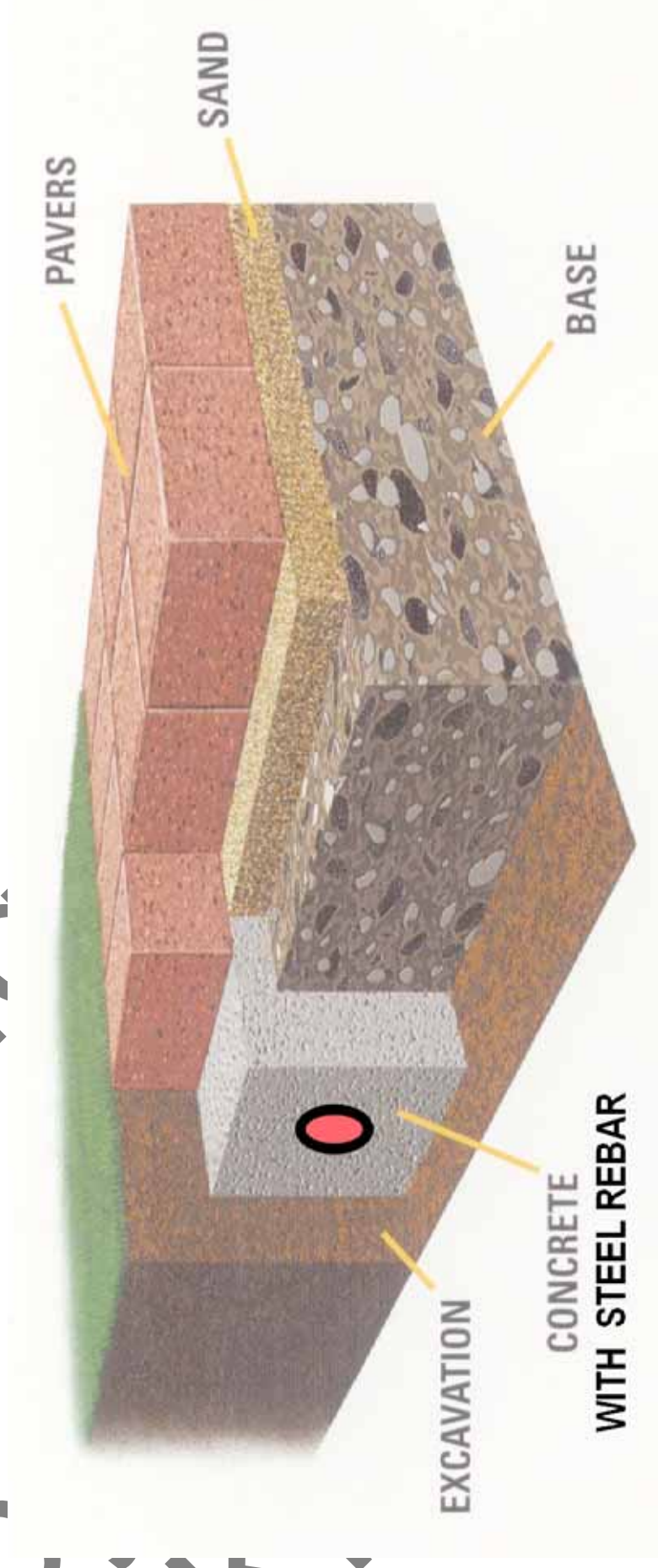


## How We Transform Your Home Into a Showpiece!

3. Our process ... pay attention to the details to see why we're better!

- ✓ To Keep the stones from EVER moving or becoming loose, we build a real underground retaining wall **8 inches deep** to hold the job together, anywhere they could work loose in grass or dirt.

Other companies can just put down ONE inch of concrete and call it a "bond beam", but we build a permanent retaining wall that is buried under the border!



# Thinking of Cutting Corners? Think Again!

Here's how other companies *cut corners* to save them money....

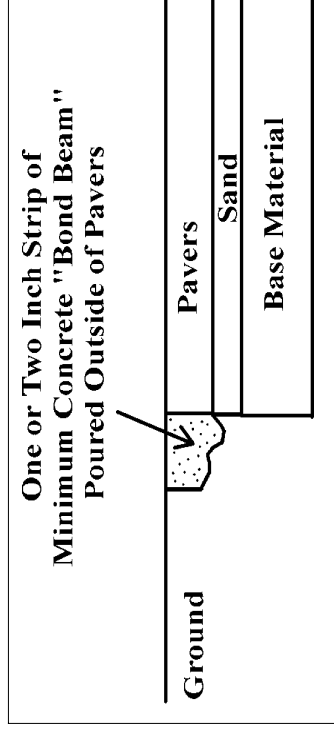
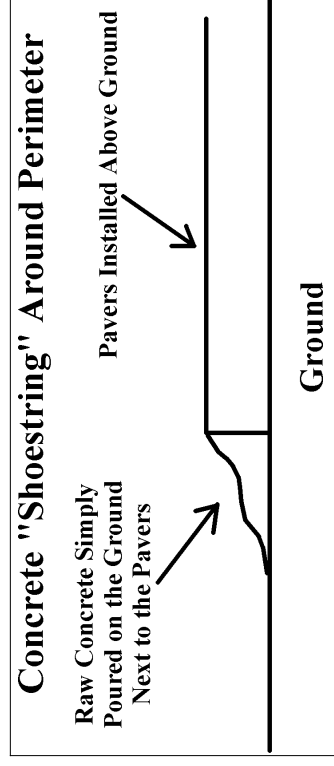
**Less excavation** - They save money by removing less of the problem (your moving, unstable soil). Some companies remove none of the soil, some remove less than 7 1/2 inches, some remove less in the patio or pool deck than they do in the driveway. Your paved surface has a weaker foundation.

**Less base material** - They save money by installing a thinner layer of base material. This is the foundation and strength of your job, but it costs money! Some companies use none, some use less than a 4 inch layer, some use less in the walkway, patio or pool deck. Your paved surface has a thinner, weaker foundation.

**Plastic edge restraint** - They use a cheap piece of plastic lawn edging, and actually pound nails into dirt or grass to hold your job together! It holds together long enough for them to cash your check! Your pavement falls apart when the nails get loose. →

**Concrete shoestring** - They pour a tiny strip of concrete on the surface around the perimeter of the pavers. They save a fortune by using less material, a lot less time and effort. You get a weak, ugly edge restraint on top of the ground that doesn't last very long.

**Minimum "Bond Beam"** - They put down an inch or two of concrete around the edge and glue the border stones in the concrete. They save money by not digging down 8 inches, not putting in a full underground retaining wall, and not putting in the steel reinforcement "rebar". The perimeter of your pavement is *not* retained permanently.



**Proven Professionals Nail It Down With EdgePro®.**

PHOTO: NO. 00718.057

**BULLDOG-EDG**  
Paver Restraint / Landscape Edging

No cutting or snipping to make curves will save your labor costs.

• One year warranty for 100% recycled steel

• Child & pet safe

• 100% Recycled steel

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1-800-EDGEPRO (1-800-394-3776)

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One year warranty for 100% recycled steel

Call for samples, specs, and pricing

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The advertisement features a man in a white shirt and blue jeans using a mallet to install a black metal edge restraint on a paved walkway. The background shows a house and some landscaping. The text is arranged in a grid-like fashion, with a large headline at the top and several columns of smaller text and images below. The images show close-ups of the edge restraint being installed and finished.

# What You Can Expect: Time Line

**Customer authorization, deposit 10% (or Home Depot financing approved)**

**Job paperwork turned in by design consultant**

**Welcome Call within 5 days, schedule first walk-through**

**First walk-through with construction supervisor**

Resolve any discrepancies between design layout, site requirements, customer needs, etc.

**Schedule construction events**

Determine best / soonest date to start, schedule accordingly

• **Start job, progress payment 75%**

• **Demo of existing surface**

• **Excavation of soil**

• **Arrival of materials**

• **Installation of pavers**

• **Cleanup of jobsite**

**Final walk-through with construction supervisor**

Any discrepancies, quality issues, questions, etc. resolved to customer satisfaction

**Customer acceptance signoff and final payment 15%**

Average Job  
4-6 Weeks from  
today  
to customer's  
final signoff

**CONSTRUCTION**  
4 to 8 days  
average size job

Just a Few Weeks:

From the "Out-House" . . .



To the Penthouse !

