

SPORTBAU NEWS



SAVE IN 1993

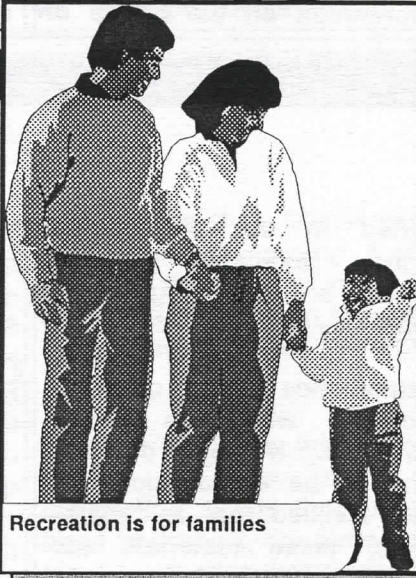
RECYCLING REBATE

SPORTBAU CANADA LIMITED announces the first rebate program in Ontario to encourage and reward the recycling of tires in value added products, through the installation of EVERPLAY "in situ" play and recreation surfaces. This rebate of \$0.50 per tire utilized is available to the end user client of the



EVERPLAY "in situ" installed by SPORTBAU CANADA LIMITED.

Upon completion of the EVERPLAY "in situ" project, the owner will receive a certificate from SPORTBAU CANADA LIMITED stating the specifics of the installation including the number of passenger equivalent tires (1 PET = 4kg of rubber) converted to the actual rubber used in the installation. A redemption coupon is attached to this certificate. The certificate portion can be mounted to display the dedication and caring of the owner toward



Recreation is for families

the environment.

Once the certificate and coupon have been separated, the coupon is filled out and sent to SPORTBAU CANADA LIMITED for reimbursement. SPORTBAU CANADA LIMITED is not able to extend Tire Recycling Rebate for EVERPLAY Mat installations. For 1993 the price of the Play and Dimple Mats have been reduced

con't page 2 Tire



SAVE IN 1993

QUANTITY REBATE

Customer loyalty is one of the aspects of business that is always important, and definitely becomes a priority during a recession. As a result we try to reward our loyal customers with programs that recognize their exceptional value to our organization. It is difficult to establish a program when the quantities of each purchase



do not allow for quantity discounts, whereas the annual

con't page 2 Quantity

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Tire from page 1

from EVERPLAY, the manufacturer of the Mats. The number of tires in each Mat will be approximately 4 PET. This reduction is available to

you whether the Mats are installed by SPORTBAU CANADA, another contractor or the Mats are purchased directly from EVERPLAY by the end user. For further information on the prices of

the EVERPLAY Mats for 1993, please contact EVERPLAY for a price list at (416)-670-2560. For SPORTBAU call (416)-670-2560.



Why EVERPLAY ?

More Than Just Falls

Traditionally surfaces such as EVERPLAY have been considered solely for their impact absorbing properties in a wide range of temperatures. EVERPLAY and SPORTBAU CANADA work very diligently to ensure that both the CSA and ATSM standards with regard to playground surfaces are achieved in each and every installation. It is important to consider all of the aspects of EVERPLAY to appreciate the true value of this excellent product.

Since the publication of the CSA Guideline in Playspaces and Equipment, there are only four types of surfaces that can be used as the protective surface; sand, pea gravel, wood/bark chips and synthetics. For many playground installations the loose materials will not take care of the pests and hazards that can be discarded and



buried in the playground. Signs indicating these hazards are now being post in some Day Care Centres.

Maintenance is a constant problem with the loose materials. Not only do they have to be raked, loosened and levelled on a regular basis, these materials are constantly being transported wherever the children go. This creates a major problem indoors with potential damage for carpets and flooring. Day Care operators generally cannot understand how pea gravel with all of its inherent problems of throwing, getting into body openings and becoming ball bearings on smooth asphalt or floors could be considered as a suitable surface. The only attraction of the loose materials is their initial cost.

While a low initial capital cost may be attractive, the maintenance costs quickly mount and then the value of EVERPLAY becomes evident.

EVERPLAY is a maintenance free, all weather surface made from the most durable materials available for this application. When considered as an investment it very quickly becomes the only surface that makes sense.



Quantity page 1

quantity purchased would qualify. To solve this problem SPORTBAU CANADA LIMITED has developed a Quantity Rebate Program that is unique. At the end of the calendar year the total quantity of EVERPLAY "in situ" purchased by a client during the year is calculated and a rebate cheque based on this quantity is forwarded to the end user customer. A similar program will apply to the EVERPLAY Mat installations performed by SPORTBAU. The rebate on a square foot basis is as follows:

Quantities	Rebate Paid	
	EVERPLAY "in situ" Mats	
up to 2000 ft2	\$0.00/ft2	\$0.00/ft2
2,000 to 4,000 ft2	\$0.25/ft2	\$0.15/ft2
Over 4,000 ft2	\$0.50/ft2	\$0.30/ft2

This program is available only to the end user, operator or owner of the EVERPLAY Surfaces installed. If there is a dispute as to the recipient of the rebate, this will be determined by SPORTBAU and that decision will be final. For an installation to qualify, Sportbau must have received payment in full. Rebates will be paid within 30 days of the calendar year end. Each installation only qualifies once and to one recipient.

We thank you for your loyalty and continued support.



Passive Recreation

There are some significant trends taking shape that are very exciting for anyone in the position to provide goods and

services to the growing number of people who have retired and are pursuing activity that is both challenging and promotes wellness. This is a very vibrant market. Since we will be dealing with a

segment of the population who have many life experiences and expect quality and value the services and products provided must be innovative and

con't page 4 passive

Water Play

Splash, Run, Fun

CHAMP-TRACK ENHANCES SPLASH & PLAY

To attract the clientele that is so necessary to the success of a play space, many new and innovative attractions have been built. This includes taking the standard wading pool and through the addition of hills, valleys, water cannons and other toys, creating the children's water play area. Generally these changes also bring on the "No Running" signs which resulted from the hard and slippery surfaces that are so often associated with pool areas.

SPORTBAU CANADA LTD. offers a solution to your surfacing problems in the water park and primarily in the children's water play area. Through the installation of a solvent-free two component polyurethane, resilience and slip-resistance can be provided to the surface. This system is resistant to normal concentrations of swimming pool chemicals and since it

has a more than fifteen year history as a running track surface, there is unmatched durability with regard to wear. The surface is called CHAMP-TRACK.

CHAMP-TRACK is mixed and poured at the site of installation. It will thoroughly bond to asphalt, concrete and many synthetics that currently cover the surface of the water play area. It will follow the contours of the surface without unsightly seams or joints. In addition to the polyurethane, a coloured rubber granule is cast into the surface to provide excellent slip-resistance.

Being poured on site, CHAMP-TRACK eliminates some of the problems associated with prefabricated sheet materials. First there are no seams to come loose, become trip hazards or allow for the growth of algae and other micro-organisms. CHAMP-TRACK is a worry free system that will require no maintenance for many years.

The installation of CHAMP-TRACK at The African Lion Safari in Cambridge, Canada, has been extremely successful in returning the fun to the water play area. This park has been innovative in many of it's installations

and SPORTBAU CANADA LTD. is proud to have been involved in that project resulting in a reduction in injuries of all kinds and primarily those requiring any kind of first aid.

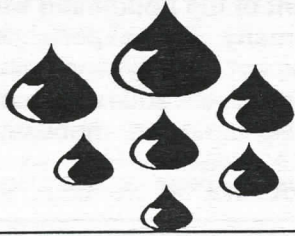
CHAMP-TRACK would be a positive addition to any water park and water play area and we would be pleased to provide you with further information on how to bring resilience and slip-resistance to your water park.

Canada's Wonderland and The City of Brantford also have satisfactorily used CHAMP-TRACK.

There is a tendency today on the part of resort owners and municipalities that water activities must be provided for the younger crowd that is not yet swimming. The consideration of life guarding and liability have all but preclude an installation with standing water. The unique features of the CHAMP-TRACK on asphalt places these concerns under control.

The key to any water play installation is to provide comfort for the child and peace of mind for the parent. CHAMP-TRACK provides this assurance.

It is possible to have an
con't page 4 Splash



Splash page 3...

installation that has components of wet and dry play with a combination of the CHAMP-TRACK and EVERPLAY. SPORTBAU CANADA LIMITED can provide

assistance in the placement of the surfaces once the play equipment and wet play have been laid out. Our input in the planning stages can save money and eliminate problems during and after installation.

Passive page 3

satisfy a specific need. The "Grey Panthers" do not have the time to accept poor quality in products or workmanship.

Recreational activity will take on new meaning. This will include both active and passive outdoor experiences. Golf, tennis and other traditional physical activities will continue to demonstrate growth and demand. For quieter times and those persons leading the less sport driven life, the provision of facilities for passive recreation will be a key element in the landscape and architecture.

Wellness will become the buzzword of the next century. Today resorts and Parks Departments are paying particular attention to the needs of this retired generation. Surfaces that provide for low impact, all weather walking and jogging will become common place. In addition the surfaces that are placed in gathering areas will be of many types, but in general will be comfortable for standing for longer periods of time.

EVERPLAY varied for these specific applications will make the transition from the playground to the wellness activity centres. In addition to

jogging/walking surfaces, and meeting areas, the EVERPLAY will be seen in areas for outdoor recreation classes. These will not just be for the physically active, but areas will be provided for hobbies and crafts such as gardening classes and plant potting.

Although the phrase passive recreation has been coined to refer to that portion of the population that has retired in the traditional sense, many of those persons who are physically or mentally challenged can only participate in activities that would be characterized by this phrase. To this end the facilities that are currently being contemplated include surfaces such as EVERPLAY.

EVERPLAY allows for mobility and a quality of life that most natural and many synthetic surfaces are unable to provide. EVERPLAY allows for access to a play or recreational area for wheeled equipment, as well as a suitable surface to interact with.

EVERPLAY can be formed to produce ramps and other changes in grade that make the activity easier and create the challenge that the play area should provide to all participants.



New Products

Innovation Goes On

Toxicity is very much a concern of both SPORTBAU CANADA and EVERPLAY when it comes to the materials that are utilized in the surfaces. There have as of late been surfaces arriving in Canada that utilize pigmented binders that are green as a result of chromium or copper. These pigments are toxic and should be avoided for health and environmental reasons. EVERPLAY anticipates having a non-toxic green this year.

Beveled edges are important to allow for smooth and continuous travel from the EVERPLAY to the surrounding surfaces. For 1993 bevels are now available for grade changes between the Dimple and Play Mats. This will allow for the installation of the more impact absorbing Dimple Mats in the centre of the project with the Play Mats and their bevels being the surrounding surface.

