ALL AMERICAN
Jetting & Drain Services, LLC

All American × Paelda SAS

Bringing the All American model to Colombia

CLEAR DRAINS. CLEAR ANSWERS.

PREPARED FOR
The owner of All American Jetting & Drain Services

DATE
November 2026

FROM
Paolo, Elver and David

PREPARED BY
Paelda SAS

The idea. A proven US model, run in Colombia.

Open a drain-cleaning, sewer and pipe-inspection company in Colombia that follows the way All American works in Virginia.

01

What we would do

Drain and pipe cleaning, sewer line maintenance, and camera inspection of pipes, with a local Colombian crew.

02

Why All American

The model already works in the US. We are not inventing it; we want to copy it, with your name and know-how behind it.

03

Where we start

Recurring maintenance contracts with residential complexes. Paolo knows how they are run from the inside. Then shopping centers, clinics and industry.

04

What sells it

A camera inspection video delivered with every job, as All American does. It sells more than just "unclogging".

5

weeks of work so far

Since Oct 15, 2026: structure, taxes, import costs, equipment and certifications reviewed in 3 partner sessions.

Source: [S1][S2]

SOURCES [S1] Team chat, Oct 15 – Nov 20, 2026 · [S2] Partners' meeting summary, Oct 26, 2026

What we found. Four facts that shape the plan.

01

A Colombian SAS is the simplest vehicle

A US resident can fund it as registered foreign investment, without traveling or granting powers through embassies. A franchise is possible but costlier and more complex.

Source: [S1] Oct 15

02

Landing a machine in Bogotá adds about USD 5,600–6,400

Estimate, per machine: freight, port, customs-broker fees and nationalization. With a valid US certificate of origin, import duty is 0% under the Colombia–US trade agreement. 19% VAT is recoverable for a VAT-registered SAS and is not a final cost of the asset.

Source: [S6] (estimate)

03

No plumber license, but safety training is mandatory

Colombia has no plumber license. Confined-space work and an occupational safety system (SG-SST) are required. NASSCO PACP certification is about USD 1,270, valid 3 years, offered in Spanish.

Source: [S2]

04

Check customs before buying anything

Used jetters need a prior import license (VUCE) before they leave the US, or they can be seized. Confirm tariff heading 8424.30.00.00, a US certificate of origin, and the trailer VIN for RUNT registration in Bogotá. Used trucks remain heavily restricted.

Source: [S6], [S1] Oct 15, [S3] p. 4

SOURCES [S1] Team chat, Oct 15 – Nov 20, 2026 · [S2] Partners' meeting summary, Oct 26, 2026 · [S3] "Business proposal: Colombian SAS with used US equipment", Nov 2026 · [S6] Elver, "Comparativa y Costos de Importación Hidrojet", Nov 20, 2026

Start where we have an edge, then grow like All American did.

0%

import duty with a valid US certificate of origin under the Colombia–US trade agreement

Used units need written proof before payment. Without it, 5% on the CIF value. [S6]

2–5%

monthly royalty on sales discussed for a brand and equipment license

[S2]

4

growth markets: residential complexes first, then shopping centers, clinics and industry

[S1] Oct 15

The team sees little professionalized competition in Colombia. A local market study (competitors, prices, demand) is the next step. Source: [S1]

SOURCES [S1] Team chat, Oct 15 – Nov 20, 2026 · [S2] Partners' meeting summary, Oct 26, 2026 · [S3] "Business proposal: Colombian SAS with used US equipment", Nov 2026 · [S6] Elver, "Comparativa y Costos de Importación Hidrojet", Nov 20, 2026

Equipment we priced. New and used options.

NEW HOTJET USA [S4]

XtremeFlow II
$39,995
Cold water · Vanguard 35 HP gasoline · 10 GPM · 4,000 PSI · 200–330 gal · 6,100 lb

HotJet II Individual
$52,995
Hot water (diesel burner, 498,000 BTU) · 35 HP · 10 GPM · 4,000 PSI · 330 gal · tandem axle

Ultimate Business Package
$62,995
HotJet II + JetCam and locator · 10–12 GPM · optional 38 HP · 330 gal hot water

USED JETTER DEPOT LISTINGS, GEORGIA [S5]

US Jetting 4018-600 (2010)
$34,900 OBO
Hatz diesel · 4,000 PSI · 18 GPM · 600 gal (33.3 min) · tandem axle · 12,000 lb

Harben DTW trailer (2017)
$38,500 OBO
Kubota diesel · 4,000 PSI · 18 GPM · 300 gal (16.7 min) · single axle · 6,000 lb · ~463 hours

Also on the table: All American's power-washing unit, which has never been used. Industrial power washing is a good revenue line.

[S1] Nov 11

Published asking prices, not quotes. Estimated import add-on to Bogotá: USD 5,600–6,400 (next slide). In Bogotá (2,600 m), naturally aspirated engines lose about 20–25% of power; a 35 HP gasoline engine may perform like about 27 HP. Diesel is preferred, or the 38 HP / 12 GPM HotJet upgrade. Used units need an independent mechanical inspection.

SOURCES [S4] HotJet USA published prices, checked Nov 14, 2026 · [S5] Jetter Depot used listings, checked Nov 14, 2026 · [S6] Elver, "Comparativa y Costos de Importación Hidrojet", Nov 20, 2026 · [S1] Nov 11

06 LANDED COST

Landed cost in Bogotá. Estimates per machine.

EQUIPMENT	US PRICE	IMPORT (EST.)	NET TO THE SAS	VAT 19% (RECOVERABLE)	CASH OUT
US Jetting 4018-600 Used, 2010	$34,900	~$5,600	**~$40,500**	~$7,275	~$47,775
Harben DTW trailer Used, 2017	$38,500	~$5,600	**~$44,100**	~$7,960	~$52,060
XtremeFlow II New, cold water	$39,995	~$5,900	**~$45,895**	~$8,320	~$54,215
HotJet II Individual New, hot water	$52,995	~$5,900	**~$58,895**	~$10,790	~$69,685
Ultimate Business Package New, with camera	$62,995	~$6,400	**~$69,395**	~$12,745	~$82,140

Estimated import add-on, USD 5,600–6,400: US inland freight $800–1,300 (Georgia or Utah to Savannah/Miami) · ocean freight and insurance $2,500–2,800 (dedicated 20-foot container to Cartagena or Barranquilla) · port fees and inspections $600–700 · customs broker (SIA) and VUCE $450–600 · port-to-Bogotá transport $1,100–1,300.

A — NETWORKS & SEWER

US Jetting 4018 (used)

~$40,500 net in Bogotá

Residential complexes, storm drains and wide pipes with heavy sediment. 18 GPM and a 600 gal tank, subject to mechanical inspection.

B — RESTAURANTS & GREASE

HotJet II (new, hot water)

~$58,895 net in Bogotá

Industrial kitchens, hotels, shopping centers and food plants. Hot water (498,000 BTU) with a factory warranty.

C — AGILE HIGH FLOW

Harben DTW 2017 (used)

~$44,100 net in Bogotá

18 GPM with fewer hours (~463) and easier city towing: one axle, 6,000 lb — about half the US Jetting.

Estimates, not quotes. Net to the SAS is US price plus import costs, before recoverable VAT. 19% VAT is paid at customs and is recoverable for a VAT-registered SAS; it is not a final cost of the asset. Without a certificate of origin, 5% duty applies on the CIF value (about +USD 2,250 to +USD 3,965). Confirm with a formal FOB quote (Savannah or Miami) and a customs-agency quote, and validate heading 8424.30.00.00.

SOURCES [S6] Elver Enrique Rodríguez, "Comparativa y Costos de Importación Hidrojet", received Nov 20, 2026

Ways you can take part. You choose the level.

A — OUR SUGGESTED START

License your brand and equipment

- You license the All American name and equipment to the Colombian company.
- You receive a monthly royalty of 2–5% of sales.
- No capital in. One signature; we handle paperwork, taxes and customs.

B

Sell or donate a machine

- The Colombian SAS buys directly and imports it (the cleanest route we found).
- Employee pricing was mentioned; to be confirmed.
- A plain sale is not treated as a royalty.

C

Lease or lend equipment

- The machines stay yours; the SAS pays to use them.
- A lease may carry Colombian withholding of up to 20%.
- Safer for you than putting machines in as capital.

D

Become a partner

- You hold shares and invest as registered foreign investment.
- Machines contributed as capital become company property.
- Only if you prefer it; the license is simpler.

Tax treatment differs by option and must be confirmed by a Colombian accountant and your US accountant.

SOURCES [S1] Nov 18, [S2], [S3] p. 3–4 | [S1] Team chat, Oct 15 – Nov 20, 2026 · [S2] Partners' meeting summary, Oct 26, 2026 · [S3] "Business proposal: Colombian SAS with used US equipment", Nov 2026

What it means for you.

ESTIMATE

Illustrative royalty example

	Sales	$250,000
×	royalty	4%
=		$10,000
	after 20% Colombian withholding:	**$8,000** to you

Illustrative example, not a forecast. The 20% withheld can serve as a foreign tax credit in the US; your accountant confirms it.

- Your brand stays yours. The license sets rules and can be ended.
- You are not a shareholder, guarantor or legal representative.
- One signature and a short monthly report. No trips, no board meetings.
- Your brand grows in another country.
- Optional: sponsor the NASSCO PACP training for the Colombian crew.

SOURCES [S2] Partners' meeting summary, Oct 26, 2026

How we would get there.

1

Your choice

Pick the option (A–D) and confirm whether the brand and equipment belong to the company or to you. That defines who signs.

2

Customs check

Hire a customs broker (SIA) before paying. For used units, file the prior import license (VUCE) before the machine leaves the US.

3

Company and investment

Colombian SAS set up; any foreign investment registered with Colombia's central bank (Banco de la República).

4

Equipment

Formal FOB quote (Savannah or Miami), a used-unit inspection (about USD 350 in Georgia), and written certificate of origin plus trailer title/VIN.

5

Certifications

Confined-space and SG-SST training; NASSCO PACP.

6

First clients

Maintenance contracts with residential complexes, with a camera inspection video on every job.

Everything is validated with a lawyer and a customs agent before any money is committed.

SOURCES [S1] Oct 15, [S2], [S3] p. 5, [S6] | [S1] Team chat, Oct 15 – Nov 20, 2026 · [S2] Partners' meeting summary, Oct 26, 2026 · [S3] "Business proposal: Colombian SAS with used US equipment", Nov 2026 · [S6] Elver, "Comparativa y Costos de Importación Hidrojet", Nov 20, 2026

What we need from you.

- ✔ Your preferred option: license, sale or donation, lease, or partnership.
- ✔ Who owns the brand and the equipment: the company or you personally.
- ✔ A list of machines and equipment that could be available to start.
- ✔ For each machine: make, model, year, serial number, hours, condition, accessories, country of manufacture, and the price or employee discount.
- ✔ If you sell or donate a machine: written US certificate of origin and the trailer title with VIN.
- ✔ A contact for your US accountant (royalty, LLC treatment and the 20% tax credit).

SOURCES [S1] Nov 11, Nov 18 · [S3] p. 5 · [S6] | [S1] Team chat, Oct 15 – Nov 20, 2026 · [S3] "Business proposal: Colombian SAS with used US equipment", Nov 2026 · [S6] Elver, "Comparativa y Costos de Importación Hidrojet", Nov 20, 2026

What is still open. We would rather tell you now.

Done

- Business model defined
- Taxes reviewed with our accountant
- Import costs estimated per machine (Elver, Nov 2026)
- Certifications mapped
- New and used equipment priced

Open

- Local market study: competitors, prices, break-even
- Formal FOB quote (Savannah or Miami), customs-agency quote, and VUCE prior license for used units
- Lawyer: public tenders (SECOP and RUP registration)
- US accountant: LLC treatment and tax credit
- A group of 20 people for free SENA experience certification
- Permits, insurance and safety requirements

Estimates, not guarantees. Landing figures come from Elver's November 2026 comparativa and must be confirmed with a formal FOB quote, a customs-agency quote, an accountant and a lawyer. Paelda SAS does not guarantee specific revenue, royalty amounts or import costs.

SOURCES [S1] Team chat, Oct 15 – Nov 20, 2026 · [S2] Partners' meeting summary, Oct 26, 2026 · [S6] Elver, "Comparativa y Costos de Importación Hidrojet", Nov 20, 2026

Let's make it happen.

Tell Paolo which option you prefer. We already have per-machine landing estimates. After you choose, we will confirm them with a formal FOB quote and a customs-agency check.

1. Choose an option (A–D)
2. Share the equipment list
3. Short call with the three of us

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