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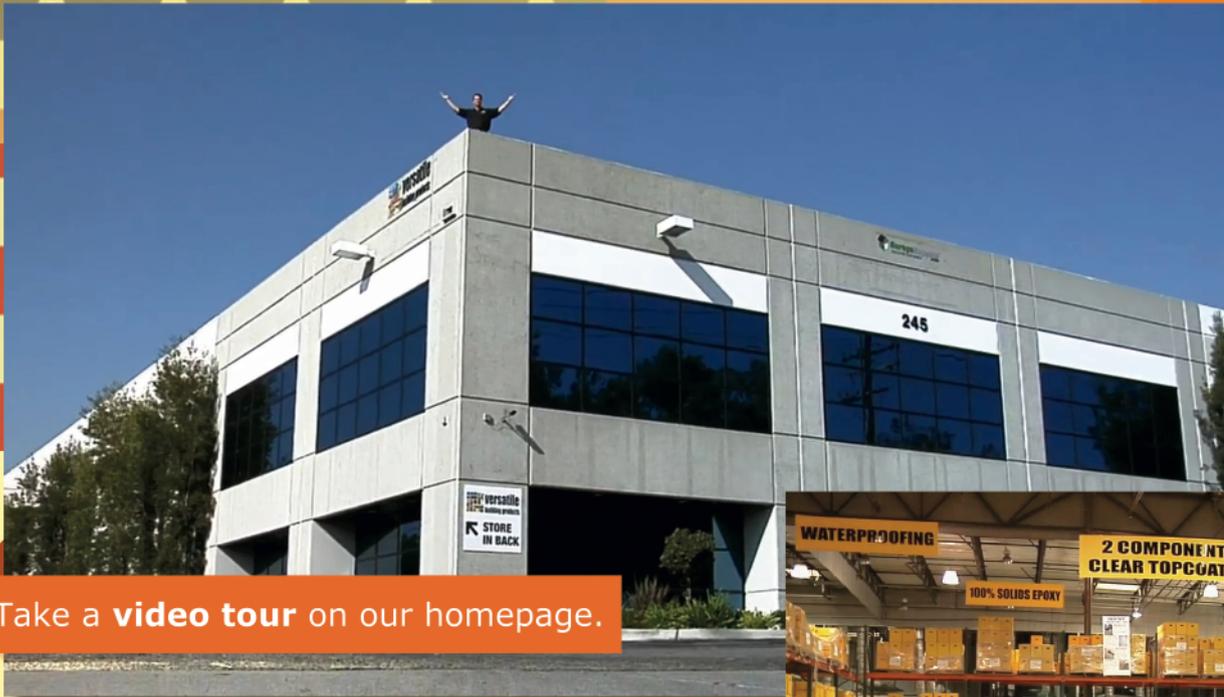
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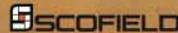
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publisher's LETTER

Dear Readers,

I recently attended Husqvarna's Media Boot Camp at their U.S. headquarters in Kansas. The two-day event briefed me and representatives from other construction industry publications on the latest technological advancements in Husqvarna's equipment for concrete applications.

What was particularly fun was having the opportunity to test-drive these power tools, including grinders, polishers, saws and drills. The best test drive of all was their new DXR 310 demolition machine with remote control. Watching it navigate through a normal-sized door, extend its downriggers and start demolishing a concrete wall was pretty cool. Demolishing part of that wall myself? That was awesome!

Getting this hands-on opportunity with a number of product innovations reminded me that recessions bring with them all sorts of opportunities. Companies like Husqvarna that stay in touch with their customers will use down times to improve. And when improvements can translate into improved safety, increased productivity and cost savings for customers, it's a win for everyone.

After hours, I had the opportunity to join a couple of my friends from Concrete Construction magazine and Husqvarna to discuss various job-site issues. I was particularly moved by a discussion that addressed challenges in moving contractors from tried-and-true products over to the benefits in a new product. I realized that there are inherent challenges that come with changing methods that already work on the job site. However, it was the consensus that if contractors do not stay attentive to new product innovations or continue investing in better products, no one benefits, not even the customer.

I know that even with myself, there is the tendency to overlook the news about new products in the pages of *Concrete Decor*, especially when there's a really glitzy-looking project to read about. We refer to this part of *Concrete Decor* as "Product News." We place these company announcements throughout the magazine in an effort to help you find relevant information quickly. Don't overlook these parts of the magazine. Unlike advertising, Product News is not paid content, and we try to include only what is beneficial to our readers.

This issue also contains the sixth annual Decorative Concrete Buyer's Guide. This section of the magazine, available online as well as in print, provides you with fast and effective tools for finding exactly what you need when and where you need it. I encourage you to use it regularly, because the companies that participate here are generally the folks who make painstaking efforts to provide you with the best materials, tools and equipment. It's the stuff that generally saves time, improves results and makes you money.

Sincerely,



Bent Mikkelsen
Publisher



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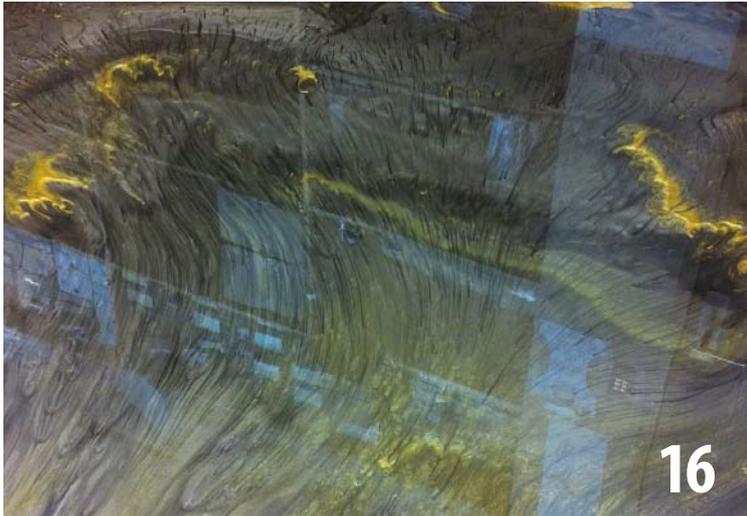


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Photo courtesy of Artistic Concrete Surfaces

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Sherry A. Boyd was director of the Green Matters Conference at the 2012 Concrete Decor Show. She operates as BoydWorks Strategic Communication and can be reached at sherry.boyd@boydworks.com. See Sherry's column, "Green Matters," on page 30.



Doug Carlton operates Carlton Concrete Inc. in Visalia, Calif. He can be reached at carltondoug@comcast.net. See Doug's column, "Carlton's Corner," on page 38.



Jennifer A. Faller is business development manager for Vexcon Chemicals and lead trainer for the Certi-Shine brand of polished concrete materials. Contact her at jfaller@vexcon.com. See Jennifer's article on page 58.



Jeffrey Girard is founder and president of The Concrete Countertop Institute and a pioneer of engineered concrete countertops. Reach him at info@concretecountertopinstitute.com. See Jeffrey's column on page 47.



Jeff Kudrick, product manager for J&M Lifestyles LLC, based in Randolph, N.J., is an award-winning creator of concrete kitchen and bath fixtures, fireplace surrounds, furniture and architectural details. For more about his processes, molds and mixes, contact info@infinicrete.com. See Jeff's article on page 26.



Michael Miller is managing principal of the concretist, an association of artists, craftspeople and others producing concrete art and architecture. He can be contacted at miller@theconcretist.com. See Michael's column, "the concretist," on page 70.



Bart Sacco is the president of Kingdom Products and also owns and operates Concrete Texturing Tool & Supply and the Concrete Kingdom Training Center, based in Throop, Pa. Reach him at bart@kingdom-products.com. See Bart's article on page 20.



David Stephenson is an independent decorative concrete flooring consultant out of Dallas, Texas. His company is Polished Concrete Consultants. He can be reached at david@polishedconsultants.com. See David's article on page 62.



Chris Sullivan is vice president of sales and marketing with ChemSystems Inc. Contact him at trowelanderror@protrade.pub.com. See Chris' articles on pages 12 and 44.



Jacob Webb, MBA, is a small-business strategy consultant and co-founder and vice president of NewLook International Inc. where he is primarily responsible for business development, sales and marketing. Reach him at jacob@getnewlook.com. See Jacob's column, "Fundamentals of Business," on page 14.

Talk back! Weigh in online at ConcreteDecor.net

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INDUSTRY NEWS

Ardex Americas expands

Ardex Americas has begun construction on a new marketing building at its corporate headquarters in Aliquippa, Pa., as well as on a 50,000-square-foot manufacturing facility and technical training center in Stockton, Calif. The marketing building will be completed by early summer 2012 and the new plant will open in the spring of 2013. In addition, upgrades are being made to the Aliquippa, Pa., and Dallas, Ga., plants. These developments mark the largest expansion by Ardex Americas since it moved its corporate offices, training center and plant to Aliquippa in 2000.

The new Stockton plant is part of a multimillion-dollar strategic project that focuses on the expansion of the Ardex Tile and Stone Installation System. In addition, 20 to 30 new employees will join Ardex Americas to support this strategic initiative, adding 10 percent to its existing workforce.

www.ardex.com

Oldcastle company Bonsal American acquires TXI Package Products

Bonsal American Inc., an Oldcastle company, has acquired the TXI Package Products business of TXI Operations LP, a subsidiary of Texas Industries Inc.

The Package Products business unit is comprised of five Texas manufacturing facilities located near three of the major

markets in Texas: Dallas/Ft. Worth, Houston and Austin/San Antonio.

TXI sells an array of bagged products, including dry-mix concrete, cement, bulk mortar and private-label products, through retailers, building materials distributors and commercial masonry distributors and contractors.

As a result of the deal, Bonsal American will acquire the Sakrete license for the state of Texas, ownership of the Maximizer brand of lightweight concrete mixes and TXI's preblended masonry business. Bonsal American will also enter into a licensing agreement to be a packager and seller of TXI bagged cement in the Texas market.

There will be no change to either personnel or mix designs for any of the products and brands.

www.txi.com

www.bonsalamerican.com

Cement Council of Texas receives American Concrete Institute award

The American Concrete Institute has presented its Distinguished Achievement Award to the Cement Council of Texas. The award is given to ACI nonmembers who have made notable contributions to the advancement of the concrete industry.

CCT promotes the sustainable use of cement and concrete, including concrete pavements, soil cement, and high-performance building systems. Incorporated by Texas cement shippers in 1987, the group has organized hundreds of conferences, seminars and presentations over the past quarter century, training countless industry professionals in state-of-the-art practices. CCT has also promoted and influenced numerous construction initiatives.

www.concrete.org

ACI's new Manual of Concrete Practice

The American Concrete Institute has released the 2012 edition of one of its

best-selling publications, the Manual of Concrete Practice.

Containing more than 220 documents, the MCP is the most comprehensive and largest single source of concrete practice information available in one set of books. It contains all the ACI documents needed to answer any questions about code requirements, specifications, tolerances, concrete proportions, construction methods, evaluation of test results and many more topics. The MCP also includes the 2011 version of ACI 318, Building Code Requirements for Structural Concrete and Commentary.

[\(248\) 848-3800](tel:2488483800)

www.concrete.org

American Concrete Institute names president, VP, board members

The American Concrete Institute introduced its 2012-2013 president, vice president, and four board members during the ACI Spring 2012 Convention in Dallas, Texas.

James K. Wight, the Frank E. Richart Jr. Collegiate Professor of Civil Engineering at the University of Michigan, Ann Arbor, was elected to serve as president of the Institute for 2012-2013. An active member of ACI since 1973, Wight was named a Fellow of the Institute in 1984 and previously served on the ACI board of direction.

William E. Rushing Jr., vice president at Waldemar S. Nelson & Co. Inc., has been elected ACI vice president for a two-year term, and Anne M. Ellis is now the Institute's senior vice president, which is also a two-year term.

Additionally, four members have been elected to serve on the ACI board of direction, each for three-year terms. They are: Roger J. Becker, managing director of research and development for the Precast/Prestressed Concrete Institute; Jeffrey W. Coleman, P.E., attorney at law and principal partner in the law firm

event calendar

American Society of Concrete Contractors CEO Forum

July 26-29, Coeur d'Alene, Idaho

www.ascc.org

of Coleman, Hull & van Vliet, PLLP, Minneapolis, Minn.; Robert J. Frosch, professor of civil engineering at Purdue University, West Lafayette, Ind.; and Steven H. Kosmatka, vice president of research and technical services for the Portland Cement Association.

www.concrete.org

American Shotcrete Association members elect new leaders

The American Shotcrete Association has announced the election of Joe Hutter, King Packaged Materials Co., as president. Hutter is the vice president of sales at King Packaged Material



Co. in Burlington, Ontario. Hutter is also the chair of ASA's Marketing Committee.

The ASA membership has also elected a new group of individuals to leadership roles in the association. Elected to one-year terms are vice president Michael Cotter, consultant; secretary Charles Hanskat, Concrete Engineering Group; and treasurer Ted Sofis, Sofis Company Inc. They will serve along with immediate past president Patrick Bridger, Allentown Shotcrete Technology Inc., as ASA's 2012 Executive Committee.

Three individuals were elected to three-year terms as ASA directors. They are Marcus von der Hofen, Coastal Gunitite Construction Co.; Dr. Lihe (John) Zhang, LZhang Consulting & Testing Ltd.; and Scott Rand, King Packaged Materials Co.

The ASA board has appointed Oscar Duckworth, Valley Concrete Services, to fill the remainder of Hanskat's previously elected term as secretary.

www.shotcrete.org

American Shotcrete Association names Shotcrete Project Award winners

The American Shotcrete Association has announced the recipients of the Seventh Annual Outstanding Shotcrete Project Awards.

Decorative concrete-related award categories and recipients include:

Outstanding Architecture Project: Soleri Bridge & Plaza, Scottsdale, Ariz., shotcrete contractor: Fisher Shotcrete Inc.

Outstanding International Project: Al Ain Wildlife Park & Resort Retaining Wall and Artificial Rocks, Al Ain, United

Arab Emirates, shotcrete contractor: Imagineering AD.

Outstanding Pool & Recreational Project: The Garrison Inn Project, Garrison, N.Y., shotcrete contractor: Shur Shot Gunitite.

www.shotcrete.org

Stencil manufacturer sold

Following the retirement of Universal Templates LLC owner Jerry Atwater, the stencil manufacturing company has been sold to Wendy and Frank Bauerschmidt of Milford, N.H. The company has relocated to Nashua, N.H. The Bauerschmidts plan to add new products to the Universal catalog.

www.universaltemplates.com

ASCC hires director of member services

Teresa Burton has joined the American Society of Concrete Contractors as director of member services. She was previously membership director for the Chesterfield, Mo., Chamber of Commerce.



[\(866\) 788-2722](tel:8667882722)

www.ascconline.org

Halco Lighting hires product analysts

Halco Lighting Technologies has hired Jeff Emerson and Ashwin Seshadri as product analysts. Emerson and Seshadri will aid in Halco's product development through researching industry trends and new technologies as well as testing and analyzing Halco and Sollos products.

www.halcolighting.com

Allen Engineering appoints sales reps

Direct Sales LLC has been appointed to represent the Allen Engineering product line in the Northwestern United States. Direct Sales LLC is an independent sales representative agency made up of an experienced team of equipment salesmen. The Direct Sales team will cover the states of Oregon, Washington, Idaho, Montana, Wyoming and Alaska for Allen Engineering, which makes equipment for placing, finishing and paving concrete.

www.alleneng.com

Westcoat announces new marketing coordinator and Utah rep

Westcoat Specialty Coating Systems has added Todd Cook to the Westcoat marketing department. Cook joins the team as a marketing coordinator, and will be integral in the development of promotional materials, social media and co-op marketing programs.



In addition, Westcoat representative Larin Felker will now be servicing distributors and customers throughout the state of Utah.

www.westcoat.com



Michelman's new Asia Pacific manager

Michelman, a global developer of water-based coatings, has hired Steven Wong as Asia Pacific managing director. Wong will be heavily involved with Michelman's global supply chain, finance and commercial development teams with a focus on the Asian region.



www.michelman.com

Moldex appoints VP of sales

Protective gear company Moldex-Metric has appointed Bill Schubach to the position of vice president of sales, North America. Bill joined Moldex in 2004 and served as regional sales manager. After a brief hiatus outside the company starting in 2008, he rejoined Moldex in 2011 as director of national accounts.

www.moldex.com

Aqua Blast celebrates 50th

Aqua Blast is celebrating its 50th year of business.

Founded by Paul Gerber in 1962, Aqua Blast currently offers pressure-washing systems ranging from small, personal units to industrial-size units. The company also builds custom units for the military, government, and industrial and private businesses. Today, the company is owned by David Tumbleson. 

www.aquablast.com

Case Studies Anchor a New Approach to Product Training

ALMOST all manufacturers of decorative concrete systems and equipment offer some sort of training on their products. Whether it is a one-hour watch-and-learn or a three-day hands-on class that people pay to attend, these programs have become mainstream in our industry.



by Chris Sullivan

Over the last few years, I became concerned when I noticed a sharp decline in attendance at decorative concrete training programs in general. Having personally taught and attended many different types of classes in this industry over the years, I wanted to change this trend. I wanted to expand on the traditional programs that had become a bit stale, in my opinion.

The industry has done a great job of training thousands of installers on the nuts and bolts of what the products are, how they are mixed and the best way to apply them. But in doing my research, I found that most training programs or demos offered no direct connection to how these products are used to make money on actual jobs. Information was provided on types of projects best suited for the

material and price ranges were presented by market, but there never seemed to be a real story of what had been accomplished with these materials and what was involved in accomplishing a successful job. Don't get me wrong, these trainings are all well and good, but I wanted more — something new!

My vision was to train people using past successful jobs as case studies. These case studies would consist of a variety of successfully installed decorative concrete projects. All the details of each job would be made available, including materials cost, labor cost, tools required, materials list, cost per square foot and final profit.

Each case study would first be presented in a classroom setting with emphasis on how each specific job was sold to the client, along with any special circumstances. An architectural display board would be used to show the different phases of selling the project, including an artist's rendering of the job, physical material samples, and photography of the actual finished project. These architectural display boards would also show by example what a powerful sales tool they can be in setting yourself apart from the competition.

The second phase would involve hands-on training. A 100-square-foot portion of



Industry veterans Mike Murray, Chris Sullivan and Chris Becker (left to right) teamed up earlier this year to teach decorative concrete applications using case studies and hands-on training. Tamryn Doolan of Surface Gel Tek helped too.

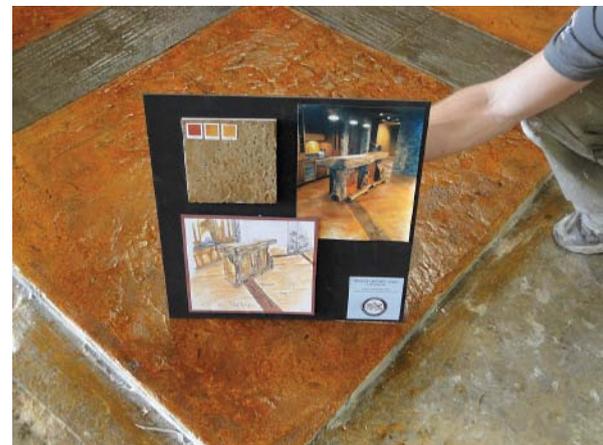
Photos courtesy of Chris Sullivan

the actual job would be replicated with the help of those in attendance. This approach would provide a map for trainees of all the steps involved in selling and installing a project — based on an actual job that was successful and profitable.

For this new training concept to work, the case studies needed to be projects that used traditional decorative materials to get results that were anything but traditional. This is when I contacted my good friend, decorative concrete installer Chris Becker.



Architectural display boards used during the training event, with 100-square-foot demo pieces in the background. The left photo is of a hard-troweled microtopping with free-form stenciling, and a banded stamped overlay with stain wash is shown at right.



Chris was until recently the owner of Becker Architectural Concrete, based in St. Paul, Minn., and is in my opinion one of the best when it comes to taking basic decorative concrete materials and turning them into amazing contemporary and classic decorative concrete finishes.

The project case studies had to be of award-winning caliber but easy to understand and comprehend for those in attendance.

For the first training, we selected decorative overlays as the base material and incorporated stains, dyes and textures into the mix to round out the products used. We also brought in Tamryn Doolan, president and CEO of Surface Gel Tek, for her expertise in stencils, gelled acids and logo designs. Lastly, we needed a partner who would provide a location and customer base so we could give our new training concept a test drive. The easy choice was Murray Decorative Concrete Supply, in Shawnee, Kan. Mike Murray, the owner, has been an advocate for education and training in the decorative concrete industry for years.

On March 16 and 17, 2012, a select

group of 16 decorative contractors attended our new approach to training at Murray Decorative Concrete Supply. Four distinctive case studies were presented, each providing a different focus and finish:

- A multicolor variegated microtopping with acid stain
- A banded-texture (slate and wood plank) overlay with stain wash
- A hard-troweled microtopping with free-form stenciling
- A three-dimensional vertical microtopping

As with anything new, the training started a bit slow as the attendees were a bit tentative about this format and what they were being shown. But once they saw the way our new concept was unfolding, they all became completely engaged.

The case studies were presented individually. Chris Becker provided the story behind how each project, developed from concept to reality. The details of each project were discussed through the use of PowerPoint presentations, with specifics

provided on sales techniques, materials used, labor, and overall project costs and profitability. Once the classroom portion of the training was complete, the class moved to slabs for the hands-on application of materials. With the details from the morning classroom session still fresh in everyone's mind, all in attendance took part in replicating portions of each case-study project. It was impressive to watch as those in attendance worked with Chris Becker, Tamryn and me as a team to make each case study mock-up resemble the original piece as represented on the architectural display board. The final result was four professional representations of the original work.

I understand that not all trainings can be as in-depth as this new approach, but the experience once again confirmed that the decorative industry thrives on innovation and challenging the norm. 🛠️

Chris Sullivan is vice president of sales and marketing with ChemSystems Inc. He has led seminars and product demonstrations throughout North America. Contact him at trowelanderror@protradepub.com.

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FUNDAMENTALS OF BUSINESS

Two Types of Competitors and How to Beat Them Both

CLOSE your eyes. Think of your business.

Imagine you operate in a world without competitors. Imagine you're the only one that customers can hire to install decorative

concrete. Visualize yourself winning bid after bid without anything or anyone to stand in your way. Now, open your eyes. Welcome back to reality.

Business is war, and your long-term survival requires constant vigilance in defending your castle and conquering your enemies. Your decorative concrete business is no different from any other as you seek to better understand, survive and eventually overcome your competition.

Your competitors generally come in two types: 1) imitators and 2) substitutes. Both are aggressively seeking your customers' dollar and want you to fail. Miserably. So put on your angry face and get serious! But first, let's make sure we're on the same page about the difference between imitators and substitutes.

Imitators do essentially the same thing you do. And they do it essentially the same way. For example, if your bread and butter is concrete engraving, then that guy down the street who also engraves concrete is considered an imitator.

Substitutes also do essentially the same thing you do. However, they do it in a different way — they effectively replace demand for your product. For example, if you're a structural concrete artisan, you may find yourself submitting a bid to create an ornate water fountain for a customer's backyard. But what if the customer doesn't



by Jacob Webb

need a water fountain per se? Perhaps she simply needs an aesthetically appealing feature to compliment her landscape design. Yes, your unique water fountain may do that, but a tree would too. So in a way, a gardener would be your competitor on this bid.

Think of your customer market like a pie. Imitators will try to take a slice of your pie by providing customers another source for your specific type of product, which makes it harder for you to win the bid. Thus, strategies for managing imitators will try to prevent them from increasing supply to your customers and taking a piece of your market.

Substitutes, however, shrink the overall size of the pie. They reduce overall demand for your product. So remedies for substitutes help you preserve existing demand for your product and keep the size of your market

from shrinking.

Understanding the difference between imitators and substitutes is critical because the strategies for managing the impact of imitators do NOT work on substitutes. I repeat, do not try to use imitator remedies on substitutes!

Three ways to beat imitators

The key to minimizing the damage caused by imitators is to implement specific business mechanisms that isolate your decorative concrete business from existing competition and create barriers that prevent new imitators from increasing supply to your market share. There are several types of "isolating mechanisms." Each shields your business from the damaging effects of direct competition and helps prevent imitators from taking a slice of your pie.

Tips for Beating Your Competition

- Spend time researching and evaluating all your possible imitators and substitutes before developing a go-to market strategy. Remember, there's a big difference between the two, and imitator remedies do NOT work on substitutes.
- Prevent imitators from stealing your market share by implementing customer-driven isolating mechanisms, such as an enduring reputation for customer service and superior product quality. These are easy to achieve and very difficult to duplicate.
- Infuse switching costs into your business model. Simple requirements such as down payments, for example, discourage customers from seeking your competition.
- Take risks when it comes to new products. No, don't use your customers as guinea pigs! Rather, be open to using new product technologies and incorporating them into your service line. This contributes to a "first-mover" advantage that distracts competitors and forces them to play catch-up.
- Avoid a myopic definition of your business, which is more than just stamping or staining concrete. Open your mind. Discover what business you're REALLY in and develop marketing messages with this emphasis. This will also help you better identify the substitutes in your market that decrease demand for your product.
- Establish strategic alliances with substitutes that offer real value to your customers.

Strategy 1: Service and quality

Some isolating mechanisms are customer-driven. One example is customer loyalty based on a reputation for legendary customer service. This is developed over time after repeated efforts to satisfy customers.

Loyalty based on your reputation for quality is another customer-driven isolating mechanism. Remember when that one customer hired you to fix another contractor's mistake? Nothing destroys a decorative concrete contractor's reputation faster than doing shoddy work. And one of the best ways to ensure you're prepared to do quality work is reading and following product instructions. To the letter.

An enduring reputation for quality and customer service will help isolate your business from the threat of direct competition, because it is so challenging for imitators to recreate the same reputation for themselves without investing the same amount of resources.

Strategy 2: Be the first

Being the first to use a new product or decorative process in your market creates a timing difference that isolates your business from imitator damage. Being the "first mover" allows you to be proactive and forces your competitors to be defensive. It creates a business distraction that requires your competitors to invest resources (such as time, capital and labor) in duplicating your product (or business model) if they don't want to be left behind. This means you need to be constantly aware of new technologies and product applications as they are developed. Talk to decorative concrete suppliers and manufacturers about what new products are coming down the pipeline. Try them. Experiment with them. Be the first in your market to introduce new technologies and you will force your competitors to play a perpetual game of catch-up.

Strategy 3: Nonrefundable deposits

Making it costly for customers to back out of their commitment to hire you is another strategy for isolating your business. An example of these switching costs is the initial deposit fee. Consider requiring customers to pay a nonrefundable percentage of the estimate upfront. This forces customers to stick with it until the job is done. If a competitor swoops in after the fact and lowballs your price, it will cost your customer to switch.

Responding to substitutes

Remember, imitators increase supply of your specific product and substitutes decrease demand for your product. While the solution for imitators is to keep them out of your market, the solution for substitutes is to find a way to share a portion of the market through a strategic alliance.

To identify the most rewarding type of strategic alliance, you must first understand what business you are in. Let's continue the assumption you're a structural concrete artisan. You may do an excellent job of designing and sculpting beautiful concrete structures. But are you in the business of simply selling concrete sculptures? Probably not. It's more likely you're in the business of

adding beauty to your customers' lives. Or perhaps you're really in the business of distracting customers from the ugliness in their life. Yes, this is more subjective, but it broadens the scope of your market reach. So identifying possible strategic alliances would require asking, "What other solutions 'add beauty' for my customers?" instead of asking, "Who else sells concrete sculptures?" As in the earlier example above, a landscape architect or horticulturist might be a very legitimate substitute for a concrete structural artisan.

Connect with your substitutes and discuss the possibility of an alliance that would add value to your customers. To use an example from my day job, my manufacturing company, NewLook International Inc., recently established an alliance with Modello Designs. We don't make stencils. They don't make concrete coatings. But both create beautiful finishes. It was the perfect union of color and design, as we like to say. We created an open co-sponsoring partnership that helps both brands expand their reach to a broader customer base and gives decorative concrete customers access to Modello's decorative masking patterns at a discount — a compelling value indeed. 🚚

Jacob Webb, MBA, is a small-business strategy consultant and co-founder and vice president of NewLook International Inc. where he is primarily responsible for business development, sales and marketing. Reach him at jacob@getnewlook.com.

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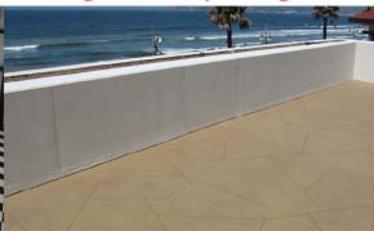


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Photos courtesy of Concrete Concepts of New Jersey Inc.



Amedeo Cilli, Concrete Concepts of New Jersey Inc. Hackensack, N.J.

by *Natasha Chilingirian*

Look through Amedeo Cilli's decorative concrete project photos and you'll find stone patterns with color complexity and rugged texture that look straight out of nature. Actually, they're the result of several decades of technique fine-tuning. Cilli is one of those decorative concrete contractors who started young (in his case, at age 13) and has stuck with the craft for the long haul. His business, Hackensack, N.J.-based Concrete Concepts of New Jersey Inc., has evolved into a well-respected decorative concrete installation company with a hefty portfolio of work.

For Amedeo, now 50, concrete runs in the family. In 1972, he and his family moved from Italy to Hackensack, where his father, Giorgio Cilli, began working for a concrete construction company. Amedeo recalls his family making some of their first business contacts as they spent time in his uncle's Hackensack barbershop, Ulisse's Barbershop. He remembers one customer asked Giorgio to pave his driveway, and once the word spread around town, other customers began approaching him for small residential jobs.

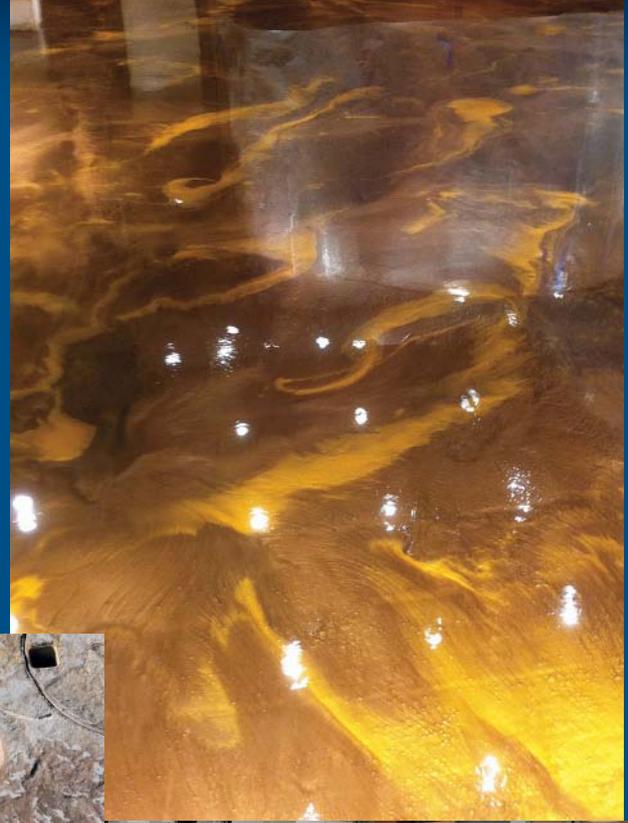
Giorgio, who didn't speak English, established his own concrete company in 1978, and Amedeo worked by his side from day one as a translator and estimator. Amedeo's brother, Guerino, joined the business in 1985.

The family business thrived in both residential and commercial markets, eventually hitting an annual income level of \$6 to \$7 million. Their high-profile assignments included a polished concrete job at a 40/40 club at Giants Stadium, in Meadowlands, N.J., and a structural concrete reconstruction job at Journal Square, in Jersey City, N.J., for which they received a New Jersey Golden Trowel Award from local masonry unions in 2001.

Guerino then left the company and Giorgio retired, leaving Amedeo in charge and with an opportunity to begin a new chapter in his career. As the leader of Concrete Concepts of New Jersey Inc., he's focused on architectural concrete, using finishing techniques to create surfaces that resemble materials such as natural stone, terra cotta and marble. Stamping is a major strength for his company, he says, but he and his crew members — some of whom he's worked with for more than 20 years — also produce stampable overlays, resurfaced concrete, polished concrete and glass-fiber reinforced concrete.

Amedeo Cilli, who began sketching, painting and sculpting at a young age, says his most enjoyable jobs are those that allow plenty of room for creativity.

"With a standard, 25,000-square-foot stamping project that anyone can do, the bids will be low, and there's no



challenge,” he says. “That isn’t my favorite type of project. But some customers allow me to do what I want, and that’s what I prefer. Of course, to get those types of projects, you have to have people who can recommend you.”

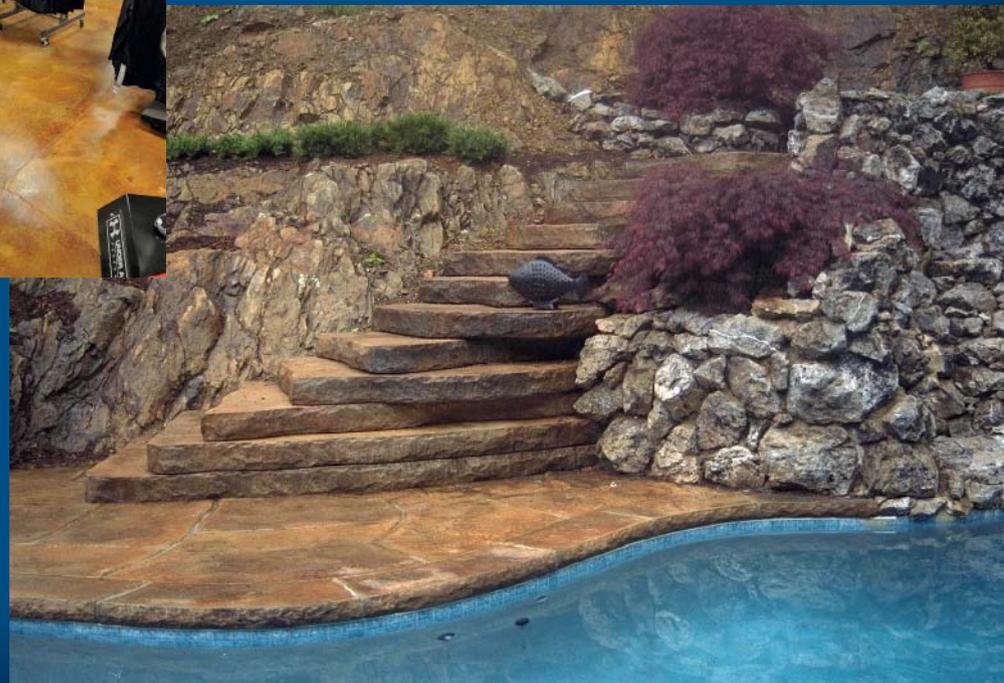
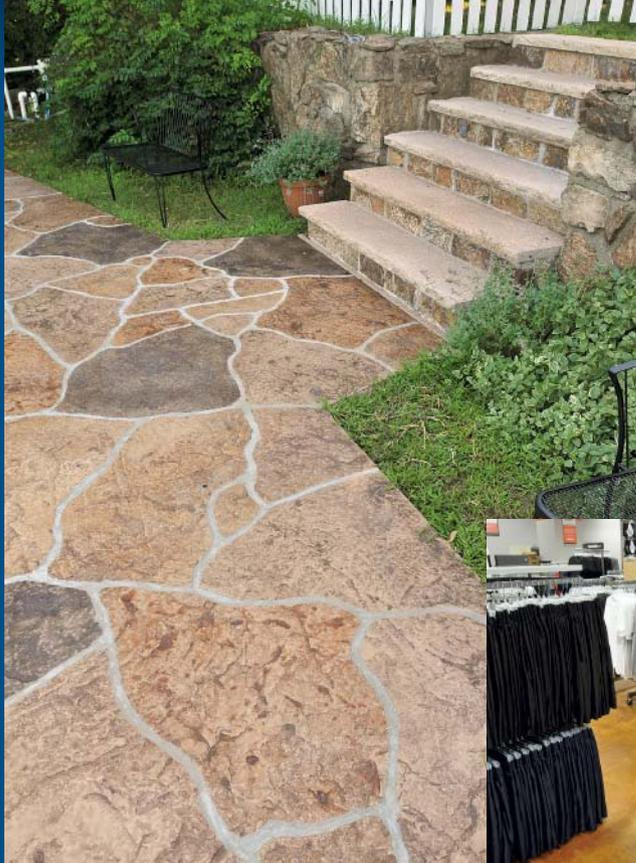
Cilli can put his name to two distinct decorative concrete techniques: working with surface cracks instead of against them, and blending expansion joints into stamped concrete patterns. He says the first technique took years to perfect — after initially being told he was out of his mind for trying to sell cracks as desirable concrete surface features, he experimented with several methods of reinforcing concrete so that cracks would be visible, yet wouldn’t cause structural problems.

“Part of the headache of an installation used to be the question of whether or not the surface would crack,” he says. “I’d have to convince the customer that it wouldn’t, and if it did, that I’d be able to repair it. Finally, I got tired of arguing that surfaces don’t crack, because they do. I remember watching something on TV about ancient Chinese vases made in the Ge Kiln porcelain production site during the Song Dynasty, which are considered rare and valuable because of their cracks. So I decided to sell concrete with the cracks.”

His second signature technique is a method of concealing another eyesore — expansion joints. He noted that in typical stamped concrete installations, expansion joints are added after stamping is complete,

so he decided to combine the expansion joint insertion process with the stamping process. To camouflage the joints, he developed special tools (after much trial and error, he says) that allow him to insert expansion joints into the grout lines of stamped patterns. His winning model: a tool the size of a basic mason trowel that can be slipped between stamping tools without misaligning the stamping pattern.

Whether his canvas is a small residential patio or a large public plaza, Cilli says his secret to achieving spectacular color is building it through multiple layers. He says he’s never been one to apply a base color followed by a highlighting shade — instead, he puts down five or six layers of dyes and stains. He might apply a few layers of color,



use tools to purposely distress the surface, then apply material in a different color on top of the distressed areas. He says this technique helps him achieve looks that are commonly found in nature.

“If you look at a rock, you already know that you like its color and texture,” he says. “But if you look at it more closely, you’ll notice it includes shades of gray, green and black, even though your eye interprets it as one color. By using multiple shades of color, I can bring the surface to life and make it real.”

Cilli’s experience is also evident as he discusses the business side of decorative concrete. Competition has become fierce for contractors in the Northeast, and to stay in business, Concrete Concepts of New Jersey has built a reputation of quality

and versatility. Cilli says he never takes shortcuts, and that while he may charge more for his work than some contractors do, clients are willing to pay more when they’re after quality. The company also keeps structural concrete services on its menu for those times when the architectural side of the business is slow.

Customer communication is another important part of managing a successful business, Cilli says. He believes many customers need to be educated on the basics of decorative concrete.

“Managing customer expectations is a real issue,” he says. “I tell my customers everything they’re going to get — and everything they’re not going to get. You also need to know when to walk away from a

job. If a customer can’t grasp your concepts, chances are what he wants isn’t within the reality of the medium, and you won’t be able to make him happy.”

Even now, Cilli continues to discover new passions. Recently, he trained a decorative concrete company in Mexico and led a seminar at the 2012 Concrete Decor Show, through which he found a new love: teaching and consulting. Now, he says he’s seriously considering hosting workshops on the two decorative concrete techniques he developed.

“(In Mexico), I had never had a better time,” he says. “I thought, I could do this for the rest of my life. So if I could increase the amount of consulting that I do, that would be great.”

 www.concreteconcepts.com



Ornamental Casting

by Bart Sacco & Kelly O'Brien

WHETHER it's a precast oven hood with complex finials, an elaborate entryway with Greco-Roman columns, or a unique high-detail garden sculpture, ornamental precasting can be a great way to work some value-added elements into existing projects.

Although the process does have some overlap with other concrete applications, there is an additional skill set required for doing quality casting work, especially for high-detail pieces. As with everything, casting is a practice-makes-perfect craft, but in this section we'll outline the basic steps and some good pointers to keep in mind when you next need to produce a high-detail precast piece.

how
TO

Photo courtesy of Kingdom Products



Bart Sacco does minor touch-up work prior to installation. He is using a slurry to restore a clean edge to the piece because it was chipped after demolding.

1 PREPARE THE MODEL

The first step to casting a piece is to prepare the model you'll be basing the mold on. Models can be existing pieces or they can be something you sculpt from clay, wood or stone yourself.

The most important element of preparing your model for the molding process is to remember that the rubber molding materials will pick up every scratch, blemish and imperfection that the model may carry. Sometimes this is an advantage — if your model has very fine detail work, you won't have to worry about it coming through in the casting process. However, if you're casting a new piece to address damage sustained by the original, you'll need to repair the model and fill in any imperfections with clay, wood filler, Bondo Body Filler, or for cementitious materials, a specialized finishing paste such as Imperial Finishing Paste from Kingdom Products (Bart's company).

Once you have your model finished, you'll need to apply a coat of release agent. When casting an element with fine features you need a release material that is very low-build, so it doesn't interfere with the molding compounds' ability to pick up the detail from the model. Molding companies sell release agents appropriate for each different material that your model might be made from. For instance, a polymer clay model may only require a light spray of aerosol release, while a natural stone or concrete model may need a coat of wax or sealer in addition to an aerosol release. Much of this decision depends on the porosity of the piece you're using as a model.

For stone and concrete applications, a simple, cost-effective release option is to melt Vaseline in a slow-cooker and add mineral spirits at a 1:1 ratio. Warm the mixture over low heat. The mineral spirits will reduce the viscosity of the melted Vaseline and allow you to apply this mixture in a thin application. This alternative is easy to make in large volumes and is a great, low-build release option for use on stone or concrete models.

Whatever product you choose, apply the release to your model in a thin, even coat. Make sure you cover the entire model, especially areas with deep reveals or undercuts, where you will have to stretch the cured rubber molding material to release it from the model. Use good common sense when applying the release. Be sure to get a thorough coating on the entire surface of your model. When in doubt, apply additional release to be certain your rubber mold will come loose from the model.



Imperial Finishing Paste, a compound from Kingdom Products, is used to fill any voids or imperfections in the model.

2 APPLY INNER MOLDING COMPOUND

For casting high-detail pieces, you'll be applying two compounds to your model, one on top of the other.

The first, inner compound will be a soft, flexible rubber with a low durometer (a measure of rubber's hardness). That means that even once the material has set, it will still be quite flexible and easy to stretch around deep reveals when demolding. The second product will be a higher-durometer material, usually a plastic or fiber-reinforced resin, which will support the inner liner during the casting process.

Your molding materials will come in the form of a two-component system, which will have a limited pot life once the components are mixed together. The pot life of your molding material will range between 10 to 50 minutes, so you'll need to pay attention to the mix ratios of the product you're using and have everything completely ready before you mix.

One other thing you'll need to plan before you start is where the seam for your mold will fall. Typically you'll want to choose a smooth, even side of your model. For example, in the case of a bust, you'd plan for the seam to run down the back of the head, where there's a relatively smooth surface to follow.

When choosing tools for applying your molding materials, you'll want a spatula or a good supply of cheap, throwaway bristle brushes, as the molding products are very difficult to clean out of a brush afterward. Before you get started, wrap some masking tape around your fingers, with the adhesive side out, and tap the brushes against the tape to remove any loose fibers — they'll get into your rubber and can interfere with the finished surface.

When you have everything on hand and you've applied the release to your model, you're ready to mix the first compound, the one with a low durometer. Make sure you mix the two components

Three Tips for Selecting the Right Molding Compound

There are many molding compounds available, so it's important to get one that's appropriate for the application at hand.

The hardness of the rubber compound is what will determine whether the product is right for your project or not. Rubber's hardness is measured in durometers. For an example, stamping mats are typically made of a relatively high-durometer rubber, somewhere in the 80-90 range. For a high-detail mold, you're going to start with a silicone rubber at a much lower durometer, somewhere in the range of 20 to 60.

There are also several different materials that molding compounds can be made from, which can affect your decision. If you're working from clay or another model material that might have moisture in it, you'll want a polysulfide rubber compound. For a fully cured concrete model, on the other hand, look for urethane rubber, tin-cured silicone or silicone rubber molding products.

Finally, you'll want to make sure the product you choose is the right consistency for brushing onto your model, since that's the easiest application method for ornamental work. Some silicone rubbers may require a thixotropic additive to make it brushable, but many mold compound manufacturers make products specifically formulated for brush application.



Photos courtesy of Steve Moore

A model after application of the inner molding compound. Both coats are dyed unique colors so you can see the spots you missed.

very thoroughly, paying close attention to the mix ratios called for in the product instructions. Mix for about two minutes, making certain to scrape the sides and bottom of the mixing container, then transfer the mixture to another container and mix again for another one and a half to two minutes. The second round of mixing will ensure your materials blend thoroughly.

Using the brushes or a spatula, work quickly to put down a thin, uniform layer of material. Let the first layer dry for about 30 to 40 minutes until it's tacky, at which point you'll want to have your second batch of the material mixed.

Many molding products will have dye you can add to alternating layers, making it easier to tell where you've applied your current coat already. Add dye while you're mixing your second batch, then apply another thin layer of product. For the second and subsequent coats, apply extra material along where your seam will be and around any sharp undercuts or outcroppings to ensure the resilience of the final mold. Once the second coat has dried until tacky, repeat the process with up to two more layers (four total), until the mold is about 1/2 inch to 3/4 inch thick. Test the thickness by sticking a pushpin through the rubber.

Once you've reached the desired thickness, let it cure undisturbed in a room with constant environmental conditions for about 16 to 24 hours at 70 degrees F.

3 APPLY OUTER MOLDING COMPOUND

For the second molding compound, which will form a sturdy outer shell to hold the inner mold, you'll be using a much

higher-durometer plastic or resin compound, which will also come in a two-component system, possibly with additional fiber reinforcement.

Before applying that compound, you'll need to plan out the joints for the outer shell. Depending on the design of the piece, you may have an outer shell that comes together in several pieces or in just two halves. The outer mold is cast one section at a time, and those pieces will be bolted, clamped or strapped together during the casting process.

Take a Sharpie marker and draw the seams on the inner mold where the outer shell will come together. Make sure that none of the seams of your outer mold will overlap with the seams of your inner mold, to ensure the security of the inner mold's seal.

To prepare for casting the first section of the outer shell, use modeling clay to build a 3-inch-tall wall along the seams for that section. Use a wire-end clay-carving tool to cut a 1/2-inch groove down the middle of the clay wall. This groove will be cast into the edge of the outer shell and will ensure that the pieces fit together securely.

Apply a coat of rubber-appropriate aerosol release to the first section, and mix up a batch of the high-durometer compound. You'll want to use a trowel or spatula for this material and apply one uniform coat to the first section at a thickness of about 3/4 inch. Let this section cure for about 90 minutes.

Once the modeling clay has cured, remove it.

If your mold has more than two sections, you'll need to repeat the wall-building process for each additional seam on the outer shell. If your mold only has two sections, you can spray release on the rest



Photos courtesy of Steve Moore

The dam built to create a barrier between the front and back half of the mold.

of your mold, mix and apply a second coat of the high-durometer compound right up against the first, cured section, and let the whole thing cure overnight.

4 DEMOLD THE MODEL

When demolding the outer shell, you will be able to pry the pieces apart with a screwdriver fairly easily. To demold the inner mold, find the place you've chosen for your seam, and use a pair of scissors or sharp razor knife to make an angled cut. Cutting the seam at an angle, rather than perpendicular to the model, means the flaps of the rubber will overlap during the casting process and give you a better seal. Once you've made the cut, remove the inner mold from the model, pulling it carefully out of any deep reveals and around any high-detail elements until it comes free. Clean the inside of the mold thoroughly with soap and water and allow it to dry.

Casting Magic

Bart Sacco used his precasting skills to help restore a vital piece of magician history

by Kelly O'Brien

When Steve Moore, a retired escape artist and Harry Houdini historian, went looking for someone to help restore a damaged bust from Houdini's grave, Bart Sacco's was the first name to come up. Sacco, owner of Concrete Texturing Tool and Supply Inc., Kingdom Products and The Concrete Kingdom Decorative Training Center, in Throop, Pa., used his expertise in casting high-detail concrete pieces to help Moore create an identical replica of the 1914 marble sculpture.

Because they were matching the bust to a marble original, a smooth, uniform, high-detail casting was essential. "[Moore] was looking for white concrete, pinhole-free," says Sacco, and that's just what the customer got. Moore and the Harry Houdini Museum, based in Scranton, Pa., put up the money for the molding supplies, and Sacco donated the concrete, additives and time. Moore filled in the damaged portions of the original bust, and they were able to create an exceptionally high-detail mold. (The mold even picked up the faint signature of sculptor John Cassidy.)

Sacco then used Kingdom Products Imperial White Concrete Countertop Mix with the addition of Kingdom Products Self-Compacting Additive to cast the replica. In order to guarantee that the final piece was pinhole-free, Moore



Photo courtesy of Kingdom Products

and Sacco built a vacuum box to put negative pressure on the piece while it was setting.

The final casting was installed at Houdini's grave in Queens, New York City, in October 2011, replacing the damaged bust that was removed from the site more than 30 years ago.

5 BUILD A VACUUM BOX

A vacuum box is optional, but it's easy to make and operate and will ensure that the final piece comes out free of pinholes. You'll need two-by-fours,

plywood, vinyl or plastic sheeting, lots of duct tape, a shop vac and (optionally) a piece of plexiglass. For convenience, you can build your vacuum box on a dolly, though that's not a requirement. Build an open

frame box with a plywood floor and plenty of room for your finished mold. Wrap the entire box in heavy-duty vinyl or plastic sheeting and seal the seams with ample amounts of duct tape. For the lid of the box, you'll need a piece of plywood or plexiglass large enough to cover the entire thing. Drill a hole in the lid the exact same size as the tube on your shop vac. You'll use this apparatus during the casting process to put negative air pressure on the cast.



Taking the lid off the vacuum box.

Photos courtesy of Steve Moore

a high-strength, self-compacting concrete mix that provides a lot of fluidity with moderately low amounts of water. Polycarboxylate plasticizers and self-compacting additives will give you a mix with the desired fluidity and a finished piece that will be strong, durable and free of pinholes.



Removing the cured piece from the vacuum box.

Start the casting process by spraying a thin coat of release agent inside the inner mold. Be careful not to let any release agent pool in the mold anywhere, as that will interfere with the

surface texture of the finished casting. If there is excess release, wipe it out of the mold with an absorbent, lint-free cloth.

Place the inner mold inside the piece of the outer shell that covers the inner mold's seam, and make sure the pieces that join at the seam are lying flat and smooth. Put the other pieces of the outer shell in place and secure them together tightly using bolts, clamps or straps. Put the mold into the vacuum box and mix your concrete.

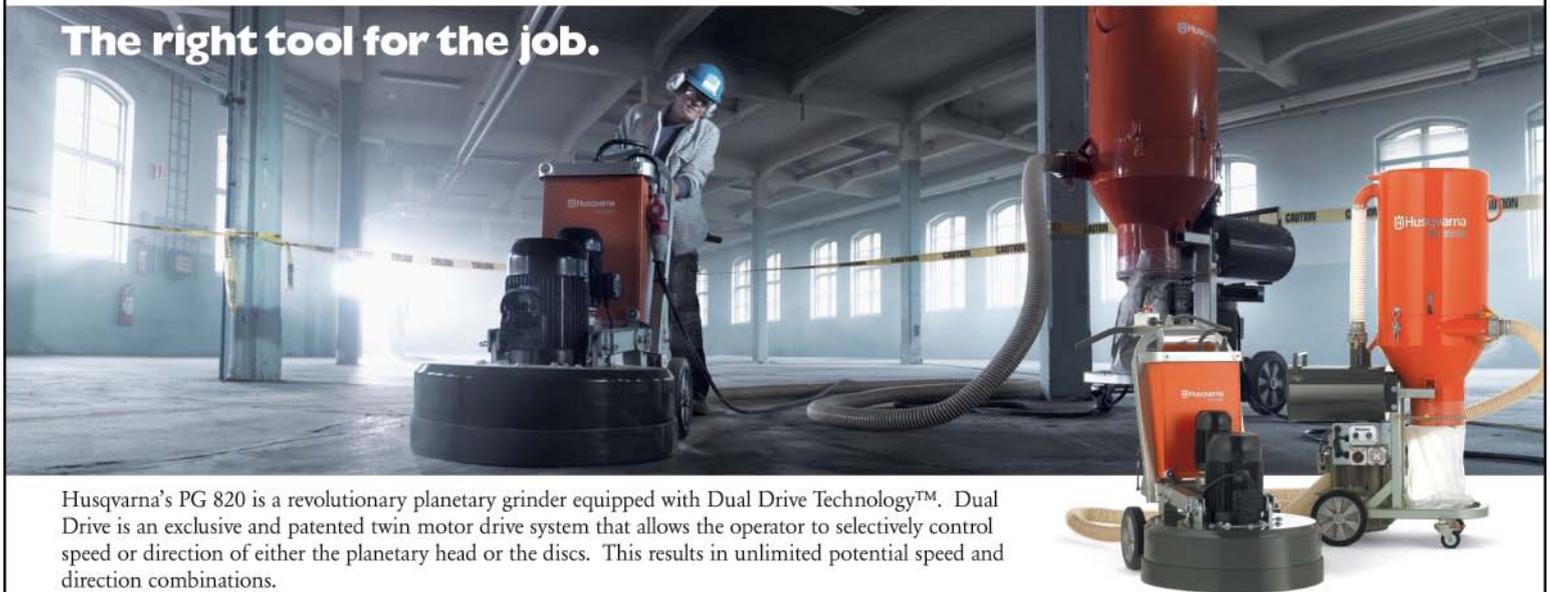
For large pieces, if you pour in the concrete from the top of the mold, it can splash up the sides, which can then dry faster, causing discoloration or pockmarks in the final piece. To avoid this, use a large funnel and a piece of PVC to pour the concrete into the mold so that you can fill it from the bottom up. As you are filling the mold,

6 CAST THE FINAL PIECE

As you can see, most of the time involved in precast projects goes into the prep work. Now, it's time to actually make your final piece. When selecting a mix for an ornamental precast project, you want



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vibrate using a hand-held pencil-shaft vibrator.

Once the mold is full to the top, close the vacuum box, attach the shop vac and turn it on. You'll see the vinyl sheeting go taut as the shop vac creates negative pressure in the box. Let the shop vac run for about five minutes to suck out the air and then turn off the vac.

Let the concrete cure overnight (or longer if you have poor environmental conditions) before demolding.

7 DEMOLD THE FINAL PIECE

To demold, take the piece out of the vacuum box, remove the pieces of the outer shell and, just like when demolding the model, stretch the silicone carefully off of the finished piece. Once the newly cast piece comes out of the mold, the surface will be tender until it fully cures, so handle it very carefully and allow the piece to remain undisturbed while curing.

Once the piece has cured fully, apply any stains or sealers you'd like. For a natural look that will be well-protected from the elements, you can use a penetrating sealer. (One example is Aqua Pella, a water-based silane/siloxane sealer from Bart Sacco's company Kingdom Products.) This will provide a natural look and make the piece resistant to water and dirt intrusion. Apply the sealer liberally to the



Splitting the two halves of the mold.

Photos courtesy of Steve Moore



Removing the soft-durometer inner lining.



Revealing the final piece.

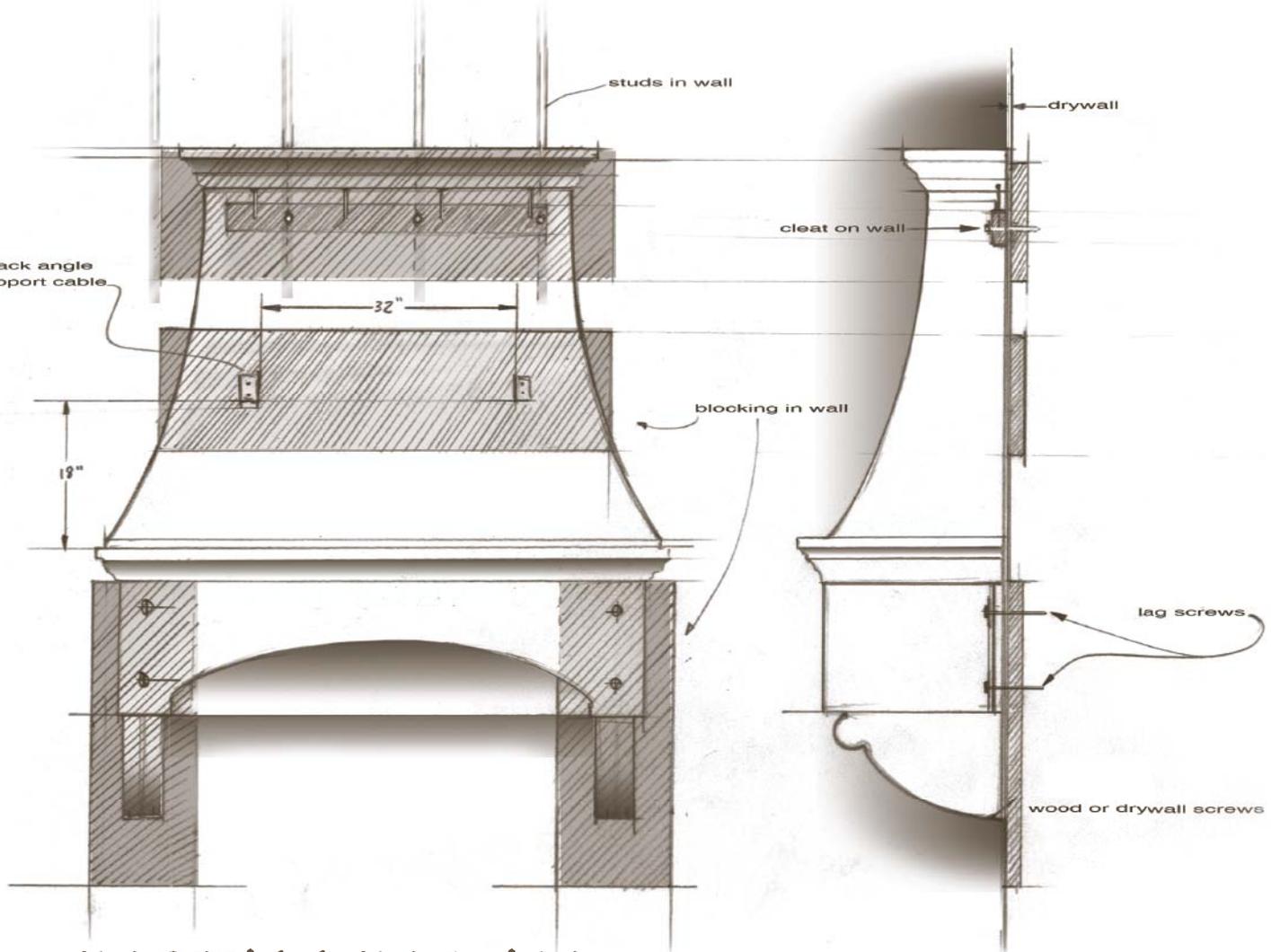


cured concrete piece. You want to saturate the concrete, using two coats and applying them wet-on-wet without drying between coats. After the second coat, allow the piece to absorb the sealer for a few minutes, and then remove any excess build. This will darken the concrete for a few days until the sealer is cured out, but then the color will go back to its original hue, and the piece will be water- and dirt-resistant. 🛠️

Bart Sacco is the president of Kingdom Products and also owns and operates Concrete Texturing Tool & Supply and the Concrete Kingdom Training Center, based in Throop, Pa. Reach him at bart@kingdom-products.com.

Photo courtesy of Kingdom Products

tie-back angle for support cable



INSTALLING AN OVEN HOOD

PART THREE OF A THREE-PART SERIES ON DESIGNING, CASTING AND INSTALLING CONCRETE OVEN HOODS

Illustrations by Rob Bynum

by Jeff Kudrick

ONCE you have successfully cast your parts and finished them completely, you are ready to install your hood.

You have already supplied the contractor with the proper drawings specifying where to place blocking (like the drawings at the top of this page), the vent location is established, and any and all brackets have been installed prior to closing the wall if so specified.

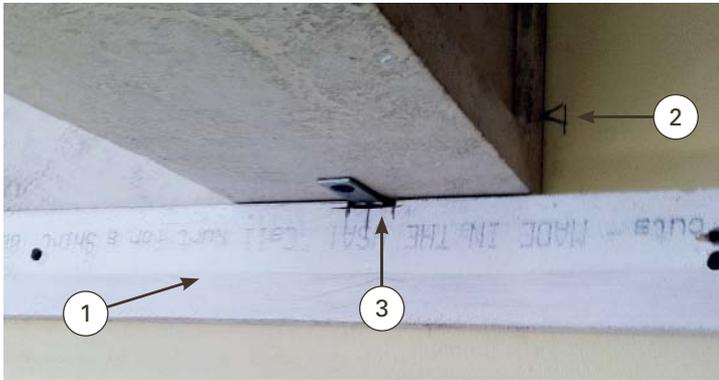
Use the Tools & Materials list (facing page) to assemble what you'll need.



Featured Artisan:

Jeff Kudrick
Randolph, N.J.

www.infinicrete.com

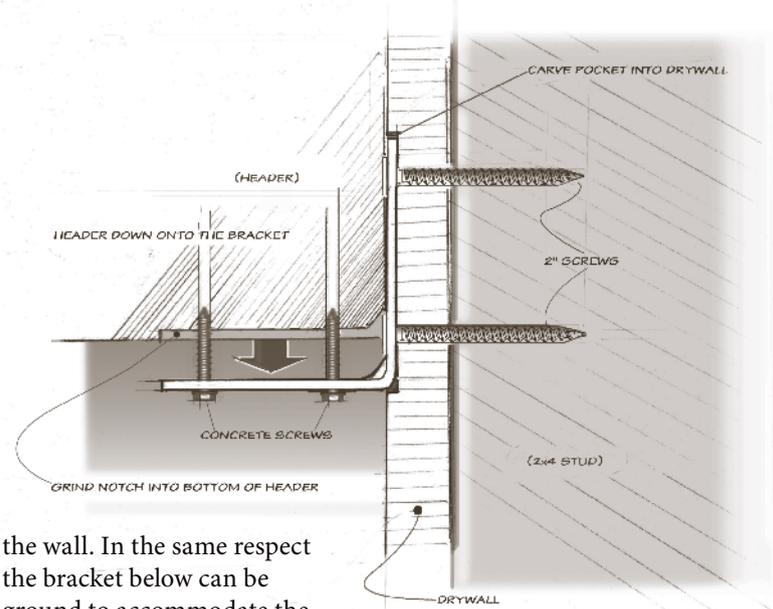


The first step is to mark the height of the unit on the wall using the counters from your approved shop drawings. Mark the center of the hood and screw a cleat (1) to the wall to temporarily hold the header in place. Also, mark the outside edges (2) since you will not be able to locate the center once you place the header. Next, an “ell” (3) bracket will be screwed into the wall to carry the weight of the unit and keep it in place while the next tasks are performed. The whole area behind the header should have been blocked as per your drawing to allow for freedom in fastening the header wherever it may be necessary. The ell bracket will be set in the center of where the support brackets will be placed. The brackets will be supported by the header, so it is important to make sure the header is securely fastened.

The ell bracket can be recessed into the wall behind the header or ground into the header so the header sits flat against

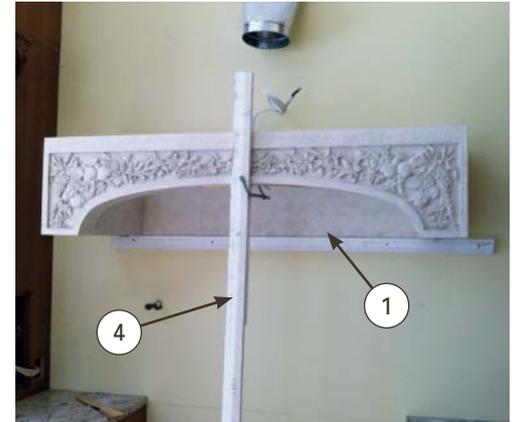
HOOD INSTALL TOOLS AND MATERIALS LIST

- Screw gun
- Level
- Tape measure
- Pencil
- Masonry bits
- 3/8-inch tapered tile bit as a countersink
- Tapcon screws
- Assorted drywall screws
- Drill driver kit
- 3/8-inch lag bolts, 3 inches to 4 inches long
- Two steel angles, each 1 1/2-inch by 1 1/2 inch by 3 inches long
- 1/4-inch and 3/8-inch drill bits
- 10 feet of 3/16-inch cable
- 4 cable clamps
- 2 turnbuckles rated for 200 pounds each
- 2 zinc-plated or better “ell” brackets rated for 200 pounds each
- Acrylic grout
- Clear acrylic silicone
- PL Premium Adhesive
- Assorted clamps
- Circular saw



the wall. In the same respect the bracket below can be ground to accommodate the thickness of the ell bracket and/or the Tapcon screw heads. Two heavy No. 10 or better wood or sheet metal screws, pan-head or flat-head, can be used to screw the ell bracket into the blocking. The size that is required only has to overcome the possible force of the header's weight.

You will need to clamp a board or stud (4) to the front of the header to level it and carry the load until the unit can be bolted in place. Precut your board and get a clamp ready to hold the header stable while you screw the ell bracket into the header.



Once you level the header from front to back and it is level from left to right on the cleat (1), you can bolt (6) the header into the blocking from inside the left and right cavities of the header, where the bolts are not visible and the header is strongest. You may also use mastic to set the back of the header securely to the wall. When you drill the hole through the header, 1/2-inch, and then predrill the blocking for the lag bolt (6), you are ready to install and tighten the lag bolt. Be sure to shim (5) the space between the header and the wall if there is a gap so that you do not change the position of the header as you tighten it, and keep the shims close to the bolt so that when it is tight you do not crack or damage the header. DO NOT overtighten.



This is the base you will work from. Every item from here will only be as level and straight as you have made this part.

The next step is to place the top molding (7) section, which will be in one piece. First dry-fit the molding on the hood header and align the overhang to be even on all sides. Mark this spot and remove. You can use PL Premium Construction Adhesive or silicone to glue these two sections together. A few dabs or a bead will work fine as long as there is enough to fill any slight voids between the pieces.



After this is set, you want to fasten mechanically with at least two Tapcons (8), one on either side. Be sure to drill the header from below with a through hole for the Tapcon and use the 3/16-inch masonry drill bit to drill a hole through both the header and molding for a 1/4-inch Tapcon. Overdrill the first hole in the header to 1/4 inch so as to pull the two parts tightly together.

Next you will set the steel tie-back angles (12) above the header within the confines of the breast. There are two smaller 3/8-inch



holes that you will use to lag-bolt the angle to the wall and into the blocking. Reference the blocking requirements that were supplied to you in the drawings on page 26 for the tie-back angle positions and blocking dimensions.

The 3/16-inch-diameter cable (10) will be used to loop through the turnbuckle (9) that is attached to the tie-back angle (12), and each end of the cable will be attached to the header.

The holes in the header allow you to loop the cable around the flange and use cable clamps (11) to secure loops in the cables.



Be sure to use two cable clamps per connection.

The turnbuckle (9) will be used to pull the slack out of the cable and tighten it. Make sure the turnbuckle is adjusted fully extended, and make sure there is enough

room for adjustment.

NOTE: At this point, since many codes require hard piping for the vent fan, you will need to install the vent fan before continuing. The vent fan rests inside the center of the header, upon a fabricated piece of stainless steel that transitions from the opening of the header to the size of the vent fan. This part may also be concrete or even wood with a metal laminate.

The next step before setting the breast is to attach the brackets (13). These two parts get centered on the left and right base platforms of the header. From below you will use a



masonry or tile spade bit to countersink the head of two drywall screws (14). Drill through the brackets at an angle so you can set the drywall screws (14) through the bracket into the blocking behind the brackets. These screws may need to be up to 4 inches in length, but 3 inches

should be sufficient.

After the screws are set they will need to be covered either with a grout or polyester resin fill similar to those used for repairing natural stone counters. You will also use Tapcons to fasten the top of the brackets to the header.

Dry-set the breast to its position. Be careful to limit the pressure on the front of the header as you place the breast. Mark the top of the breast (16) where it ends on the wall. The vent pipe, if it goes through the top of the breast, needs to be cut into the top flange of the breast. Be careful to keep the cut-out hole as small as necessary to accommodate the vent pipe (15).



Once you have marked the top of the breast (16), take down the breast and measure the material thickness of the flange of the breast. This thickness may have a little irregularity, but use the thickest measurement. If the edge has a high spot, you can

use a 4-inch grinder with a masonry blade to grind the flange, even to accommodate 2-by-4 support blocking to sit flat against the concrete material. (Again, see the diagram on page 26 for blocking placement.)

Make a mark below the line you made for the top of the breast. Make it at the measured thickness of the breast flange material minus 1/8 inch. You will put a shim into this gap between the breast and the header, against the wall. This keeps the weight of the breast supported only by the 2-by-4 cleat below the breast flange and against the wall between the header and breast. It ensures no unnecessary weight is transferred to the front edge of the header.

Drill through-holes at the top of the breast flange so that you may put four No. 10 2-inch screws into the 2-by-4 that is now inside the breast to hold it securely in place.



THE FINISHED HOOD

If your design includes a top molding detail, you will use silicone between the breast and molding or use PL Premium adhesive to secure this part in place. Once all of the components are secure, you will use a silicone, siliconized grout or acrylic grout to fill the seams. You can fasten additional 2-by-4 cleats into supplemental blocking on the sides of the breast, and you may also put in additional screws for support which may be patched or filled to conceal them. 🛠️

In the first two parts of this How-To series, Jeff Kudrick showed how to design and cast this concrete oven hood. They were published in the February/March and April 2012 issues of Concrete Decor.

Jeff Kudrick, product manager for J&M Lifestyles LLC, based in Randolph, N.J., is an award-winning creator of concrete kitchen and bath fixtures, fireplace surrounds, furniture and architectural details. For more about his systems, processes, custom-designed product molds or engineered concrete mixes, contact info@infinicrete.com.

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Both light-colored coatings and concrete polishing can improve the reflectivity of a floor, which can produce dramatic energy savings and reduce operational costs. Work by Meidling Concrete Inc., Spokane Valley, Wash.



Photo courtesy of Meidling Concrete Inc.

Getting into GREEN *Trends, ideas and challenges from the 2012 Green Matters Conference*

by Sherry A. Boyd

INDUSTRY experts predict that the demand for environmentally friendly, “green” building materials and methods will be the most significant driver in construction growth for the next five years and in the foreseeable future. According to the research, that’s good news for the concrete industry and decorative concrete contractors. Generally, concrete is now perceived as a sustainable and green building material. However, some of the reasons for the increased demand from property owners are a bit different from what contractors may think.

Both end users and contractors agree that the durability and aesthetic versatility of concrete are fundamentally important. However, according to recent industry surveys, other factors are stimulating demand even more.

The Green Matters Conference brought together industry experts in February to explore these factors and take a look at the role architectural and decorative concrete is playing in solving environmental problems. Speakers offered seminars and panel discussions on key issues in San Antonio, Texas, in conjunction with the 2012

Concrete Decor Show.

Some topics head the list of problems that architects, engineers and property owners strive to address: high operational costs in buildings, the heat island effect outdoors, environmental air quality inside and out, life-cycle cost reduction, and safety and resilience during natural disasters or security threats. Many of the speakers touched on these topics and the ways that decorative concrete professionals can promote concrete as a solution for these problems.

A growing demand for solutions

David D. Shepherd, director of sustainable development for the Portland Cement Association, shared some dramatic projections about the growing market for green building and important trends to watch during his opening address at the Green Matters Conference. He showed statistics demonstrating that green building demand increased between 2008 and

2010, while other types of construction declined. Contractor revenues from green building grew a startling 50 percent in that period according to McGraw-Hill's independent research, he said, while at the same time total construction revenues declined 14.1 percent. During 2011 the U.S. Green Building Council reported 33,000 applications for LEED certification in the pipeline, plus 11,746 LEED-NC Certified Projects approved for new construction, with indications these numbers will continue to increase. At the same time, LEED has influenced perceptions beyond specified projects, he said, so that four to five times as many projects are adopting green building approaches as are actually pursuing the USGBC LEED certification.

On another front, the National Association of Home Builders reported a major shift into the area of green remodeling. A 2012 study of market opportunities produced by McGraw-Hill Construction, in conjunction with the

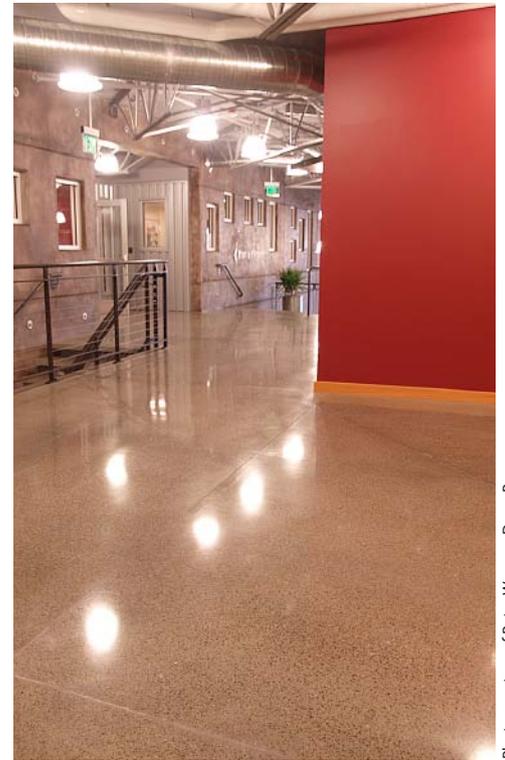


Photo courtesy of Peter Wagner, Deco-Pour

Harvey Construction Inc., of Snohomish, Wash., installed Deco-Pour Terrazzo, a resurfacing system containing 60 percent recycled content, to meet performance and sustainability criteria in the high-traffic environment at the Port of Everett, Wash.

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Photo courtesy of Excel Surfaces

NewLook International's CoolStain, seen here in a Spanish Clay color, lowers the surface temperature of concrete and eases the heat island effect. Excel Surfaces, Escondido, Calif., did the work for a Kingdom Hall in San Diego.

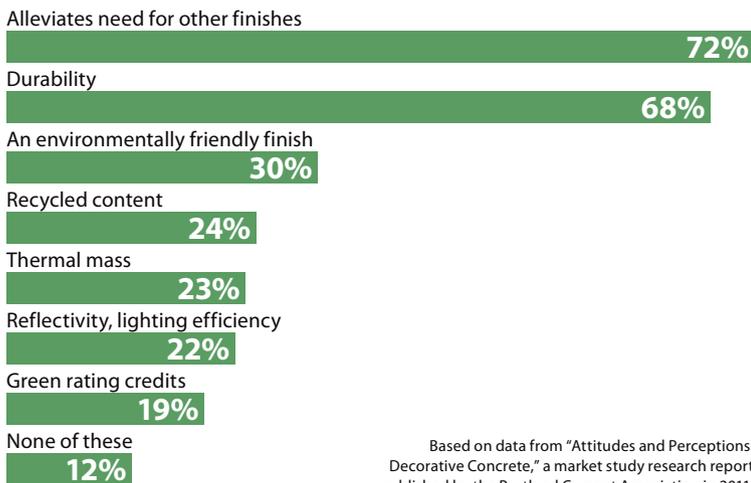
NAHB and Waste Management Inc., predicted a five-fold increase in green construction in the residential sector and an even more impressive 150 percent increase in green remodeling in the next five years.

Shepherd also observed that in the commercial market, a building with green certification is worth much more than one without. One reason, he thinks, is the preference of tenants to lease within a green building, while another is the quantifiable reduction in operational costs. Concrete use can reduce energy expenses because its thermal properties and light reflectivity can deliver dramatic improvements in reduced energy use for interior and exterior lighting. Both concrete polishing and light-colored coatings can improve light reflectivity of floor surfaces by 60 to 70 percent, allowing the specification of fewer fixtures to achieve the necessary illumination while requiring less energy use in a commercial or retail environment. Big-box retail outlets have proven this value, and other commercial buildings are following their lead.

Elsewhere at the Conference, Larry Rowland, manager of marketing and technical services for Lehigh Cement Co., presented a seminar titled "A Concrete Solution to Green Building" that took a more detailed look at how concrete solves environmental problems. He stated that increasing reflectivity by using light-colored interior

The Benefits of Specifying Decorative Concrete

As identified by decision makers and influencers



Based on data from "Attitudes and Perceptions: Decorative Concrete," a market study research report published by the Portland Cement Association in 2011. Printed with permission of PCA.

floors can potentially produce energy savings of 20 percent for the property owner. That amounts to significant operating-cost savings over the life of the building.

Rowland also shared data from a report titled "Attitudes and Perceptions: Decorative Concrete," published by the Portland Cement Association in 2011. The research study showed that for decision makers, reducing the cost of materials is the number one factor they consider. Decorative concrete provides an opportunity to eliminate the cost of other floor coverings, such as carpeting, polyvinyl, laminates, wood and other wear surfaces that require replacement several times over the life of a building. This is most noticeable in high-traffic public, commercial and retail buildings, but homeowners increasingly recognize these benefits, also.

Reducing urban heat island effect

Anticipating increasing demand for products that reduce the surface temperature of concrete, numerous new technologies are emerging, as Jaime Villagomez, president and CEO of NewLook International Inc., pointed out in his seminar on infrared reflective coatings.

"Using IRR coatings for example, can greatly reduce surface temperatures by up to 50 degrees," he said. "Experts say that we can solve global warming by painting everything white. We could gain up to 15 degrees Fahrenheit reduction if everything was white. But most of us are not ready for that white heaven yet. We still want colors. Great! No problem, just use an IRR coating that performs like white while still imparting color. Selecting ecofriendly products such as IRR coatings makes a contribution to the overall health of our planet and living environment. Oh, and by the way, it feels better to the touch and lasts longer."

Heat islands are areas significantly hotter than their surroundings, and urban heat islands (UHI) have resulted from the use of building materials and dark colors that absorb and retain heat. As heat increases, VOCs and nitrous oxides in the air can trigger dangerous ozone buildup and smog as well as require even more energy consumption to cool buildings.

Substituting infrared reflective materials or treatments that reflect sunlight and absorb less heat can help to mitigate heat island effect in cities and qualify for LEED credits.

Trade-offs and misunderstandings

Undoubtedly there are many more issues to address. While there are many benefits to the increasing demand for green building solutions, some problems were also identified. One of the most challenging topics is producing acceptable concrete with a low carbon footprint when variables impacting performance are not properly accounted for in untested green mix designs.

Ward Malisch, technical director for the American Society of Concrete Contractors, presented a seminar called "Green Concrete Effects on Concrete Contractors" to help contractors talk sense about green mix design and long-term durability issues. He said: "One of the most prevalent misunderstandings is the belief that because some concrete producers can supply concrete with very low portland cement content (say, 200 pounds per cubic yard), acceptable setting times and early strength-gain characteristics, all concrete producers can do it. This is a fallacy. Concrete producer demographics affect the availability of supplementary cementitious

materials and the environment in which the concrete will be placed.” The type of placement — foundation, wall, column, slab — also affects the setting time and early-strength gain needed, he noted.

Chris Sullivan, vice president of sales and marketing for ChemSystems Inc. presented a seminar on “The Vocabulary of LEED.” He discussed another common misperception with *Concrete Decor*. “Often the green movement has driven companies and agencies to force waste and recycled materials into a system that cannot or will not accept them,” he says. “Case in point is the ongoing debate on fly ash content in concrete. How much is enough, and to what final outcome?” The same goes for ecofriendly stains that utilize sustainable natural-based oils but have a high failure rate based on incompatibility to concrete or difficult application procedures, he says.

Reports to come

When putting together the Green Matters Conference at the 2012 Concrete Decor Show, it became evident to the event organizers that there is a growing need for up-to-date and relevant information



Photo courtesy of Peter Wagner, Deco-Pour

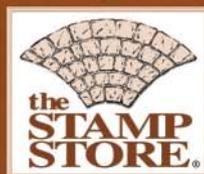
This polishable overlay resurfacing system from Deco-Pour contains post-consumer waste, regional materials and recycled content. It helped Swedish Medical Center, Issaquah, Wash., meet LEED criteria.

on sustainability and green building. To help solve this problem, *Concrete Decor* plans to publish a series of online Green Matters Reports at ConcreteDecor.net. The reports will summarize presentations by our speakers. 📄

Sherry A. Boyd was director of the Green Matters Conference at the 2012 Concrete Decor Show. She operates as BoydWorks Strategic Communication and can be reached at sherry.boyd@boydworks.com.

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Treating and Preventing Concrete Burns

by Liz Schick

If you work with concrete you already know how abrasive, alkaline and caustic it is.

To put it simply, as portland cement dries, it will absorb water from any source in order to harden. That means it will suck the moisture from your skin as well.

It can also cause serious burns because of its alkalinity. From time to time you may have experienced a minor rash from exposure to the lime in fresh concrete. Beware thinking that is the worst that can happen. Prolonged contact can cause third-degree burns, be excruciatingly painful, keep you from working, and cause permanent scarring.

The first few minutes after contact with concrete are the most important in mitigating the effect of the burn. Once the alkaline penetrates the skin it progressively kills tissue, even if you think nothing is there. Only a slight redness may appear at first, but as time elapses, the burn will continue to worsen. These caustic burns result in skin that's blistered, dead or hardened, black or green.

How can you keep yourself burn-free and healthy?

First and foremost, even if the temperature is hot on the job site, don't take shortcuts to stay cool. OSHA (the Occupational Safety and Health Administration) recommends workers wear protective eyewear, long-sleeve shirts and long pants, coveralls, rubber boots and waterproof alkali-resistant gloves.

If any concrete gets inside your clothing, get it off and wash your skin with cool, clean water immediately. If wet concrete splashes into your eyes, rinse for at least 15 minutes and then get to the hospital for further treatment without delay. If your clothing becomes saturated, change it — wet clothing will transmit alkalinity via a "hygroscopic" process, in which the fabric molecules actually become charged and will intensify the skin burn.



Photo courtesy of Todd Rose

Todd Rose's wedding-day photo shows his acid-scabbed hand underneath that of his bride, Sarah.

Immediately after flushing the skin with water, you can use common household vinegar to minimize alkaline burn injuries, a fact proved by a study published in a 2003 issue of *Plastic & Reconstructive Surgery*, the journal of the American Society of Plastic Surgeons. Vinegar and similar weak acids help neutralize the alkaline substance 15 minutes faster than the use of water alone, the study found. However, vinegar should never be used in the eyes. Eye burns should be flushed with clean water and mandate a visit to the hospital.

If a burn appears over a large skin area or is deep, professional medical attention should be obtained as quickly as possible. Remember, the skin will continue to burn unless microscopically cleaned.

It's not just the pH

In a study funded by the National Institute for Occupational Safety and Health for the Center for Construction Research and Training (formerly known as The Center to Protect Workers' Rights), there are various elements in concrete that can cause

skin irritation or burns in addition its basic alkaline composition.

Allergic contact dermatitis (ACD) can result when skin becomes sensitized to the chromium salts in cement, such as hexavalent chromium or other trace metals. The onset is two to seven days after exposure, when the skin begins to sting, hurt, itch, form blisters, scabs, develop fissures, get red and become swollen. In addition to the immediate on-site treatments above, it's important to seek medical attention for ACD because you can remain sensitized for years after this exposure. Treatment can include antibiotics for infections, astringent soaks, topical or systemic corticosteroids, antihistamines, and continual washing with pH-neutral cleaners.

Irritant contact dermatitis (ICD) can result from the combination of wetness, chemical corrosiveness and the abrasiveness of concrete. This represents 90 to 95 percent of all burn cases. Common symptoms include itching, dry flaking skin, pain, redness, swelling, small blisters, or wheals

(itchy red circles with a white center). On-site treatment should include washing hands and affected areas with pH-neutral cleaners. Add vinegar to neutralize alkalinity and wash well.

Survival stories

Todd Rose, of Todd Rose Concrete Training, in Charleston, S.C., has a horror story about concrete burns that took place a week or so before his wedding. A basement pour went wrong and he was covered with wet cement from the elbows down. "I stupidly said, 'Well it has never really bothered me, I'll rinse off as soon as I can,'" he recalls.

That night the burns came. "I woke up at around 2 a.m. whimpering, the pain was so excruciating. And by this time vinegar did nothing." By the time he got to the emergency room the following afternoon, he learned that there wasn't anything that could be done for alkali burns after a certain number of hours. "I received an IV and some good pain medication," he remembers.

A cherished keepsake photo from his wedding a few days later shows "my wife's beautiful hand with her ring and my swollen hand with deep scabby burns," Rose says.

"Personally, I now have vinegar on trucks on every job, use hand cream before pouring, and have started to use gloves with rubber on the bottom. Not to be a commercial, but ASCC (the American Society of Concrete Contractors) has an excellent safety program available to its members." Rose ends with this: "I do not jackball around with alkali burns or risks anymore. Once burned...."

Tim Demarest, of Rockford Stamped Concrete LLC, in Rockford, Mich., admits to getting burned often because he doesn't like to wear gloves. "Usually when it starts, my fingertips will get little holes in them which get larger and hurt a lot. I usually soak them in lotion and then I wear Black Lightning nitrile gloves for about a week until the skin is back to normal." He observes that "anytime you screed concrete your hands get concrete on them, but the burns do seem worse when the humidity is down."

Another effective home remedy comes from Mike Samford, of The Design Center, based in Nashville, Tenn. Aloe vera plants secrete a viscous sap which is used to treat burns and is the basis of many lotions because of its innate healing properties. Samford keeps aloe vera plants at the house and at the shop. "Just break off a piece of the bulky leaf and rub it into your skin. It works for cuts, heat, sunburn and chemical burns," he says.

Without question, prepping with the proper clothing and equipment before you and your crew work with wet concrete is by far the best antidote for concrete burns. If you do get burned, don't ignore the contact. Take appropriate steps immediately regardless of the state of the pour. 🛠️

PRODUCT NEWS

GelMaxx offers water treatment and disposal solution

GelMaxx has created a nonmechanical solution for the treatment and disposal of concrete wastewater in the grinding, polishing, cutting and coring industries.

GelMaxx is a blend of additives designed to process cement-based slurry into reusable water and recyclable solids. The two-part system will separate suspended solids from processed water, then absorb the liquid solids into a gelled material safe for disposal. The remaining water can then be reused.

🌐 www.gelmaxx.net

Acid-free cleaners and degreasers from Synpro

Synpro has formally launched its new line of acid-free cleaners and degreasers for the decorative concrete and masonry industries.

Synpro Masonry Cleaner removes calcium carbonate, efflorescence and concrete from tools. It is 100 percent acid-free, so it is safe on a number of surfaces and can be used in and around food processing areas and equipment.

Synpro Concrete Cleaner Degreaser cuts grease and animal and vegetable fats while being noncorrosive and noncaustic. It is safe to use on paint, metal and glass.

Synpro products have received a triple-zero Hazardous Materials Information System score.

🌐 www.syntheticacidcleansers.com

Five-in-one bucket from Boscaro

New from Boscaro and Eagle West Cranes & Equipment is a multifunction five-in-one concrete bucket.

The central-discharge concrete bucket features a counter-sprung box gate, which simplifies its use, especially when filling column forms. The discharge slide can be set for in or out of service without removing it, although it can be removed if necessary. Other features include a bottom platform that converts the box gate into a 6-inch central discharge bucket. The variable-length rubber hose converts the standard bucket into a precision placement system, such as for filling tight forms or columns. The bottom platform also allows the bucket to be used by a forklift.

🌐 www.boscaro.ca



New rotary hammer from Bosch

Bosch has introduced the RH228VC Bulldog Xtreme Max Rotary Hammer. A longer piston and impact bolt, combined with a precision-machined striker, increases the hammer's efficiency, which, in turn, increases both speed and power. Indirectly, the more efficient operation also enhances durability, because the RH228VC strikes harder and drills faster with only up to 5,460 bpm.

🌐 www.boschusa.com

EDCO adapts website for smartphones

Equipment Development Co. has launched a mobile version of its website. Using smartphones, customers in the field can conduct business with EDCO without downloading an app. Through the site, customers can view training videos, contact customer service, request quotes, discover which EDCO product fits their application, and conduct other business.

www.edcoinc.com

Hitachi's brushless-motor drill

Hitachi Power Tools has announced the launch of its new line of 18-volt brushless-motor lithium ion cordless products. Hitachi's DS18DBL 18V Lithium Ion Brushless Driver Drill is the first in the series.

The DS18DBL delivers 593 inch-pounds of turning torque. Its 1/2-inch ratcheting keyless chuck is all-metal for maximum durability, and the 22-stage clutch delivers 22 torque settings and a drill setting. Unique to the DS18DBL is an electronic speed control switch. Coupled with the two-step gearing feature, this allows for eight calibrations.

www.hitachi.com

Bosch offers oscillating tool

Bosch Power Tools is introducing the MX30E Multi-X Oscillating Tool, ideal for a wide array of cutting, grinding, scraping and sanding applications.

The MX30E is the first Bosch oscillating tool to boast a tool-free accessory change lever, making it easier than ever to attach or reposition accessories.

The speed can be adjusted from 8,000 to 20,000 oscillations per minute.

The Bosch MX30E Multi-X Oscillating Tool is available in a variety of kits.

www.boschtools.com

A hammer for extensive renovations

The new Hilti TE 700-AVR Demolition Hammer has been specially designed for extensive renovation work.

Weighing in at only 17.4 pounds with 8 1/2 foot-pounds of impact energy, this tool achieves impressive breaking performance,

while the Active Vibration Reduction system keeps vibration to a minimum for increased comfort and productivity.

An active cooling system reduces wear and tear, the three-chamber sealing helps keep dust out of the tool, and the innovative brushless SR motor eliminates the need to replace carbon brushes.

The demolition hammer also features a lockable switch for easy sustained operation during long periods of use, a reduced hammering button that resets when unplugged, and a side handle with full radial and axial adjustments.

www.us.hilti.com

A scaffold-mount work light

Larson Electronics' Magnalight.com has announced the release of the WAL-JHE500-120V-25 scaffold-mount work light. This 120-volt work light comes attached to an aluminum rail/ladder-mount bracket. It's capable of illuminating an area 3,300 square feet in size with 500 watts of illumination.

www.magnalight.com

A rechargeable LED light tower

Larson Electronics' Magnalight.com has announced the addition of a rechargeable LED light tower available in both spotlight and floodlight formations. Producing 1,600 lumens and capable of running for 20 hours on a single charge, this portable and adjustable LED light is adjustable from 3 to 8 feet in height and will illuminate an area approximately 120 feet long by 100 feet wide.

www.magnalight.com



Hilti's new impact drivers, wrenches

Hilti announces the first family of impact drivers and wrenches with high-efficiency brushless motors. They are the Hilti SID 18-A CPC Compact Impact Driver, SIW 18-A 1/2-inch Compact Impact Wrench and SIW 18-A 3/8-inch CPC Compact Wrench, plus the higher-capacity versions of each — the SID 18-A CPC

Impact Driver, SIW 18-A 1/2-inch Impact Wrench and SIW 18-A 3/8-inch CPC Impact Wrench.

All of these new impact tools feature a highly efficient hammering mechanism that delivers more work per charge.

www.hilti.com

A cloud-based ERP system

Cloud-based Jonas Premier is a new construction ERP (enterprise resource planning) software system that's infinitely scalable, accessible from anywhere and comes with no hardware costs. The innovative solution operates completely "in the cloud," storing information in remote locations online.

As part of the launch, Jonas has redesigned its website. The new layout includes the company's Client Gateway Support Portal, which will allow users to navigate easily through the wide range of Jonas solutions.

www.jonas-construction.com

Hyde launches new digital destination

Hyde Tools has launched a new digital destination that marries a robust new website, a YouTube channel and an online digital catalog featuring more than 750 Hyde products.

In addition to new product showcases, the website features industry news feeds, how-to instructions, video and materials calculators for specific jobs, and "where-to-buy" instructions for purchasing online or finding a local retailer. In addition, visitors are encouraged to post their project photos on the site.

www.hydetools.com

CARLTON'S CORNER

Make a Connection to Make a Sale

I LEARNED how to sell decorative concrete the summer of 1984 while working for my grandfather's concrete construction business.

I was out of college for the summer and

looking to earn money. I learned how to sell decorative concrete before I'd heard of reactive stains or concrete countertops. At the time, I had no idea that the summer of 1984 would provide me the decorative tools necessary to sustain a career within the decorative concrete industry.

One particular Saturday afternoon changed forever how I approached customers, builders, and architects.

My grandfather convinced me to tag along on a sales call this particular day. Armed with nothing more than a pencil, pad, and tape measure, we listened to the woman describe her idea to remove a tiny slab of backyard concrete with hopes of turning the same area into something "entertainable." My grandfather commented on her freshly painted home and then explained the need to carefully protect the walls while installing new concrete. He explained how the new patio would gently slope away from the home as well. He comfortably listened as the woman explained her intentions of providing an area large enough for two tables with room between.

In less than 20 minutes the conversation turned to a point discussing schedule, days to complete, and what salesman refer to as a "closing."

While driving away from the job I noted to my grandfather that he sold the job without mentioning a price. He told me he would confirm price when he called to confirm schedule and a few other details.



by Doug Carlton

Then he said the one thing I have used to sell more than \$30 million dollars in decorative concrete. He said, "I sold the job not by price but by simply connecting with the homeowner."

The decorative concrete industry is driven by fascination. Inspiring this fascination in customers is only possible when you connect first and foremost. Unfortunately, this is the number one aspect I see missing within our talented artisans today. Just like your ability to create with color and concrete, there is an art to connecting with architects, designers and owners.

Many of you just returned from the Concrete Decor Show in San Antonio. You learned cutting-edge techniques from leading decorate experts. Now it's time to put this worthwhile information to good use at a local level. How? Glad you asked.

The first step in connecting to your local market is 100 percent at no cost to you. Local media — newspapers, TV news shows, magazines — love to feature home improvement stories describing new colorful trends. The fact a local company can provide something of interest to a weekend viewer is a plus for you. Why not prepare a short press release or email your local editor explaining your decorative concrete experience in San Antonio? My company has benefited many times from doing just this each time we implemented a new decorative technique. You will be surprised in the interest you get from your local media. Now, let's discuss how best to structure a short article describing something related to decorative concrete.

First, this is not about you. Of course, you will receive promotion and benefit, but the basis of the article must not be you or your decorative business. This is a common mistake most make.

Instead, think of what features connect your decorative techniques to the local

home improvement market. Are they into sustainability or environmentally friendly practices? Is there a local market in concrete restoration? Can you promote vibrant colors or is the local flavor tending more toward earth tones? Connecting is about tapping into local tastes, needs, and expectations beyond yours.

I recall a young man with a very cool polishing machine who asked me to accompany him on a sales presentation. He was concerned why he was awarded so few jobs bid. It only took 10 minutes for me to see the problem. I watched him spend so much of his face time explaining the features of his machine, even to a complicated point. End users don't care about features. They want nothing more than to see if your service provides a look to their taste and budget. Don't overwhelm potential customers with technical stuff — this is the opposite of connecting.

Part of the connecting process is to understand your customer or decision-maker. Always approach an architect differently from the way you would a designer and a builder differently from the way you would a homeowner. Architects are more structurally oriented than designers. Designers love continuity and color flow. Builders have many things all happening simultaneously, so offer to relieve their stress by walking their client through the front-end portion of picking colors, surfaces and so on.

Remember, connecting is nothing more than understanding a person and then formatting your services to their needs. Feel free to email me for more specific connecting techniques formatted to your business. 📧

Doug Carlton operates Carlton Concrete Inc. in Visalia, Calif. He can be reached at carltondoug@comcast.net.

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PROJECT PROFILE

Art Deco Garage Fort Wayne, Ind.

by *Natasha Chilingirian*

RICK Fischer's technical knowledge and artistic abilities make him a double threat in the decorative concrete world. He began his career in custom automobile painting and restoration, then moved into decorative paint finishes in commercial and residential spaces. More than a decade ago, he expanded into the decorative concrete realm as a contractor and a trainer for manufacturers, the most recent being Ohio-based Ecrete Ltd. Fischer's company, Deco Illusions LLC, focuses on historical, European-style surface finishes and contemporary artistic designs.

In 2011, he showcased his multiple talents in an award-winning residential project — the five-car garage at the home of Fort Wayne, Ind., resident Mike Eikenberry and his wife. At the garage, Fischer conceptualized interior design, painted on wall finishes and installed quartz granule and metallic flake-embedded polyaspartic floor coatings. His work resulted in a personalized “man cave” for Eikenberry as well as an eye-catching party-hosting space for the couple.

Designing a garage

Fischer's relationship with the



www.miracote.com



Photos courtesy of Deco Illusions LLC

Eikenberrys began in 2004 when they built their French country chateau-style dream home and hired him to complete several wall finishes using paints, glazes and plasters. “Most of the house was already in character, so I created some key focal points,” Fischer says. “I did a large amount of decorative painting and continued to add finishes throughout their home for years.”

Knowing Fischer would be the best man to tackle their garage, which houses Eikenberry's black 2010 Corvette, the couple sat down with him for consultation sessions in 2010. Fischer helped them design a new layout for the large, horseshoe-shaped garage, designating spots for an office, bar, lounge area, car detailing area and car wash area. Given that Eikenberry is chairman for the Auburn Cord Duesenberg Museum in Auburn, Ind., and an IndyCar

racing enthusiast, two themes were chosen for the garage's décor: art deco and automotive racing.

The garage floor's existing saw cuts presented Fischer with two 24-by-24 checkerboards, each holding four 12-foot-

Project at a Glance

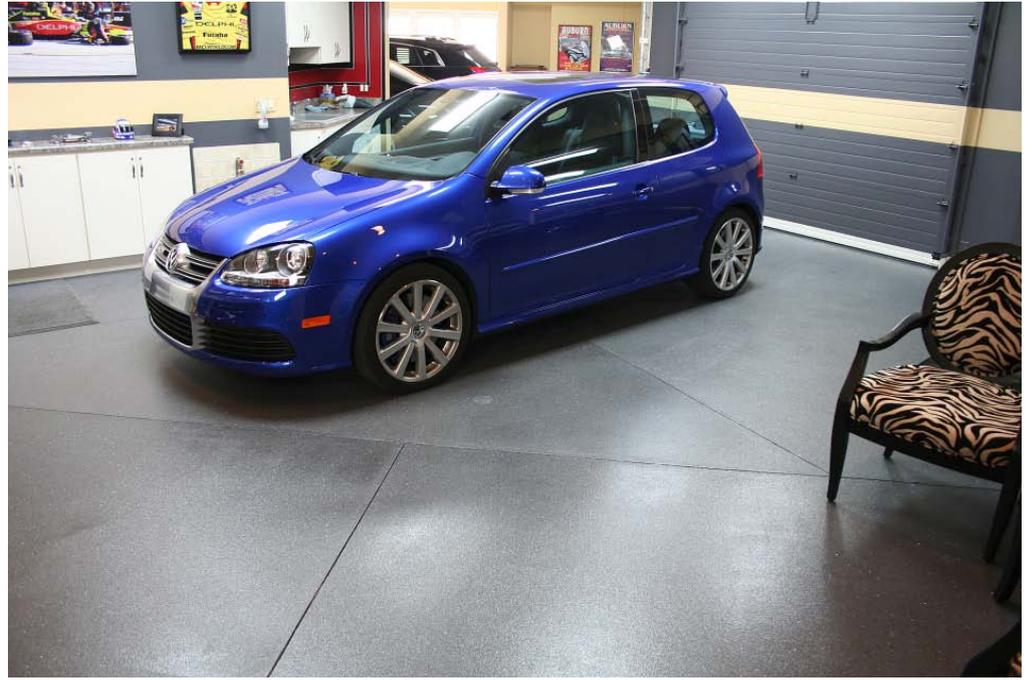
Client: Mike Eikenberry

Decorative Concrete Contractor/Designer: Rick Fischer, Deco Illusions LLC, Roanoke, Ind.

Project Specs: One 1,488-square-foot garage floor with polyaspartic coatings and metallics at a home in Fort Wayne, Ind.

Timeline: Four weeks

Materials Used: PolyKoat GL polyaspartic coating and a medium gray liquid colorant from Surface Coatings Inc., PermaColor Quartz granules in Smoke and Black from Clifford W. Estes Co., Craft Glitter in Gold and Silver from Sulyon Industries



wide squares. A central wedge-shaped area, which would become the garage's car wash and detailing bay, also contained square-shaped saw cuts. To create a subtle checkerboard flag look, he chose to alternate two art deco color concepts — charcoal

with gold metallic flakes and gray with silver metallic flakes — in the squares across the entire garage floor. Running with the chosen themes, Fischer also created custom wall designs using paint: a glossy black with a red and silver pinstripe to

match Eikenberry's Corvette and two silver and gold art deco murals featuring gilding (a technique that involves applying thin squares of metal to a surface).

Looks aside, Eikenberry had two requirements for his garage floor: skid

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resistance and simple, snag-free cleanup with a microfiber dust mop. To meet both requests with his colored coating, Fischer added light texture by applying coats of PolyKcoat GL, a polyaspartic material from Surface Koatings Inc., mixed with metallic flakes and Estes' PermaColor Quartz granules.

"Our garage is finished like our house with a furnace and air conditioner, and it's where we have most of our parties," Eikenberry says. "We hadn't done the floor yet, and we wanted to do something different. I knew a painted floor would peel, so I didn't want that, and I didn't want a plastic coating either. Then Rick suggested these products. There's a fine line there with texture, and we hit it. I wanted some texture so it wouldn't be slippery, but I also wanted it to be easy to clean."

Fischer says he tested many granule and metallic flake color combinations before deciding on his two formulas for the floor. To achieve the charcoal hue, he combined black quartz granules at a 75 percent ratio and smoke quartz granules at a 25 percent ratio, then added gold metallic flakes (Sulyn Industries' Gold Craft Glitter) at 5 percent of the blend. For the gray color, he made a mix of 50 percent smoke-colored quartz granules and 50 percent black quartz granules, then added Silver Craft Glitter at 5 percent of the result.

To isolate each square in the checkerboards, Fischer secured strips of cardboard to the saw cuts. In each square, he applied five layers of material: a primer coat of a polyaspartic coating at 50 percent solids, a base coat of a polyaspartic coating at 70 percent solids tinted with a Surface Koatings liquid colorant in medium gray, a 1/8-inch layer of hand-broadcasted quartz granule and metallic flake mix, a polyaspartic coating at 70 percent solids and a



polyaspartic coating at 85 percent solids. Fischer says the percentage of solids in the final coat was a critical part of producing a surface that would be easy to clean yet not slippery when wet.

He says working on a large surface by himself posed a challenge — despite the slow set times of the polyaspartics, he had to move from square to square quickly while maintaining care and accuracy.

Fischer installed the first half of the garage's floor coatings in the fall of 2010, but due to increasingly cold weather, he completed the job in the spring of 2011. The American Society of Concrete Contractors' Decorative Concrete Council recognized Fischer's garage project with a first-place finish in its 2012 decorative concrete awards in the category of Epoxy, Under 5,000 Square Feet.

"What stood out for me was how it all tied together," Fischer says of the finished garage project. "Once the furniture and artwork was in there, I thought, 'This is how I envisioned it.' It was very

rewarding for both parties."

Eikenberry says the floor coatings add just the right amount of character to the garage that has become a cozy hangout for him, his wife and their friends.

"I've seen some floors that look outlandish," he says. "It's not like those, but it's not a dull gray and it compliments the wall trim. It doesn't look like a garage — it looks like we parked our cars in our living room."

www.decoillusions.com

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TROWEL & ERROR

Selecting a Sealer Is as Easy as S.A.P.

A VERY noticeable trend with decorative concrete over the last decade is that the end users and the design community have become much better educated, not only on the types of finishes and products available, but also on how they are installed and what to expect in terms of long-term performance.

The reason is twofold. First is good old saturation. Years of comprehensive training and education from those selling and installing decorative products and services have taken our industry mainstream and have made a noticeable impact.

Second is the Internet. The amount of information available online and the ease of obtaining it have increased astronomically. The downside to this mass of information found online is the confusion that can occur when trying to figure out what to



by Chris Sullivan

use or which product is best suited for a specific project.

It should come as no surprise that selecting sealers for decorative work ranks as one of the most searched subjects online, and selecting a sealer remains a top concern I get from end users and installers alike. This is where “S.A.P.” comes into play, which has served me well when selecting what sealer or coating is best for a specific decorative concrete project.

“S” is for safety. Safety is and should always be first on every job. When I talk about safety issues with sealers or coatings I mean more than avoiding slip problems once the sealer is dry. Just as important are odor and flammability issues during installation. The key questions to ask include, but are not limited to: What are the parameters of the project in regard to these safety issues? Is the job interior or exterior? If interior, what is the ventilation system like and will the building be occupied? Are there open ignition sources (pilot lights, open flames, other trades using torches or welding equipment, or someone smoking)

in close proximity? Is the area prone to being wet? Does the surface being sealed have a slope and what is the inherent texture?

Ultimately, the question we are asking is whether we need to rule out the use of higher-solids sealers and coatings that can create slip issues when wet, and on top of that, whether solvent-based systems that have significant odor and flammability

issues need to be eliminated from the job.

For interior projects I tend to rule out most solvent-based systems with the exception of those with very high solids content. In recent years the threat of terrorism has put the general public on edge when it comes to solvent odors. This has led to buildings being evacuated and jobs being shut down because a solvent-based sealer or coating was being used during working hours in an occupied building.

I recall a project a few years back where a solvent-based acrylic sealer with 30 percent solids was being used to seal a stained floor of a yogurt shop being remodeled on the far end of a strip-mall shopping center. I was amazed that within 15 minutes of sealer application, the entire five-unit strip mall was overcome with the strong smell of solvent. Even with the doors open and a fan blowing, the solvent fumes migrated through the HVAC system to all the other units. This led to lots of explaining and reassuring that there were no long-term effects and the odor would go away quickly.

If the project is exterior, either solvent or water-based systems will work, and I usually recommend lower solids (20 percent or less). A grit additive can also be added to increase the coefficient of friction, which aids in reducing slip and fall issues when the sealer is wet.

“A” is for appearance. Simply put, what do you want the finished surface to look like? The gloss of the sealer is determined by the type of resin in it. The level of gloss that decorative sealers and coatings can achieve ranges from matte to high gloss and most levels in between. The most popular remains high gloss, but in recent years satin and matte finishes have become more popular as they give a more natural look and tend not to show scuffs, scratches, and normal dirt as much as their glossy counterparts do. With recent advances in sealer technology, almost all the different

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levels of gloss can be achieved with water-based and solvent-based sealer and coating systems.

“P” is for performance. What will the sealer or coating be asked to do in regard to durability and life span? On top of that, another factor to consider is maintenance and what, if any, the end user wants to do and is willing to do. There is a big difference in regard to performance when you compare an acrylic sealer with 15 percent solids to a two-part polyurethane coating with 75 percent solids. Picking which sealer or coating is right for your project will come down to how it will be used and the level of use it will see. Using the 75-percent solids two-part polyurethane coating on a stained floor in a residence where two retired people live might be considered overkill. On the flip side, using the 15-percent solids acrylic on a bar or restaurant floor where thousands of people will walk and lots of potentially oily contamination will be present is asking for a failure within

six months. It comes down to matching the sealer or coating’s performance characteristics to what the project demands.

After going through the S.A.P. criteria for a project, the selection process for what type of sealer or coating should be narrowed down enough to make picking the right product much easier. The S.A.P. system also works well when you have a client or architect on the fence regarding what sealer to use for a specific project.

What S.A.P. does not take into consideration is price, which unfortunately is often the first thing that is considered

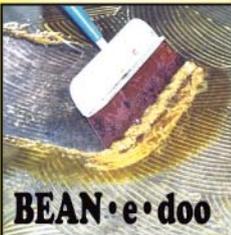
when selecting a sealer or coating. I am not saying that price is not important, but I always recommend working through S.A.P. before looking at price. 🛠️

Chris Sullivan is vice president of sales and marketing with ChemSystems Inc. He has led seminars and product demonstrations throughout North America. Contact him at trowelander@protradepub.com.

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PRODUCT NEWS

Citadel offers water-based primer

Citadel Polyurea Coatings has released Ultra-Hydro Stop H2O Primer, a water-based version of the popular Ultra-Hydro Stop Primer.

UHS H2O is a two-component, 50-percent solids, water-based epoxy primer. It cures in only six hours and doesn't need scuff-sanding prior to recoating. In addition, it can be safely applied to diamond-ground concrete, eliminating the need for shotblasting to profile.

UHS H2O can be applied with a roller or squeegee only 48 hours after concrete placement. A moisture-blocking and pH-resistant primer, UHS H2O can hold back up to six pounds of vapor drive in a single coat, or 12 pounds with two coats. With its excellent adhesion to moist concrete, it's ideal for low to moderate moisture issues in places such as basements and garages.

www.citadelfloors.com

Two new from Rock-Tred

Rock-Tred has released a repair compound and a cure-time accelerator.

The first is the Rock Tred Quick Patch, known as RQP. The 100-percent solids epoxy patching and repair compound can be used between coats of epoxy for last-minute touch-ups or to repair chips or small voids.

The second product is the Chem-Rock Accelerator. The clear liquid additive accelerates the cure time of Chem-Rock products. It reduces downtime between coats to increase profitability and provide a faster return to service.

www.rocktred.com

NewLook offers antigraffiti coating

NewLook International Inc. has unveiled PermaPlate, which was developed for industrial and commercial use where an antigraffiti coating is required.

NewLook PermaPlate can be used successfully on concrete, masonry, pavers, construction equipment, machinery and

more. It is applied most commonly by spraying, but it can also be applied with a notched squeegee and porcupine roller.

www.getnewlook.com

NewLook's ProtéShield designed to resist water, other liquids

NewLook International Inc. has unveiled ProtéShield, which was designed for application on surfaces and materials that need to be resistant to water and other liquids.

NewLook ProtéShield is recommended for sealing, waterproofing, winterizing and protecting most porous building materials, such as concrete, pavers, concrete block, precast concrete, GFRC and overlays. ProtéShield protects surfaces against ultraviolet rays, ice, water, salt, rust, mold, fungus, chemicals, oil, fuel and even excessive temperatures.

The coating will not yellow, crack or delaminate and requires no seasonal recoats. It is also resistant to extreme temperatures and weather conditions that cause such problems as freeze-thaw, cracking and spalling.

It can be applied by roller, brush or sprayer (pump or pressurized) on vertical and horizontal surfaces.

www.getnewlook.com

Increte adds metallic epoxies

Metal FX, the latest addition to the catalog of Increte products, offers the durability of Increte Systems' High Performance Epoxy and pizzazz from nine

dazzling colors.

When applied, Metal FX colors produce a metallic sheen that reflects light with a dramatic array of visual variations and vivid highlights. When multiple colors are applied, the outcome is a whirl of color that provides dramatic possibilities only limited by the imagination.

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FRP composite systems from Mapei

Mapei Americas plans to introduce its fiber-reinforced polymer (FRP) composite systems to the North American and Latin American markets. FRP can be used for several types of structural strengthening, such as rectifying deterioration, addressing design or construction errors and strengthening structures for increased design loads.

Mapei has been producing FRP products since 1997 and has been a major supplier of FRP systems in Europe. Mapei's FRP composite systems include: MapeWrap C carbon-fiber fabrics, MapeWrap G glass-fiber fabrics, Carboplate carbon-fiber plates, and Maperod C carbon-fiber rods.

In addition, Mapei offers MapeWrap primer, saturant resins and epoxy putty for the smoothing and leveling of a concrete substrate and adhesion of carbon plates and rods.

www.mapei.com



SUCCESS WITH CONCRETE COUNTERTOPS

Factors that Affect the Strength of GFRC Pieces

THE popularity of glass-fiber reinforced concrete (GFRC) has grown in the past few years as more and more people discover its versatility, strength and relative ease of manufacture.



by Jeffrey Girard

GFRC makes it possible to create stronger and lighter elements and complex 3-D pieces easily.

GFRC is strong and flexible, and because of this, concrete pieces made with it can be thinner, which makes them much lighter than thicker conventional reinforced concrete. Also, because GFRC has its reinforcing mixed in, it makes it easier for more people to make strong, durable pieces.

However, being successful with any material requires some understanding of how it works and what its limitations are. GFRC is fairly tolerant when it comes to variations in mix design or manufacture, but it does require some care during design and fabrication. Compaction and fiber

orientation are particularly important to realizing the full benefits that GFRC offers.

This article examines the reinforcing and strengthening elements of GFRC. GFRC derives its strength and flexibility from a high load of alkaline-resistant (AR) glass fibers that are the concrete's only reinforcement. There is no steel rebar or any other secondary reinforcement material.

The principal factors affecting strength properties of GFRC are fiber content, composite density, fiber orientation, fiber length and type of cure. All of these are impacted by the fiber reinforcement. Low density lessens strength because in less-dense GFRC, entrapped air reduces the bond between the fibers and concrete. Therefore, proper compaction of the composite is very important. Poor curing also affects strength, as an undercured cement matrix is weak and does not form strong bonds with the fibers.

While compressive strength of GFRC can be quite high (due to low water-to-cement ratios and high cement content) it is the material's very high flexural (bending) and tensile strengths that make it superior to ordinary concrete. Essentially the high dose of fibers carries the tensile loads and helps to make the concrete flexible without cracking.

On average, GFRC has two to four times more flexural strength than does conventional unreinforced concrete. This means that GFRC is stronger and more flexible, while ordinary unreinforced concrete is weaker and more brittle.

AR glass fibers

Let's take a closer look at the alkaline-resistant (AR) glass fibers inside your GFRC concrete. The AR glass fibers used by concrete countertop makers come in two lengths: 1/2-inch and 3/4-inch. Either will produce similar strengths when used at the same dose, but the 1/2-inch fibers are easier



13-mm AR glass fibers being mixed into GFRC backer.

Photos courtesy of The Concrete Countertop Institute

to work with and spread, while the 3/4-inch fibers are more easily sprayed by a machine.

Fiber content in GFRC varies, but the amount used ranges from 3 to 5 percent of the total mix weight. Increased fiber content adds strength but decreases workability.

Besides fibers, AR glass can be incorporated into a piece as scrim. Scrim is a woven mesh made



from continuous strands of AR glass. It's used to enhance flexural properties in locations where additional flexural capacity is needed. Scrim is an efficient form of flexural strength enhancement when its closely spaced continuous strands are placed at discrete locations within the GFRC profile.

Note: Steel reinforcement is NEVER used in GFRC because it can cause warping and curling.

Now, let's discuss how and why the fibers work.

GFRC uses high doses of alkali-resistant glass fibers as its principal tensile

Why Compact GFRC?

Compaction of each thin layer of backer is a critically important step in the fabrication of GFRC. Compaction serves four important functions that are essential to achieving the high flexural strength GFRC is known for.

- Fibers are oriented in the plane that the tensile loads develop in.
- Fibers are compacted into a thinner, more dense layer.
- Trapped air voids are eliminated.
- Interlayer bonding is enhanced.

Compaction is achieved during casting by rolling each layer of the freshly applied backer using a compaction roller.

countertops & precast CONCRETE

PRODUCT NEWS

Game Board tabletop mold and other releases from Proline

Proline Concrete Tools has recently released several new products for the precast industry.

The company has added a Game Board mold to its line of tabletop molds. The mold features a checkerboard pattern in the center of a Travertine texture and is 4 feet wide. Other molds in the line include the Compass Medallion, Travertine and Aztec Calendar.

To accompany the tabletop mold line, there are new leg molds in 29-inch table-height or 43-inch bar-height models. They are textured with a smooth or Roman Slate finish.

Finally, the company has developed interlocking form liners. They can be used to create fire rings, fountains, pillars, walls and more. Three tools can be interlocked for a 36-inch column form tube, while a 48-inch column form tube uses four tools. The liners are available in Ledger Stone, Travertine and Ashlar textures.

www.proline.com

Huron Technologies announces release coating for molds

Huron Technologies Inc. has announced Release Coating 7958 for molded concrete products such as stone veneer, statuary and structural components.

This new water-based release agent was specifically formulated for use on latex and urethane elastomer mold materials. Additives in Release Coating 7958 prevent mold



staining and fouling when used in conjunction with powdered colorants. These additives in RC 7958 prevent poor surface quality and color imperfections in the molded concrete part.

Release Coating 7958 also provides exceptional slip and ease of release from forms. Combined with the benefit of minimal buildup, Release Coating 7958 extends the time forms remain in production before cleaning or replacement.

It is available in 5-gallon containers and 55-gallon drums.

www.hurontech.com

Two safer angle grinders from Metabo

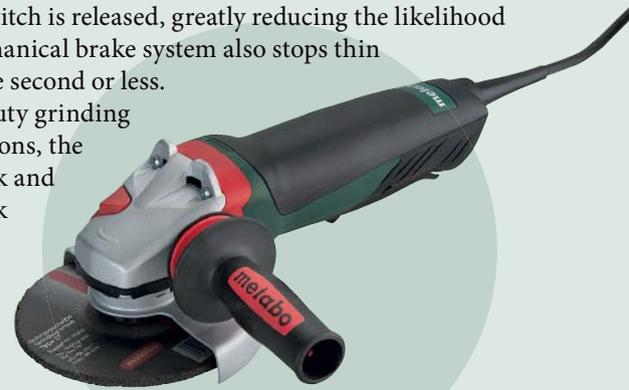
Metabo Corp. has introduced two new angle grinders that are designed to stop wheel rotation in two seconds or less when the "deadman" safety switch is released, greatly reducing the likelihood of injuries. The mechanical brake system also stops thin cutting wheels in one second or less.

Ideal for heavy-duty grinding and cutting applications, the WEPBA14-125 Quick and WEPBA14-150 Quick both feature 1,400

watts of power. The WEPBA14-125 Quick offers a no-load speed of 10,000

rpm and a maximum wheel diameter of 5 inches. The WEPBA14-150 Quick provides a no-load speed of 9,000 rpm and a maximum wheel diameter of 6 inches.

www.metabousa.com



Fire pit plans and materials from CCI

The Concrete Countertop Institute is offering fire pit designs in Crater and Ridge models. The plans for each design include detailed cut sheets and assembly instructions at a level of detail that stretches to 30 pages. The plans are meant to be used with glass-fiber reinforced concrete, but they could be adapted for other casting techniques.

Fishstone offers the plans and sells all of the hardware needed, such as burners, starters, fire glass and lava rock, in convenient Crater and Ridge design kits.

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load-carrying member. The concrete matrix serves to bind the fibers together and transfer loads from one fiber to another via shear stresses through the matrix.

In order to resist tensile loads and prevent the GFRC piece from breaking or cracking, the fiber must be present in a sufficient amount. Additionally, the orientation of the fiber determines how effectively that fiber resists the load. Finally, the fiber needs to be stiff and strong enough to provide the necessary tensile strength. Glass fibers have long been the fiber of choice due to their physical properties and their relatively low cost. High zirconia content makes these specialized glass fibers resistant to concrete's alkalinity.

Fibers are dosed differently from other admixtures in concrete. Pigments and superplasticizers are dosed by weight against the total cementitious content in the concrete. In contrast, fibers are dosed by weight of total concrete material, which includes the fibers.

A typical GFRC mix uses a high load of glass fibers to resist anticipated tensile loads. Often a volume fraction loading of 3 percent fiber is used. This means that for every 97 pounds of material in the GFRC mix, 3 pounds of glass fibers are added to make 100 pounds of GFRC.

Most concrete countertop GFRC uses the premix method, where glass fibers are mixed into the concrete before application. With this method effective fiber doses ranges from 3 to 5 percent. Commercial GFRC often uses the spray-up method, where longer fibers are simultaneously chopped and sprayed onto the forms, enabling higher fiber loading than can be achieved with the premix method.

Premixed GFRC with fiber doses higher than 5 percent will yield a stiff, unworkable mix that is difficult to place and compact. Ironically, this results in weaker concrete. It contradicts common sense that more fibers should yield lower strengths, but adding too much fiber to the mix will significantly reduce workability. This makes it difficult to properly compact the fibers and to remove entrapped air.

GFRC is all about achieving a high flexural strength. And that is only achieved by using the right amounts of fibers and casting and compacting using proper techniques. Fiber contents lower than 3 percent will not yield strong GFRC. In fact reducing the fiber content to 2 percent



A scrim-augmented GFRC beam bearing a load of 835 pounds.

can cut the flexural strength by up to 33 percent! The lower the fiber content, the more GFRC acts like a brittle and weak unreinforced mortar.

Fiber orientation

Finally, the orientation of the fibers is important. The more random the orientation, the more fibers are needed to



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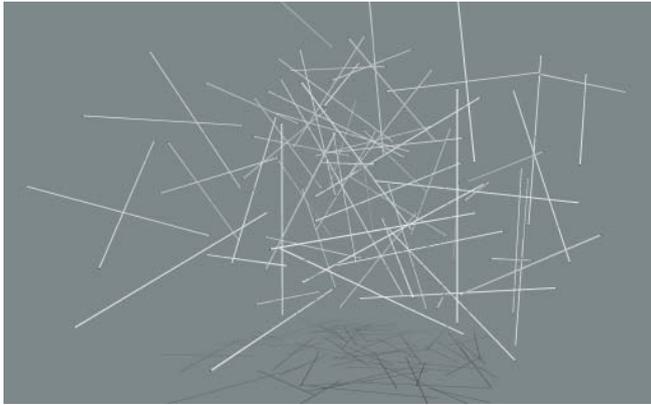
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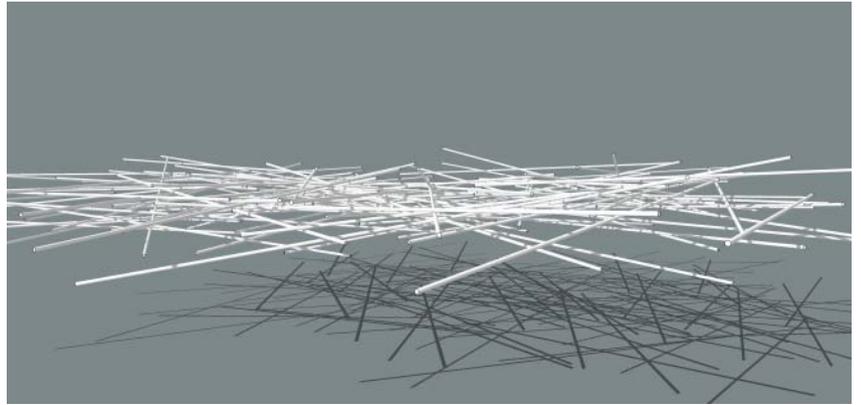
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Random three-dimensional reinforcing occurs when fibers are mixed into the concrete, which is then simply poured into forms.



Random two-dimensional reinforcing occurs when GFRC is either hand-placed or sprayed into forms and then compacted, forcing the fibers to lay flat.

resist the load. That's because on average, only a small fraction of randomly oriented fibers are oriented in the right direction.

There are three styles of reinforcement that are used in GFRC. The first is **random three-dimensional reinforcing**. This occurs when fibers are mixed into the concrete and the concrete is simply poured into forms. The fibers are distributed evenly throughout the concrete and point in all different directions.

This first level of reinforcement describes vibration wet-cast and self-consolidating GFRC. Generally the full profile thickness of the concrete is cast in one pour. Because of their random and 3-D orientation, very few of the fibers are actually able to resist tensile loads that develop in a specific direction, so the concrete has less strength than the high fiber content would suggest. Typically only about 5 to 10 percent of the fibers are effective in resisting tensile loads. This type of fiber reinforcing is inefficient, since only a fraction of the fibers enhance strength.

The second style of fiber reinforcement is **random two-dimensional reinforcing**. The fibers are oriented randomly within a thin horizontal plane. GFRC is either hand-placed or sprayed into the forms and then compacted. This process forces the fibers to lay flat so they conform to the shape of the form.

GFRC must be built up in thin layers in order to achieve the full flexural strength offered by GFRC. Generally, the layer thickness is about half a fiber's length. This ensures the fibers will lay flat during compaction. Most GFRC is made to be 3/4-inch thick, built up in two or three layers.

While it is more efficient than 3-D, 2-D reinforcing is still relatively inefficient because of the highly variable fiber

orientation within a horizontal plane.

Typically only about 33 to 45 percent of the fibers are effective and able to provide real tensile strength. Additionally, most of the fibers lie outside the zone where the tensile loads are the greatest.

The third type of reinforcement is **discrete one-dimensional reinforcing**. This is how structural beams are designed using steel reinforcing. It is the most efficient form of reinforcing because it uses the least amount of material to resist the tensile loads. The reinforcing is placed entirely within the tensile zone, maximizing effectiveness.

Discrete 1-D reinforcing is added to GFRC, increasing bending strength, when you use scrim in key areas. Scrim is laminated into the backer to add more flexural strength to the piece. It's used in areas such as the narrow sections in front of and behind sink openings, long, thin backsplashes and bar-top overhangs. 🛠️

Jeffrey Girard is founder and president of The Concrete Countertop Institute and a pioneer of engineered concrete countertops. He can be reached at info@concretecountertopinstitute.com.

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PROJECT PROFILE

Entryway Plaza at the Monterey Bay National Marine Sanctuary Exploration Center Santa Cruz, Calif.

by *Natasha Chilingirian*

THE new Exploration Center at the Monterey Bay National Marine Sanctuary in Santa Cruz, Calif., invites visitors to interact with exhibits that explore issues impacting the marine ecosystem. In fact, one of the first sights they see when they arrive is a subtly colored and textured entryway plaza featuring concrete poured in a swirling wave pattern and a life-size bronze sculpture of a humpback whale's tail — something that gives young visitors a good idea of just how enormous sea creatures can be.

The man in charge of the entryway plaza's decorative concrete installation, Dave Pettigrew of Santa Cruz-based Diamond D Concrete, says that of all the installations he's completed in the past several decades, he holds this one particularly close to his heart. A native of Santa Cruz, he says he's proud to be behind a new city landmark that will be enjoyed by future generations.

"This project is a huge focal point in the city of Santa Cruz and in our community," Pettigrew says. "I told my daughters that their children and grandchildren will be coming to see this."

Construction of the Exploration Center, a joint venture between the city of Santa Cruz, the NOAA (National Oceanic and



Photo by Howard "Boots" McGhee

Atmospheric Administration) Monterey Bay National Marine Sanctuary and the National Marine Sanctuary Foundation, began in 2010. The city of Santa Cruz commissioned Scott Constable and Ene Osteraa-Constable, artists who run Wowhaus, a Sebastopol, Calif., public art design and installation company, to create the look of the center's entryway plaza. Having worked with Pettigrew in the past, the city invited Diamond D Concrete to install the decorative concrete portion and collaborate on the plaza's design.

Wowhaus came up with the plaza's surface design as well as the concept of the whale's tail. For the plaza's surface, they mapped out an oval-shaped section of swirling waves in vivid blues and greens. On one side of the oval, they incorporated a

kidney bean-shaped faux pool of water. The faux water would serve as the backdrop out

Project at a Glance

Client: City of Santa Cruz, Calif.

Decorative Concrete Contractor: Dave Pettigrew, Diamond D Concrete, Santa Cruz, Calif.

Designers: Scott Constable and Ene Osteraa-Constable, Wowhaus, Sebastopol, Calif.

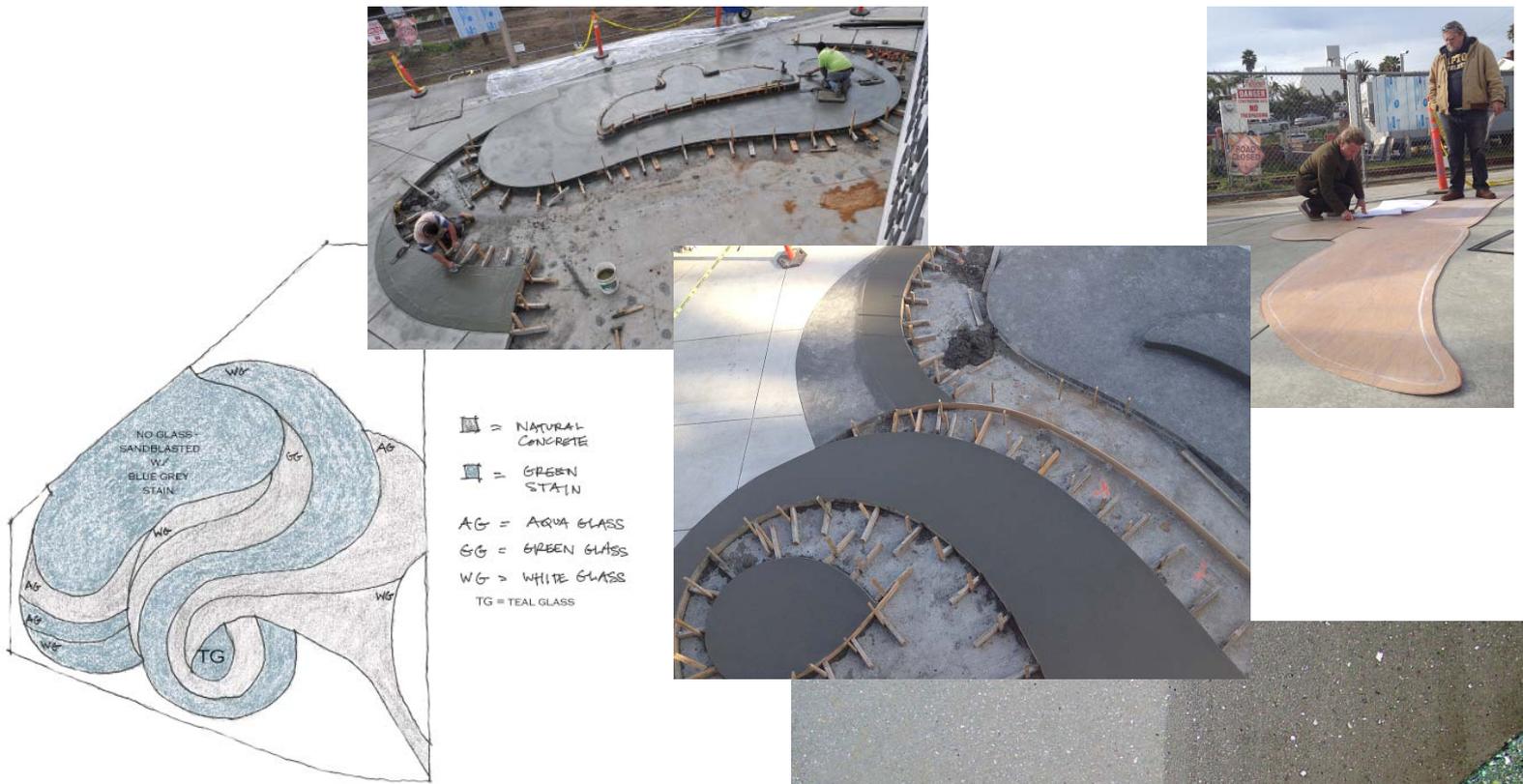
Project Specs: A 1,129-square-foot plaza surface of textured, colored concrete "waves" surrounding a life-size bronze sculpture of a whale's tail

Timeline: A year and a half of planning and two months of labor

Materials Used: Concrete from Las Animas Concrete (Santa Cruz, Calif.), Dry Integral Color in Slate from Solomon Colors Inc., recycled glass aggregate in teal, aqua, clear and green from Heritage Glass Inc., Fractured Slate Embossing Skin from L. M. Scofield Co.



Photo courtesy of Diamond D Concrete



Photos courtesy of Diamond D Concrete

of which the cast-bronze whale’s tail sculpture would emerge.

“Our inspiration for the whale’s tail was the concept of charismatic megafauna — creatures that humans can connect with that are usually appealing and large,” Osteraas-Constable says. “We also thought a lot about children. We wanted them to be able to easily picture the whale and to evoke the scale of the ocean. We chose organic, curvaceous forms and oceanic colors for the concrete waves.”

Making waves with concrete

Pettigrew dove into the faux-wave project by making samples. He came up with a plan to pour concrete, sandblast it, and apply stains in three or four bright shades of green and blue. But as he worked on the samples, he began experimenting with different ways of adding color and texture and realized the chosen stain colors were a bit too bright. So he decided to take a different route.

Instead of using stains, he would individually pour integrally colored concrete waves in alternating, more subtle shades of green and gray, then broadcast colored recycled glass onto each wave. In the kidney bean-shaped pool section, he’d pour concrete, then create indentations with texture mats and coarse rock salt, resulting in a look of water currents churning around the whale’s tail.

“I wanted to tone down the colors to match the building a little better,” Pettigrew says. “I used recycled glass, which was a big bonus for this project, and I chose several different colors of glass to give the surface movement.”

To set up his work, he drew a grid over the artists’ wave design drawing. (One quarter inch on paper equaled 1 foot on the base surface.) Then, he created a 10-square-foot grid on the surface using string, which served as a guide for outlining the larger-scale wave design. Pettigrew saw-cut the wave pattern into the surface and built wooden forms into which he would pour each individual wave.

To help sharply define each wave, Pettigrew first poured wave sections that did not touch one another. Once they dried, he poured the remainder of the wave sections, filling out the entire design. He used gray concrete supplied by Las Animas Concrete and tinted with Dry Integral Color in Slate from Solomon Colors Inc. for the kidney bean-shaped pool and several of the waves. He poured untinted gray concrete into the remaining sections. To further define the color of each wave, he broadcast recycled glass aggregate from Heritage Glass in teal, aqua, clear and green, using several color combinations.

In the bean-shaped current pool, Pettigrew first stamped the concrete in a Fractured Slate pattern using L. M. Scofield’s Embossing Skin. Then, he broadcast coarse rock salt onto the freshly stamped concrete and tapped it into the surface using hand tools. The next day, he washed away the coarse rock salt, revealing various-sized pits and dimples.

He then planned to sandblast the concrete wave sections to



Lisa Uttal, Exploration Center project manager for the Monterey Bay National Marine Sanctuary, and contractor Dave Pettigrew in front of the bronze whale tail.

Photo courtesy of Diamond D Concrete



MONTEREY BAY NATIONAL MARINE SANCTUARY EXPLORATION CENTER



fresh CONCRETE

expose the glass pieces, but several other contractors were busy working on their own projects for the exploration center and tended to walk through Pettigrew's work area on a daily basis. So as not to expose the glass to heavy foot traffic, he held off on this

next step for six weeks until the majority of the building's construction was complete.

The tail end

The final touch on the oceanic plaza surface was installing the cast bronze

whale's tail, which Constable constructed in his studio. "It's very nice and has no sharp edges on it so kids can play on it," Pettigrew notes.

Pettigrew says he's proud of the fact that he helped develop a notable work of public art in the heart of Santa Cruz and appreciates the education that the new exploration center will offer to visiting children.

"It's a place kids can visit from school and learn about sea life, and there's

no admission charge, which is something I really applaud," he says. "To have something there like a whale's tail that is life-sized and can be touched gives kids perceptions of how big these animals are. It's a really neat thing. I can't wait to see those kids start lining up out front."

For her part, Crystal Birns, city arts program manager for the city of Santa Cruz, describes the entryway plaza as a memorable, engaging space where visitors can gather together.

"It's a dynamic, water-inspired concrete composition that evokes the motion of waves, and embedded recycled glass aggregate adds visual depth," Birns says. "The whale's tail invites visitors to sit, touch and explore. We were lucky to have Dave manage the concrete fabrication, as he is a skilled fabricator with an artist's eye."

www.diamonddcompany.com



Photo courtesy of Diamond D Concrete

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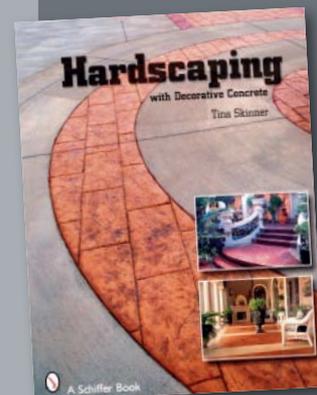
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PRODUCT NEWS

New mix addresses moisture issues

U.S. Concrete has introduced new and innovative concrete technology with Aridus Rapid Drying concrete. Aridus is a ready-mix concrete solution for preventing floor-covering failures.

Aridus proprietary concrete mix helps prevent moisture problems by drying faster than conventional concrete mixes, allowing flooring materials to be installed on concrete in 30 days or less. The result is a faster and more effective floor-covering installation that helps keep critical projects on schedule and reduces the risks associated with excess moisture vapor transmission.

www.us-concrete.com/aridus

Multiquip debuts ride-ons, plates

Multiquip recently introduced new ride-on trowels and reversible plates.

The new MQ Whiteman HTXD5i and STXD6i hydraulically driven ride-on power trowels come with 55-horsepower Yanmar 4TNV engines that meet EPA Tier 4 Interim standards.

The HTXD5i generates 20 percent more horsepower than previous designs. The HTXD5i attains rotor speeds up to 160 rpm exerting greater pounds per square inch on the floor to achieve flatter floors and a better final finish. The STXD6i attains rotor speeds of up to 130 rpm and twin six-blade rotors make it the preferred choice for high-production flatwork.

The all-new COMPAS compaction analyzing system for the Mikasa MVH306 and MVH406 series of reversible plate compactors helps contractors improve efficiency and maximize productivity while avoiding overcompaction. A series of LED lights indicates the progress made with each machine pass. As soil density changes, lights illuminate and inform the operator to either make additional passes or stop. Removable extension plates allow the plate to be adapted for various trench applications.

www.multiquip.com

New structures in cement discovered

CTS Cement Manufacturing Corp. has announced the discovery of new structures in cement.

Discovered in mixtures of coal fly ash and hydrated calcium sulfoaluminate cement, these intriguing structures consist of micron-sized glass spheres upon which needles have grown radially. While these needles usually grow randomly in CTS' Rapid Set cement, they organize themselves as spines on round fly ash particles in fly ash/cement mixtures.

According to Dr. Eric Bescher, vice president for cement technology at CTS Cement, this is the first time these complex structures have been seen. These structures are very small, typically a few tens of microns in size, and can only be seen clearly under an electron microscope.

"We are excited about discovering these new self-organized inorganic architectures," said Bescher in a news release. "Think of these structures as micron-sized sea urchin shells embedded in cement paste. We have some indications that they may play

a beneficial role in the reinforcement of concrete or in shrinkage mediation. Our work is in progress and we are investigating the influence they could have on other properties of construction materials."

CTS Cement is not aware of reports on similar structures in scientific literature to date. It is possible these structures grow and develop only in mixtures of calcium sulfoaluminate and fly ash.

BescherBalls is the working name for these innovative structures. CTS Cement is investigating further to understand their significance and the role they can play in construction materials. 

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Using F-Numbers to Measure a Concrete Floor's Flatness

IN the world of concrete contractors and finishers, there are at least three factors that really matter when pouring and placing concrete to achieve a flat slab.



by Jennifer A. Faller

First, there is the foundation, which must be graded, leveled, and compacted accurately. When concrete is poured and placed on an unevenly compacted foundation, these areas often develop troublesome low spots (birdbaths) and cracks in the finished floor. What's more, just because a laser hits both side of the form does not mean that the entirety of the foundation has been compacted evenly.

Second, there is the finishing of the concrete. Often, finishing depends on the



Workers for testing company ATC Associates Inc. take flatness readings at a future Costco store in New Jersey.

Photo by Jennifer A. Faller

size of the pour. Larger concrete contractors usually bid and place larger concrete slabs (10,000-plus square feet). Larger contractors own power trowels and laser screeds and have more experienced crews. Just as with

polishing, the right equipment and expertise can make a significant difference with the finished result.

Third, the flatness and levelness of the slab must be measured and documented once a slab is bull-floated, vibrated, pan-troweled and steel troweled.

This is where F-numbers come into play. There are two types of F-numbers, which measure floor flatness and levelness respectively. Industry expert Allen Face is the creator of the F-number system, as well as the inventor of several measurement instruments and a principal inventor of superflat floor technology.

According to the Faceco.com website, "The F-number system is the American Concrete Institute (ACI 117) and Canadian Standards Association (CSA A23.1) standard for the specification and measurement of concrete floor flatness and levelness. F-numbers replaced older '1/8 inch in 10 feet' type specs that had proven unreliable, unmeasurable and unrealistic."

What FF means

The FF (floor flatness) measurement reads the "bumps" (highs and lows) in the slab, and higher numbers are better.

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The more bumps there are, the lower the FF number will be and the more difficult it will be for a polished concrete floor to have a uniform appearance. Think of these bumps and high areas like the knuckles on your hand. When your fingers are bent, the knuckles stick up higher than the rest of your fingers. If something rough rubs against your hand, the skin will tear and expose blood (sand) or bone (aggregate) at the knuckle, while the other parts of your fingers remain intact.

This is one reason why it is problematic to promise a certain amount of cream, sand or aggregate exposure without reading the specifications beforehand. If the specification contains low numbers, the installer does not read that, and they shoot off their mouth and say they can make any floor shine without showing aggregate, they will fail. Knowledge is power!

When concrete is ground, honed and polished, the high areas are exposed and the sand or aggregate is revealed. To what level the sand, aggregate or cream will be revealed depends on a multitude of items: machine weight and size, speed of the rotating heads, how well the heads flex, operator pace, grit and aggressiveness of the diamonds, diamond bond, the amount of tooling per plate, whether the machine is being used wet, damp or dry, the amount of pass overlap, whether each pass is crosshatched and so on. Some variables can be controlled, but you are at the mercy of others due to concrete mix design, concrete placement, finishing techniques, curing methods and the age of the concrete. When it comes to polishing concrete, each and every slab will be different, and that is one thing that you can count on.

When bidding a new construction project, reading the 03 30 00 Cast-In-Place section (which is using the Construction Specifications Institute format) in the specification is extremely important. Remember, the higher the FF numbers, the less you will need to worry about uneven exposure. My experience is that the flatter the floor, the more predictable the grind, the lower the risk of cost overruns, the higher the profitability, and the more predictable the production schedule will be.

Within the last five years or so, as concrete has become a go-to choice for finished flooring, reported FF numbers

have been steadily rising. Previously, FF numbers were specified in the 20-30 range, which resulted in undulations and unpredictable appearances. Over the last few years, the numbers specified have been rising and are now typically FF 35-50.

Note that F-numbers are linear, so an FF 20 is twice as flat as an FF 10, but only half as flat as an FF 40. This means that the higher the FF number, the flatter the slab will be, and the easier it will be to achieve a more uniform polished appearance. Whether you

realized it or not, the jobs where you had the easiest time getting a uniform appearance, with very few issues, were the slabs with higher FF numbers. Most likely these are also the floors that you are the most proud of and that were more profitable.

When an owner requires a flat slab, the numbers should range from FF 40-70. The beauty and benefit of this trend is that once a concrete finisher has to meet these stringent numbers, they almost always err on the high side!



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The importance of FL

Also consider the FL (floor levelness) measurement, which tells you the amount of "slope" or elevation of the slab from one side to the other. A sloped slab can make the approach to a project a bit trickier. For example, when a concrete polisher works on an auditorium, he or

she must keep the slope in mind. We cannot simply push uphill and cut the "hill" down. Instead, we grind across the hill and maintain that slope.

Generally speaking, you will only see FL numbers called out for the slab-on-grade (SOG) part of the specification, but all floors should have an FF number. If an FF number is not called out, it would be a smart idea to make the general contractor or architect aware. Planning well is essential when the outcome of your polishing job depends on it.

Getting the numbers

Now that you have some basic understanding of FF and FL numbers, just how do you get these numbers, and who is responsible for measuring and reporting results? For large box-store work and building multiples, it has become common to hire a concrete testing agency to monitor the pour and do the testing. Testing should be performed as soon as each day's placement will bear foot traffic and definitely within 72 hours of slab installation. In most cases, the F-numbers for that slab can be determined within a few hours and the report can be generated before the next slab is placed. For smaller or single-pour projects, contractors can take measurements themselves. Companies such as The Allen Face Cos. teach professional slab measurement seminars. Contractors can purchase or rent the instruments and may be able to arrange loaners with the manufacturer.

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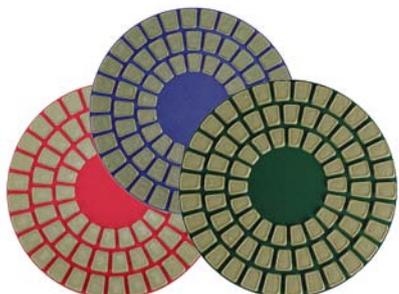
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F-numbers offer significant benefits and were not simply invented as a way to find someone to blame. Properly used, F-numbers can identify potential problem areas and help the concrete polisher predict probable appearance inconsistencies and outcomes. The hard numbers can help to clearly explain this to the project owner.

How flatness minimizes slips

As a final thought, polished concrete floors may not have the same degree of traction in all areas. An unintended or unexpected change in the contact between the feet and the walking surface can cause a slip. The flatter the floor, the more contact the sole of the shoe will have with the concrete, and this can be critical for preventing slip-and-fall accidents. So when the owner of your next project mentions slip coefficients, think “flat floor” and you will be headed in the right direction. 🚗

Jennifer A. Faller has been in the surface preparation industry for more than 15 years as a decorative concrete contractor, technical consultant and owner of a distribution company. Currently, she is business development manager for Vexcon Chemicals and lead trainer for the Certi-Shine brand of polished concrete materials. Contact her at jfaller@vexcon.com.

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Taking Your Polishing Business on the Road

In the polished concrete world of today things are a lot different than they were, say, five years ago. The customer is getting smarter, and the market is becoming diluted on both the contractor and the manufacturing sides. The jobs are becoming more difficult because everyone (customer, architect, general contractor, subcontractor and manufacturer) is all trying in their own individual way to get the floor done cheaper. The result of this approach is a drag on the



by David Stephenson

market as a whole.

As a successful polishing contractor, you have to look at your available market and realistically determine the type of customer that fits your company culture and the skill level of your employees. This may be schools, small retail, large retail, industrial or residential. No matter what you choose to concentrate on, you need to review your local market for opportunities in that sector.

There are some polishing contractors that I know that have found great markets for their services within 100 miles of their shop. If that is the case, I don't recommend that you travel. But if, like most of us, your market is filling up with new contractors, then you should probably look at expanding

your geographical footprint.

I went through this transition as a polishing contractor, so I thought that I would give you a few helpful tips and things to think about before you embark on this journey.

Traveling is not as easy as you think it would be. You need to really look at your trucks. If you have more than 150,000 miles on a light-duty truck or van, you need to make sure that you build in extra travel time to account for breakdowns. This is not an "if this happens" situation, but rather a "when this happens" situation. The same rule applies at about 250,000 miles for heavy-duty diesel trucks or box trucks.

When you are traveling it is important to take the time before your crew leaves to have them go through everything. Have a "shop day" scheduled before any trip. It is easy to get supplies at your shop or from your known local sources. It is extremely difficult to get supplies a thousand miles away in a city that you don't know.

On this shop day, take the time to clean up your trucks and machines. Nothing looks worse than dusty, dirty crews showing up to a job site. Poorly maintained equipment will cause the general contractor to look carefully at everything that you do. The opposite is also true. Clean, well-maintained equipment gives the customer the feeling that you are a professional, and they will be less likely to pick your project apart.

The dirty word that no one wants to think about when traveling is "DOT." Are you in a box truck or pulling a trailer with company graphics on them? If so, do you have a DOT sticker readily visible? If you have a DOT sticker visible, they look at your plates. If you have a dirty truck with out-of-state plates and company logos on the side you can almost guarantee that your crew will get pulled over.

The best option is trucks that have DOT stickers visible, but are white, unmarked



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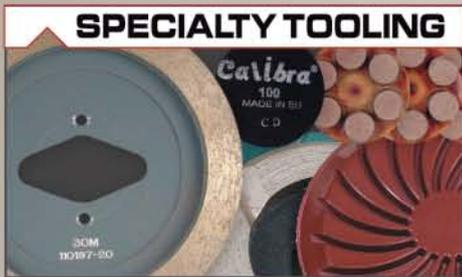
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and clean. My experience says that these get pulled over less than anything else.

During a stop, the two most important things the crews need to have on hand are

mileage logs and insurance information.

If you are missing mileage logs you can guarantee that your crew with your trucks will be sitting on the side of the road somewhere for at least eight hours.

The next thing that you need to consider is your travel pay policy. If you are paying mileage or travel time I would highly recommend using an online map service to set a mileage and time standard. If you

don't, you will be amazed at how often crews get lost and drive three hours out of the way on the trip to the job. Let your guys know the policy and repeat the process on every job. A good GPS is a must for traveling. Technology today will help your crews get to the job on time with the least amount of issues.

Another important item to consider is your contract. I have been burned quite



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a few times by out-of-state general contractors. I remember one national account where we went from Arkansas to Colorado to do a project for them. Upon completion I submitted my invoice as I normally did and waited 30 days. When we didn't receive any money I called the general contractor. His exact words to me were, "I am not going to pay you. Go ahead and sue me. I will see you in court in Colorado in two or three years." He knew that the lawyer fees for me to hire an out-of-state attorney to go after my \$30,000 wouldn't be worth it after a couple of years of his lawyer stalling. After that lesson I learned really quickly to get some of my money up front with a very clear plan on how we would receive the remainder of our payment.

Lodging is a very real expense that is hard to budget for when traveling. You want to get a hotel within about 10 to 15 minutes of the job site. There are several good hotel discount programs to be found online. I would recommend joining the rewards programs for every hotel. This way, as your guys stay, you earn points towards free stays.

Priceline.com is good for getting cheap prices, but when using them, I've found it difficult to guarantee two beds. Nothing makes your guys happier than arriving at a hotel at 2 a.m. only to find that the hotel has a double-occupancy room for them with one queen-size bed. I highly recommend placing one person in your office in charge of all hotel reservations. When I did this my hotel costs went down by almost 30 percent.

I hope that these points help you either in your decision-making

process or in actually implementing a traveling crew for your company. 🚗

David Stephenson is an independent decorative concrete flooring consultant out of Dallas, Texas. His company is Polished Concrete Consultants. He can be reached at david@polishedconsultants.com.

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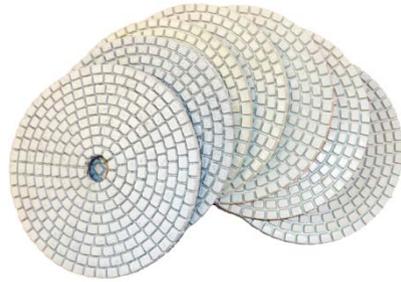
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PRODUCT NEWS

Applied dry diamond polishing pads

Applied Diamond Tools is offering 5-inch JHX Dry Diamond Polishing Pads.

The JHX dry metal-bond diamond polishing pads are designed to polish hard granite and concrete countertops. Velcro-backed and color-coded, they can be used wet or dry at a maximum speed of 4,500 rpm. Each pad is 2 1/2 millimeters thick.



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Bench polisher from Applied Diamond

Applied Diamond Tools is now offering the Klindex UFO Countertop & Floor Polisher. The planetary bench polisher is ideal for grinding and polishing countertops, stairs, small surfaces, edges and narrow areas.

The UFO comes as either a single-speed or variable-speed machine. It can be used in both wet and dry polishing. Either 5-inch or 6-inch diamond pads can be used with this machine. Available accessories can transform the UFO into a floor machine that can grind and polish stairs, marble floors, stones and concrete surfaces, or even do antique flooring.



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PROJECT PROFILE

Pool Deck at the White House Washington, D.C.

by Stacey Enesey Klemenc

WHEN your country calls you to do a job, how much should you charge?

That was the predicament Dick Krach, CEO of Sundek of Washington, came face to face with when his secretary fielded a call from someone at a “white house” concerning a pool deck that needed repair and some sprucing up. Turns out it wasn’t just *some* white house but rather *the* White House at 1600 Pennsylvania Ave.

“I mean, how much do you charge the president of the United States? Do you overcharge him because he has lots of money? Do you do the work for free?” Krach asks. In the end, he decided, it was best to charge the White House residents exactly what he would regular homeowners to install an acrylic overlay.

The Chantilly, Va., contractor remembers his initial meeting on April 15, 2010. At the first gate, security guards examined his driver’s license, made him get out of the car, opened all the doors and looked under the hood. After a thorough search, which included a security wand detector, they gave him his license back and told him to proceed to the next gate. There,



Photos courtesy of Sundek of Washington

the guards called the White House engineer to confirm Krach’s appointment and then opened “this massive gate” and instructed him to get a pass at the guard house beyond.

The engineer, Brian Rock, arrived and told Krach he needed temporary repairs to the pool deck “so the Obama girls would not cut their feet,” Krach recalls. The plan was to patch the deck in late April 2010 and then complete the entire job when the family was on vacation in June.

Krach later sent Rock an estimate on his company’s letterhead, which the chief usher at the White House initialed and returned. “I was expecting a contract to be something with about 50 pages,” he says. But the simple, signed document sufficed.

Government red tape

After arriving late April 27 due to

traffic, Krach and a three-man crew — including Sundek of Washington president Armando Hernandez — encountered one delay after another. At the first gate, the guards checked every nook and cranny



Project at a Glance

Client: The American people

Decorative Concrete Contractor: Sundek of Washington, Chantilly, Va.

Sundek Project Manager: Dick Krach, CEO, Sundek of Washington

Scope of Project: In April 2010, repair 300 square feet of an existing pool deck by cleaning it and applying a spray texture overlay. In June 2010, apply the spray texture overlay to the entire deck (1,783 square feet). In March 2012, apply the same spray texture overlay to a newly poured section (between 600 and 700 square feet) that widened the original deck.

Materials Used: Sundek Classic Texture in Franciscan Tan

Challenges: Getting onto the premises.

overlays & toppings :



possible, even using mirrors that allowed them to see underneath the vehicle, and scrutinized the crew's personal information, including Social Security numbers and birth dates. "The security at the White House is extremely strict, as you can imagine," Krach says, "but the guards are very nice and courteous through the whole ordeal."

By the time Krach and his crew made it to the third security gate, the crawl slowed to a stop because the president had to catch a 10 a.m. flight on his helicopter. "While we had great seats to watch, this put us an hour behind," laments Krach.

When they finally got to work, they did so under the watchful eyes of White House engineers, as well as Uncle Sam's security guards armed with AK-47s.

Delays were par for the course, Krach says. Besides the helicopter encounter, he and his crew had to clear the way so Vice President Joe Biden could accompany a disabled veterans' bicycle-racing group on a tour and again so the first lady could work in the garden.

Still, the crew managed to finish the initial repairs in time for the Obamas to host a pool party that Saturday. Later, they returned June 14 to clean and texture the deck, only to have to repeat those steps again later in the week because of rain. Even with all the delays, Krach says, "We finished on schedule and everyone was pleased with the work."

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The job, which involved Sundek's Classic Texture in Franciscan Tan, could best be described as very ordinary, Krach says. "We do these kinds of overlays on a routine basis every day. We do some fancy coatings but this was definitely a plain Jane."

Exclusive access

The 2010 visit to the White House swimming pool was neither Krach's first encounter with the swimming pool nor his last.

Back in 1975, Krach was the swimming pool contractor who built the pool and bathhouse for President Gerald Ford. "When I built that pool for Mr. Ford, it was a rush job that took about one month. Back then, I didn't keep any notes about the project," Krach says, adding that was something he regretted. "The only thing I have is a picture of Ford and his daughter, Susan, jumping into the pool," and he's not even sure where that is these days.

Many years went by and, as fate would have it, Krach's current company was recommended for the job in 2010 to brighten up the White House pool deck. He says he owes the referral to a "young lady" who works for a chemical supply company with which he's done business.

"This time, I kept accurate records of everything I did over there and I must have 50 photographs," he says. "They never gave us any

restriction about pictures inside or outside."

Krach says he's given his notes and photo collection to his children, "who might be able to do something with them one day."

This past March, Krach and his three-man team applied the Sundek Classic Texture to a new section of deck that was poured by Clark Construction Group LLC, the project's Maryland-based general contractor. The new section of deck was part of a beautification package that included a stone retaining wall and new landscaping close to the pool area.

The 2010 job could have been completed in a couple of days, he confides, but they stretched it out all week so guests — like Sundek Products Inc. presidents Mark Stambaugh and Charlie Plunk — could get in on the project.

"Everyone wanted to go with us," he says with a laugh. "The (corporate) president of Sundek is a history buff and he had the opportunity to tour a good portion of the White House that the general public doesn't get to see very often. He was very impressed.

"I don't care who you are," Krach says. "It was a thrill to work at the White House. The job was easy. The most challenging part was getting in. I made sure I had on my best company shirt and that my car was washed before heading over." 🚗

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Reactive Stain Effects Using Household Items

WHEN I started as a pup-salesman at L. M.

Scofield Co., the suggested method of applying reactive or patina stains (at that time called chemical stains) was with a mop out of a bucket. This



by Michael Miller

was kind of like performing brain surgery with a battle axe. And the results weren't surprising — a floor that appeared coarse and like it was blood-stained.

In fact, it was recommended that we avoid promoting this product and, if we had to sell it, that the variegated results should be disguised by buffing with a colored wax.

However, there was one advantage to these times — they required self-reliance and creativity fueled by keen powers of observation.

I had one eureka moment when a homeowner complained about an integrally



Gary Jones, of Colormaker, sprays his company's Deso Dye over sand and sawdust at the home of his customer, renowned sculptor Thomas McPhee, on Salt Spring Island, British Columbia.

colored driveway and walks gone bad — “Hey, your pigment stinks! It's all spotty.” Hmm ... What could've happened here?

I asked: “Have you recently had your lawn fertilized?”

“Why, yes, with Ironite.”

Ironite is a brand of fertilizer that is composed of primarily iron sulfate in a clay granule. This is the same metallic salt that produces a brown color in patina stains. The Ironite had caused variegation.

It hit me that despite the customer's complaints, variegation in and of itself was OK. After all, patina stains were variegated by nature. Perhaps variegation was even desirable, and, through layers of variegation, one could achieve a kind of cosmic balance, or at least some consistency.

Later, I had another eureka moment

and realized you could produce color separations with a board. Yup, it didn't take much to make us happy then.

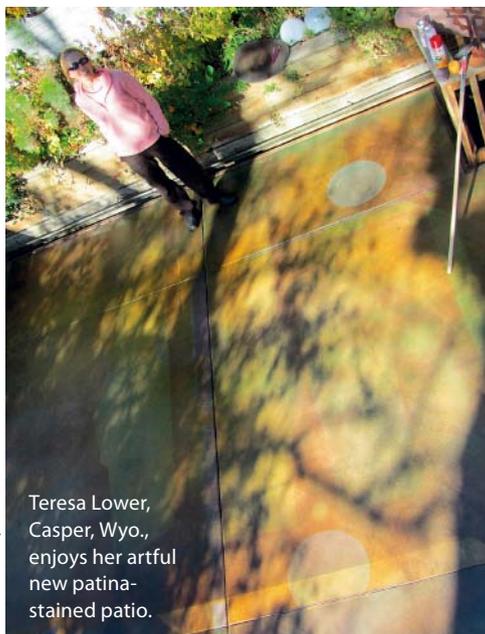
Household hints

I came to know several other ways to use household items besides boards and Ironite to affect the final look of a stain. This article focuses on reactive stains, but a lot of these techniques work with other colorants as well, such as dyes and tinted sealers.

As the 1980s became the 1990s, my use of boards led to doing color separations with torn paper. While boards are masks that produce straight, true edges, torn paper produces ragged edges.

In the mid-1990s, torn paper led to using fallen leaves as masks. Brilliant!

Let me take a minute and talk about



Teresa Lower, Casper, Wyo., enjoys her artful new patina-stained patio.

Photos courtesy of the concretist



Sculptor and decorative concrete customer Thomas McPhee casts sand and sawdust at his home on Salt Spring Island, British Columbia. The materials will act as a mask, producing graphic edges or variegation in dye washes over this Colormaker Arapido cementitious overlay.



Used as masks, concentrated sand and sawdust allow the artisan to create natural, loose edges, while scattered bits of the materials result in interesting field variegation.

nomenclature. I use the terms “mask” and “resist.” In this article, these are defined as follows: A “mask” lies upon the concrete and prevents the stain from touching the concrete or reacting with the cement. A “resist” penetrates the pores of or is intimate with the concrete, so the stain can touch the concrete but cannot react with the cement.

Like watercolors, stains can be applied over resists — loose ones like scattered rock salt — or over and against masks.

Instead of a hard edge, produced with a board or torn paper, how about a looser one? Imagine clear or colored spray paints misted


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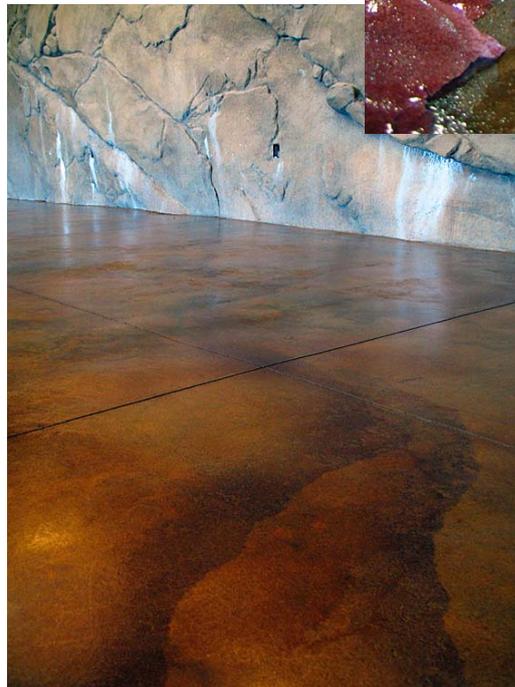


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Concretist Brenda Walz uses an all-plastic, pump-up garden sprayer at a Martinez, Calif., home to apply stain along a stratalike torn paper edge and over scattered Ironite granules.

Wet patina stain over scattered Ironite granules and along a ragged, torn paper template that is acting as an edge mask.



The finished garage floor in Martinez, Calif. Variegated patina stains, spotted with Ironite and graced with "strata-graphics," were coordinated with the sculpted concrete rock walls.

over paper spiral stencils.

How about applying stain against sand or sawdust? These materials would generally be used as masks, but if the stain were heavily applied, they could also hold moisture and allow the oxidation reaction to intensify.

I heard about experiments with scattering corn flakes and Rice Krispies from a fellow pioneer, Las Vegas-based decorative concrete contractor Frank Rusk. Cereal can mask or resist colorant and absorb it too.

Ironite can be used to variegate your color in two ways. The effect is slightly different depending on if you cast it before or after.



Thomas McPhee's "psychedelic" dyed and overlaid floor. The concretist wonders if there was more acid involved than just the acid in the patina stain.

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Before, the granules act as a (little) bit of a mask. After, the granules deposit additional spots of color that are composed of dense concentric circles.

Using Ironite for variegation led to experimenting with Miracle Gro. Note that Miracle Gro is another fertilizer, one with a heavy copper content. Instead of the iron oranges and browns produced by Ironite, it produces copper blues and greens. It's chemically similar to the sulfates and chlorides that are used to produce green or blue patina stains.

And, if one could add or concentrate



Wyoming customer Teresa Lower collects crosses, so the concretist uses a found steel object as inspiration and graphic mask.



color, one could take it off or desaturate it, right?

The mottling caused by Ironite granules perhaps inspired the technique of using kitty litter granules to suck stain up. I heard about this one from The Concrete Colorist, my Benicia, Calif., neighbor, Brian Vicari.

Gary Jones of Colormaker, up in British Columbia, would blend stains with fire clay into a paste with the consistency of a milkshake. It could be accurately applied with a roller or a paint brush, with no need for masking. This provided color-concentrated, graphic color separations. The home-kitchen version of this one is creating the paste with stain and flour. That requires a bit more mixing, but it works.

Gary's ex-partner, Paul Taylor, of aka beton (also based in British Columbia) created patterns in stains by using stencil shapes cut out of spongy foam rubber. He'd cut out spirals, turtles and peace signs — a real hippy-touchy-feely freak! These foam rubber templates dilute or remove color saturation.



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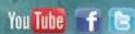
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Mix it up

Here's an idea — how about combining these techniques? How about a thick paste of laundry detergent mixed with water and applied with a brush along a hard straight edge?

How about adding Gary's patina paste to Paul's graphic template idea? Except that this time, the template would be cut out of cardboard or masonite and it would be coated with paste to graphically concentrate, rather than lift, color. Paul's foam templates produce lighter shapes, but this method would product darker shapes.

Shellie Rigby once suggested producing a resist of hundreds of drifting bubbles from a child's bubble-blower toy. Interesting! That would combine a resist, something scattered and something graphic (circles). However, this technique would have to be used with stain, not dye. Soap needs to be rinsed away on the job, just like the detergent paste does, and dyes shouldn't be rinsed right away.

Also, the stain couldn't be scrubbed or agitated until after it was dry and the oxidation reaction was complete. Otherwise the graphic effect of the soapy resist would

be mitigated.

The basic idea here is to be fluid, creative and willing to experiment. A slab is just a really large canvas. Colors can be mixed (although some combinations are less successful, which is why "experiment" also means "practice" and "sample"). A layer of this color can wash over and blend into that color. There's nothing wrong with an application with a mop and bucket, or a broom or dash brush, or a sprayer. The results will just be different.

I'm sure you get it! It doesn't take a technical data sheet. It doesn't take expensive stamps or other tools. Hell, it doesn't even take the Internet! Often, anything worth using can be found in the kitchen, the garage, the backyard or down by the creek. 🛠️

Michael Miller is managing principal of the concretist, an association of artists, craftspeople and others producing sensory-concrete art and architecture in cement, stone, glass and steel. the concretist is headquartered in Benicia, Calif., with additional locations in north central Nevada and Southeast Asia. Miller can be contacted at miller@theconcretist.com.



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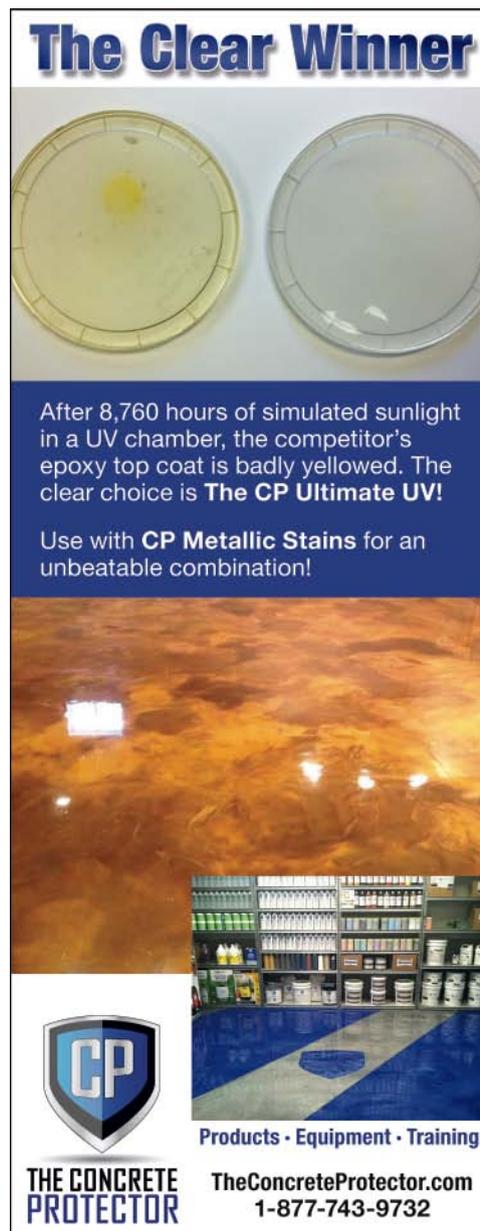
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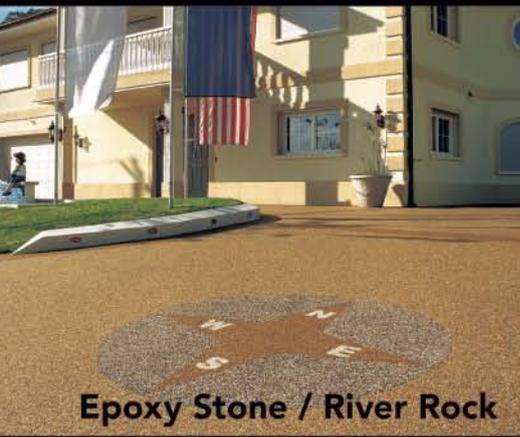
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Revive Color Refresher from L. M. Scofield Co.

by Amy Johnson

It's a fact we have to face — everything ages. And colored concrete is not immune. Sometimes it fades to a soft, mellow color, but often it just becomes dull and lifeless. Or worse, later repairs and additions don't match.

Scofield Revive Color Refresher is aimed at just that problem. It can brighten up the color of existing, unsealed exterior concrete surfaces. It can also impart a consistent appearance to mismatched colors or add color to uncolored concrete.

Not a coating and not a stain, the solvent-borne siloxane from L. M. Scofield Co. carries pigment into the slab to deliver a uniform color without leaving a film on the surface. The solvent used is VOC-compliant in all 50 states. The solvent allows deeper penetration than water and enhances long-term durability. It also dries quickly, shortening downtime for the customer.

Siloxane has been used for more than 25 years in bridges and parking decks to minimize chloride (salt) infiltration. Once cured, the siloxane's water-repellant properties protect the pigmented surface.

Revive Color Refresher is supplied in two parts — base material in 4-gallon pails and tint concentrate in 1-gallon cans. Typical coverage is 100 to 300 square feet per gallon, depending on the porosity of the concrete. It can be applied with an acetone-resistant sprayer or a roller with the appropriate nap. In most circumstances a 3/4-inch nap will give best results.

The color will develop into a uniform, consistent appearance after curing only when the concrete pores are filled with the material, so extra material may be needed if the concrete is



very porous.

As might be expected, it is easier to make the concrete darker than lighter. Scott Thome, Scofield director of product services, recommends inviting customers to choose a new color just a little darker than the darkest portion of the slab they want to rehabilitate.

Contractors should view this as a restoration product, according to Thome. "We are restoring the surface by adding color," he explains. "With any restoration project, surface preparation is the key." All weak cement paste and previously applied sealers must be removed. Scofield recommends removing all existing sealers and cures with Lithochrome Coating Remover and pressure washing at a minimum 2,000 psi. Because the material does not build a film, it will not hide texture differences. The surface must be uniform.

Concrete contractor Nicholas Winn, of Winsol Groundworks, Rancho Cordova, Calif., got a close-up view of Revive Color Refresher when his new next-door neighbor asked him to do something about her hardscape. It was in fact ugly concrete, he says. "It had three different shades of pink and looked every bit 20 years old."

The customer was grateful to have an alternative to tearing out the concrete. After pressure-washing, Winsol applied Revive Color Refresher in Sombrero Brown with Revive in Westwood Brown for the accent trim border. "The process was a dream from start to finish," says Winn. "The material went down smoothly with very little effort." He also says that after six months there are



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no tire marks and there is no fading or flaking.

This material is popular with ready-mix suppliers as well as contractors. It allows both groups to offer customers a simpler alternative to complete tear-out when a color issue arises.

As with any new product, longevity in the field is yet to be proven, but signs are good that this solution will be long-lasting. Some test projects are more than six years old and performing as

expected. "As long as the concrete surface remains intact, Revive Color Refresher will perform very well," Thome says. He cites the example of one large user that cleans the surface twice a week with a hot-water 4,000-psi pressure washer. While they are building a plan to recolor every five to seven years into their maintenance schedule, Thome says, "It is amazing how well it is doing." 🚚

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PROJECT PROFILE

Bilovesky Backyard Living Area Overland Park, Kan.

by Stacey Enesey Klemenc

WHEN The Cordish Cos., out of Baltimore, Md., set out to build the Power & Light entertainment district in Kansas City, Mo., the company envisioned a flashy fiber optic-studded common area central to where most of the nightclubs would be situated.

“They wanted to do something over the top,” says Mike Denny, president of Artistic Concrete Surfaces, a company based in Olathe, Kan., that was hired to pour, color and stamp the concrete area so it would look like wooden planks. “We were supposed to spell out ‘Live’ on the floor in lights, but after we got through the whole process of how we were going to do it, the top dog pulled the project at the last second.” ACS still did the floor, just without the glitter.

Disappointed, Denny found himself telling a residential client about this turn of events. He had been really looking forward to the job because even though he had incorporated fiber optics into concrete countertops, he had never attempted to put the lighting into a slab. It wasn't Denny's original intention to entice the couple, but he sold them. “Once they heard about it, they had to have it,” Denny says about homeowners Ann and Mike Bilovesky. “They thought fiber optics in a patio sounded really cool.”



Stamping fiber optics

In the fall of 2010, Denny brought over a 10-man crew to create an outdoor living area that would be expansive, have no set boundaries, and be easy to keep up with few or no maintenance materials. It took the company, which specializes in stamped and polished concrete and concrete overlays, six weeks to finish the approximately 1,200-square-foot job in Overland Park, Kan. The project included extensive landscaping, a natural stone fireplace, a concrete and stone water bubbler, lighted steps leading into the house, and a stamped concrete patio that incorporated boulders and fiber-optic lighting into the design.

The job's biggest challenge was figuring out a way to texture the surface without burying or breaking the fibers, Denny says. “The customer was intent on having stamped concrete, so not stamping wasn't



Photos courtesy of Artistic Concrete Surfaces

Project at a Glance

Clients: Mike and Ann Bilovesky

Contractor: Artistic Concrete Surfaces, Olathe, Kan.

Ready-mix Supplier: Geiger Ready-Mix Co. Inc., Kansas City, Kan.

Materials Supplier: Murray Decorative Concrete Supply Inc., Shawnee, Kan.

Masonry Subcontractor: Nick Boan, Rock Solid Masonry, Shawnee, Kan.

Scope of Project: Build and landscape an outdoor living area that encompasses about 1,200 square feet of a homeowner's backyard. Include a natural stone fireplace, a concrete and stone water bubbler, lighted steps leading into the house, and a stamped concrete patio that incorporates boulders and fiber-optic lighting into the design.

Timeline and Crew: A 10-man crew finished the project in six weeks.

Materials Used: Sahara integral color from Prism Pigments, Brown Stone acid stain from Concrete Resurrection, Caesar Stone seamless texture skin from Matcrete, Solvent Seal 18 semigloss acrylic sealer from ChemSystems Inc., step liners from Stegmeier



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an option.”

Denny’s crew first poured a 2-inch-thick slab to serve as the base of the patio and then drilled 600 1-inch-deep holes into it. Next the crew drove 3-inch nails into the holes, leaving about 2 inches of each nail above the finished concrete, and attached the fibers to each with tie wire.

Once the wires were securely attached, they poured integrally colored concrete to the level of the tops of the nails. The concrete contained a retarder, which gave them plenty of time to finish and stamp it with very flexible polyurethane seamless skins from Matcrete.



Rendering courtesy of Mike Denny, Artistic Concrete Surfaces

“We had to cut the stamps into 1-by-1 foot pieces and go around the wires by hand to get the surface stamped without bending the wires back into the surface,”

Denny explains. If they missed, the bent wire would leave a little line that had to be repaired.

“I guess there were three or four fiber optics per square foot and we had to bend each one of those in order to get in between the wires,” he says.

The fibers were installed in a 7-by-25-foot ribbon of concrete that flowed through a 20-by-25-foot patio section. Needless to say, the process took a long time. Besides using a retarder to slow the set, the crew picked a cool day with no wind to tackle this

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Photos courtesy of Artistic Concrete Surfaces

To avoid burying or breaking the fiber optics when installing the concrete, the crew from Artistic Concrete Surfaces, Olathe, Kan., attached the fibers to nails with tie wire first. They then carefully placed and stamped concrete around the nails.

part of the project.

After the colored concrete was placed and stamped, the crew used a hot knife to cut off the tops of the wires so they were flush with the surface. The crew then went over the entire surface with a semigloss decorative acrylic sealer.

Just like Christmas tree lights

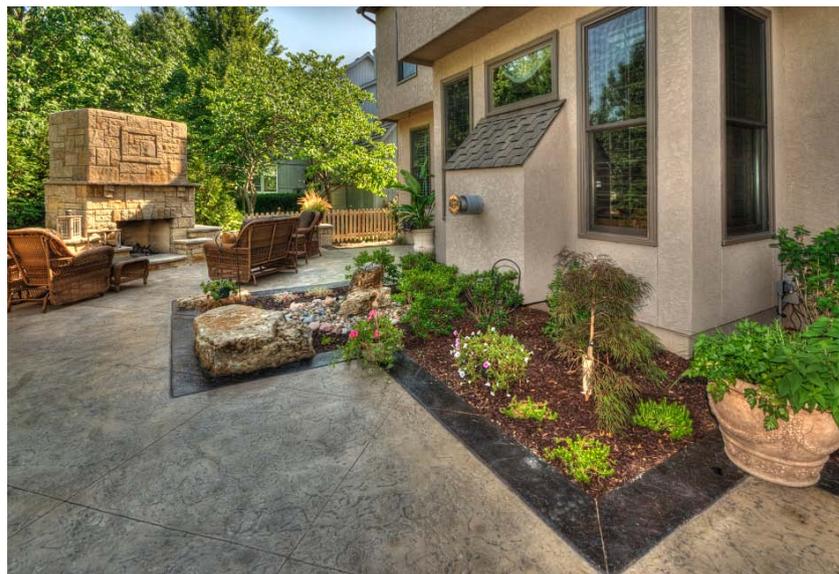
The fiber-optic strands from all 600 points of light were funneled into several 1-inch-thick cables that snaked underneath the patio. Each cable connected to one of two ports situated in a watertight compartment hidden in the back of the stone fireplace. The compartment also houses a light box. There, a color wheel and two LED light bulbs produce the light for the reflective fiber-optic display. Just like Christmas tree lights, the lighting can be programmed to change colors at various speeds, be set to just one color, including white, or be turned off. There are about 10 different colors from which to choose.

Turns out the Bilovesky project turned the heads of more than just the neighbors. It won the 2011 Excellence in Concrete Award from the Concrete Promotional Group, an Honorable Mention for Top Decorative Concrete Projects in 2011 from Concrete Construction magazine and the 2011 Residential Project of the Year from the Kansas Chapter of the American Concrete Institute.

Denny says his company is well-known in the area for the outdoor living spaces it creates. It added landscaping and CAD design to its roster of services to diversify when construction was off in 2009, he says.

“With our CAD design software, we’re able to walk our clients through their projects and give them a great idea of what the finished product would look like,” Denny says. It was the walk-through capability, he adds, that really cinched the fiber optics part of the Bilovesky deal.

Today with a full-time designer on staff, Artistic Concrete



Artistic Concrete Surfaces, which added landscaping to its roster of services in 2009, used spruce and river birch trees combined with a natural stone riverbed to solve water runoff issues in the Bilovesky backyard.

Surfaces prides itself on being a design-build contractor that can help transform visions into tangible realities. “We went from being a concrete contractor to a full-service, start-to-finish outdoor contractor that deals with landscaping and anything else a client might want in an outdoor living area,” Denny says.

Adding the extra services was “a huge stepping stone for us,” he says. “We went from earning \$1 million to \$3 million in a matter of a year and a half. People really appreciate dealing with one contractor who gets the job done on time and on budget. Our referrals are endless.”

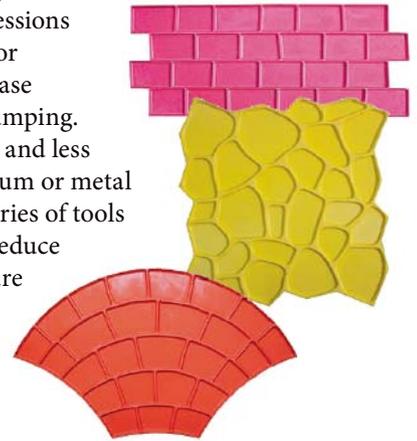
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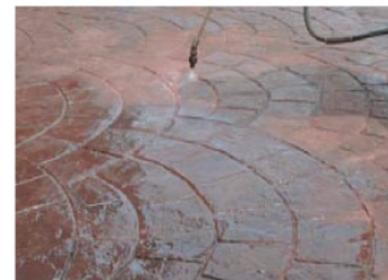
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PROJECT PROFILE

Horizon at Playa Vista Playa Vista, Calif.

by *Natasha Chilingirian*

THIS posh campus of office and parking structures, located in the western Los Angeles neighborhood of Playa Vista about one mile from the Pacific Ocean, contains polished concrete floors and board-formed concrete walls and pillars, but that's just a taste of what decorative concrete has brought to the 15-acre campus. Some of the project's other spectacular design features include terrazzo flooring with brass inlays and cement-composite panels that appear to change color as you walk by.

Who is responsible for all this beauty? More than one team, actually. Morley Construction Co., a division of Morley Builders Inc., of Santa Monica, Calif., completed the first two project phases — Parcel A and Parcel B — between 2007 and 2010. Parcel A contains two five-story, concrete-framed office buildings, an underground parking structure with a



Photos courtesy of Morley Construction Co.

Project at a Glance

Client: Lincoln Property Co., Los Angeles, Calif. (The project is a joint development of Lincoln Property Co. and ASB Real Estate Investments, Palo Alto, Calif.)

Concrete Contractors: Morley Construction Co., Santa Monica, Calif. (general contractor for Phases I and II) and Shaw & Sons Concrete Contractors, Costa Mesa, Calif. (subcontractor for polished concrete floors in Phase I and exterior architectural concrete in Phases I, II and III)

Architects: Johnson Fain, Los Angeles, Calif. (design architect), HKS Architects Inc., Beverly Hills, Calif. (executive/interior architect)

Project Specs: Five office buildings with adjacent parking structures on a 15-acre campus

Timeline: Three years

Key material suppliers: Cemex, Ontario, Calif.; Catalina Pacific Concrete, Sun Valley, Calif.; CMF Inc., Orange, Calif.; the Cypress, Calif., branch of CTS Cement; Eternit Switzerland, Niederurnen, Switzerland

Grinding machine used on certain floors: Prep/Master STI-2420

podium deck, and a post-tensioned concrete parking structure. Parcel B has two steel-framed office buildings (one five-story and one six-story), plus another post-tensioned concrete parking structure.

A second company, Shaw & Sons Concrete Contractors, of Costa Mesa, Calif. is responsible for about 9,000 square feet of polished concrete floors in the two office building lobbies on Parcel A, as well as outdoor architectural concrete elements on Parcels A and B, including all stairs, walls, curbs and paving. The company also installed architectural site concrete for a third phase — a fifth office building and sixth parking structure on a third parcel of land — and is in talks with project developers about renovating an existing building on the site.

The complex sits adjacent to the Spruce

Goose aircraft hangar, the site where Howard Hughes built his big wood “flying boat” known as the Spruce Goose. The project’s architects drew inspiration from next door, weaving in nods to the aircraft hangar such as exterior building materials that look similar to the hangar’s and an aeronautical theme in two of the office building lobbies.

“I think what was most unique about the project was working on the Howard Hughes site,” says Shaw & Sons vice president and chief financial officer Paul Taylor. “When he was told it couldn’t be done, he went ahead and built the Spruce Goose, and we really took that same approach. We push the envelope when it comes to architectural concrete.”

Relying on mock-ups

Morley workers constructed mock-





walls & hardscapes :

ups for parcels A and B, a process that helped project managers iron out any foreseeable construction issues and make final determinations about materials that would be used. For example, in the Parcel A buildings, board-formed concrete walls were included in the entranceways and elevator waiting areas. Through the mock-up process, project managers decided the walls should be formed using Douglas fir panels to achieve their desired grain pattern.

For the two office buildings in Parcel B, the mock-up process helped determine joint patterns and spacing for imported SwissPearl Reflex panels, integrally



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colored cement-composite panels with iridescent surfaces that were made by Eternit Switzerland.

The team did mock-ups for concrete columns and beams, metal framing and furring, waterproofing membranes, metal and metal-perforated metal panels, glazing components, metal flashings, sealants, caulking and material fasteners for both parcels.

Morley workers used approximately 73,000 cubic yards of ready-mix concrete supplied by Catalina Pacific Concrete, of Sun Valley, Calif., to build the four office buildings and three parking structures. On the exterior walls, columns, beams and slab edges of Parcel A's office buildings, they applied a concrete patching compound, Rapid Set Wunderfixx from CTS Cement, to create a smooth, seamless finish.

Besides the SwissPearl Reflex panels, the exterior surfaces of Parcel B's office buildings feature metal panels from CMF Inc. that were inspired by the exterior texture of the Spruce Goose aircraft hangar. Project managers enlisted the help of a consulting firm, Simpson Gumpertz & Heger Inc., of San Francisco, to develop water-resistant qualities for the panels.

As for the polished concrete in the

lobbies of Parcel A's office buildings, Shaw and Sons workers seeded the concrete slabs with granite pieces before honing the surfaces using 400-grit diamond polishing pads for an even, uniform result. “The polished concrete floors give the lobbies a contemporary look at a good price point,” Taylor says.

Parcel A's lobbies also feature several board-formed concrete pillars, which were installed by Morley crews.

For Parcel B's office building lobbies, project managers and architects drew inspiration from the next-door hangar once again. The décor includes aircraft murals and furniture constructed from decommissioned aircraft parts. The lobbies' terrazzo floors in charcoal, gray and white feature brass inlays of compass readings.

Horizon at Playa Vista is a recipient of impressive LEED ratings from the U.S. Green Building Council: a Materials & Resources (MR) Credit 5, which is awarded for regionally extracted, processed and manufactured materials, and a Gold certification in the LEED for Core & Shell system. 🏗️

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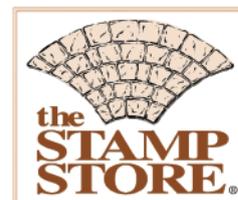
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david@universalpolishingsystems.com

Universal Templates LLC
14 Celina Ave., Unit #13
Nashua, NH 03063
p: (888) 568-4128 f: (603) 595-2188
www.universaltemplates.com
ut@myfairpoint.net

UV III Systems Inc.
59 Cedarvale Estates
Alburgh, VT 05440
p: (866) 300-7880 f: (508) 376-4748
www.uv3.com
sales@uv3.com

V

Virginia Abrasives Corp.
2851 Service Rd.
Petersburg, VA 23805
p: (800) 446-1805 f: (800) 422-5336
www.virginiaabrasives.com
sales@virginiaabrasives.com

Supplying abrasives since 1971, we offer abrasives discs and screen along with diamond grinding and cutting tools geared to the concrete floor trades.

See our ads on pages 61 & 64 ·
Reader Service 52 & 53

W

W. R. Meadows Inc.
300 Industrial Dr., P.O. Box 338
Hampshire, IL 60140
p: (800) 342-5976 f: (847) 214-2154
www.wrmeadows.com
info@wrmeadows.com

Stamped concrete, acid stains, dyes, exposed aggregate - the styles of decorative concrete are endless. W. R. MEADOWS premium-grade decorative concrete sealers provide a look that lasts.

Walttools
1262 A Leah Rd.
Morris, IL 60450
p: (888) 263-5895
www.walttools.com
walttools@sbcglobal.net

Walttools is a leading manufacturer of decorative tools and related products. The line of tools includes Tru Impression concrete stamps, border rollers and accessories. In addition, they produce the most comprehensive Vertical concrete system available. A full line of decorative specialty mixes including Countertop, Overlay, and Micro Topping is also available including the ability to design and produce mixes specific to your needs. Ask about private labeling.

See our ads on pages 69 & 84 ·
Reader Service 57 & 80

Warmly Yours Radiant
2 Corporate Dr.
Long Grove, IL 60047
p: (800) 875-5285 f: (800) 408-1100
www.warmlyyours.com
info@warmlyyours.com

WerkMaster
1448 Charlotte Rd.
North Vancouver, BC V7J 1H2
Canada
p: (604) 629-8700 f: (604) 990-9538
www.werkmaster.com
info@werkmaster.com

Westcoat
770 Gateway Center Dr.
San Diego, CA 92102
p: (800) 250-4519 f: (619) 262-8606
www.westcoat.com
info@westcoat.com



The Wooster Brush Co.
604 Madison Ave., P.O. Box 6010
Wooster, OH 44691

p: (330) 264-4440 f: (330) 263-0495
www.woosterbrush.com
customerservice@woosterbrush.com

With 160+ years of experience, Wooster is a high-performance manufacturer of coating applicators and industrial prep tools. Their 500 employees live and work in the USA. Key Wooster brands include Ultra/Pro® and Silver Tip® paintbrushes; Pro/Doo-Z® and Epoxy Glide™ rollers; Sherlock® frames and extension poles; and Prep Crew® wire brushes.

X

Xtreme Engineered Floor Systems
3303 Hudson Trails Dr.
Hudsonville, MI 49426

p: (616) 896-8322 f: (616) 896-8332
www.v8coatings.com
sales@xtremefloorsystems.com



A**Acrylic Additives**

Ball Consulting Ltd. D
Decorative Concrete Supply Inc. D
 Delta Performance/BlueConcrete
McKinnon Materials Inc.
Super Stone Inc.

Adhesives

Laticrete

Adhesives — Epoxy

Duraamen Engineered Products Inc.
Laticrete
McKinnon Materials Inc.
 Sealant Depot Inc. D
The Stamp Store D
Super Stone Inc.

Adhesives — Polymer

Duraamen Engineered Products Inc.
Laticrete
The Stamp Store D
Super Stone Inc.

Admixtures — Accelerator, Nonchloride

Fritz-Pak Corporation
The Stamp Store D

Admixtures — Air-entraining

CHENG Concrete
 Fritz-Pak Corporation
The Stamp Store D

Admixtures — Countertops

CHENG Concrete
 Delta Performance/BlueConcrete
 Fritz-Pak Corporation
Kingdom Products
The Stamp Store D

Admixtures — Polymer

Ball Consulting Ltd. D
Concrete Solutions by Rhino Linings
Elite Crete Systems
 Helix Color Systems
McKinnon Materials Inc.
The Stamp Store D

Admixtures — Retarding

Fritz-Pak Corporation
The Stamp Store D

Admixtures — Superplasticizers

Ball Consulting Ltd. D
 Fritz-Pak Corporation
Kingdom Products
The Stamp Store D

Admixtures — Water-reducing

Fritz-Pak Corporation
L. M. Scofield
The Stamp Store D

Admixtures — Integral Color (see Pigments — Integral)**Aggregates — Colored Stone**

Decorative Concrete Supply Inc. D

Aggregates — Glass

American Specialty Glass
 Arim Terrazzo Supply D
 Delta Performance/BlueConcrete
 Heritage Glass Inc.
Polished Concrete Solutions D

Aggregates — Marble Chip (see also Colored Additives)

Arim Terrazzo Supply D

Aggregates — Photoluminescent Sand

Ambient Glow Technology

Aggregates — Photoluminescent Stone (see also Colored Additives)

Ambient Glow Technology
 Heritage Glass Inc.

Angle Grinders (see also Grinders — Angle)

Alpha Professional Tools
Decorative Concrete Supply Inc. D

Antiquing Agents

Decorative Concrete Supply Inc. D
EZChem Inc.
 Increte Systems
Proline Decorative Concrete Systems
The Stamp Store D
Super Stone Inc.

Apparel (see Clothing)**Applicators — Brushes**

Decorative Concrete Supply Inc. D
 Midwest Rake
Riviera Brush Co.
The Stamp Store D
 The Wooster Brush Co.

Applicators — Epoxy/Caulk Guns

Cox North America Inc.

Applicators — Gauge Rakes

Kraft Tool Co.
 Midwest Rake
The Stamp Store D

Applicators — Machines (pressurized)

Aztec Products Inc.

Applicators — Mops

The Stamp Store D

Applicators — Pads

Diamatic

Applicators — Ribbed Rollers

Midwest Rake

Applicators — Roller Covers (nonshedding)

The Concrete Protector
 Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
 Midwest Rake
The Stamp Store D
 The Wooster Brush Co.

Applicators — Roller Frames

Decorative Concrete Supply Inc. D
 Midwest Rake
The Stamp Store D

Applicators — Roller Trays

The Stamp Store D

Applicators — Smoothers/Spreaders

Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
 Midwest Rake
The Stamp Store D

Applicators — Sponges (natural)

Decorative Concrete Supply Inc. D

Applicators — Sprayers

MortarSprayer.com

Applicators — Squeegees/Blades

The Concrete Protector
Decorative Concrete Supply Inc. D
 Midwest Rake
The Stamp Store D

Artificial Rock (see Rock-making Materials or Vertical Overlays)**B****Bonding Adhesives/Primers — Epoxy**

Duraamen Engineered Products Inc.
McKinnon Materials Inc.
 Metzger/McGuire
Miracote Div. of Crossfield Products Corp.
 The Stain Store D
The Stamp Store D
Super Stone Inc.

Bonding Adhesives/Primers — Latex

Kingdom Products
The Stamp Store D

Bonding Adhesives/Primers — Polymer-modified

Decorative Concrete Supply Inc. D
 Diamatic
 Duraamen Engineered Products Inc.
EZChem Inc.
McKinnon Materials Inc.
The Stamp Store D
Super Stone Inc.

Brooms/Brushes — Concrete Texturing

Decorative Concrete Supply Inc. D
 Kraft Tool Co.
Riviera Brush Co.
The Stamp Store D

Business Opportunities (see also Franchises)

Bomanite Co.
 Elite Crete Central D
Elite Crete Systems
Riviera Brush Co.
 Synpro Products

C**Caulking — Flexible**

Decorative Concrete Supply Inc. D
Laticrete

Caulking — Tintable

Metzger/McGuire

Cement & Cement Alternatives — CSA

Ball Consulting Ltd. D
 Delta Performance/BlueConcrete

Cement & Cement Alternatives — Pozzolans

Ball Consulting Ltd. D
 Burgess Pigment Co.
 Delta Performance/BlueConcrete
 Heritage Glass Inc.

Cement & Cement Alternatives — Silica Fume

Fritz-Pak Corporation

Cement & Cement Alternatives — Specialty

Lehigh White Cement

Cement & Cement Alternatives — White

Delta Performance/BlueConcrete
 Lehigh White Cement

Cleaning Equipment — Abrasive

Virginia Abrasives Corp.

Cleaning Equipment — Pressure Washers

Aqua Blast Corporation
Concrete Polishing HQ

Cleaning Equipment — Scrubbers

Aztec Products Inc.
Concrete Polishing HQ

Cleaning Equipment — Steam

Aqua Blast Corporation
Concrete Polishing HQ

Cleaning Equipment — Vacuums (see Vacuums)**Cleaning Solutions — Cleaners & Degreasers**

Concrete Solutions & Supply
Decorative Concrete Supply Inc.
EZChem Inc.
Franmar Chemical Inc.
H & C Decorative Concrete Products
Innotech Decorative Concrete Products
Kemiko
The Stamp Store
Super-Krete Products
SureCrete Design
Synpro Products
Trimaco

Cleaning Solutions — Concrete Dissolvers

Concrete Polishing HQ
Decorative Concrete Supply Inc.
EZChem Inc.
Nox-Crete Products Group
Synpro Products

Cleaning Solutions — Efflorescence Removers

Butterfield Color Inc.
EZChem Inc.
The Stamp Store
Synpro Products

Cleaning Solutions — Floor Cleaner/Safety Treatment

Concrete Polishing HQ
EZChem Inc.
Franmar Chemical Inc.
Synpro Products

Cleaning Solutions — Mold & Mildew Removers

Franmar Chemical Inc.
Synpro Products
Trimaco

Cleaning Solutions — Oil & Stain Removers

Concrete Polishing HQ
Decorative Concrete Supply Inc.
EZChem Inc.
Synpro Products
Trimaco

Cleaning Solutions — Rust Remediation

Synpro Products

Cleaning Solutions — Surface Prep

Concrete Polishing HQ
Decorative Concrete Supply Inc.
Diamatic
EZChem Inc.
Franmar Chemical Inc.
Kemiko
Kingdom Products
The Stamp Store
Synpro Products
Trimaco

Clothing — Gloves

Midwest Rake
Radians Inc.
Trimaco

Clothing — Hard Hats

Radians Inc.

Clothing — Protective Suits (disposable)

Trimaco

Clothing — Shoes/Rubber Boots

Midwest Rake

Coatings — Acrylic (see also Sealers or Stains)

Color Wheel Paint
Concrete Coatings Inc.
The Concrete Protector
Decorative Concrete Supply Inc.
EZChem Inc.
Frazee Paint
Increte Systems
Kemiko
Kingdom Products
Kwal Paint
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
L. M. Scofield
The Stamp Store
Super Stone Inc.

Coatings — Antigrffiti

Flexmar Coatings Inc.
Quest Building Products

Coatings — Colored Quartz

aiflooring
BDC Supply
Decorative Concrete Supply Inc.
Duraamen Engineered Products Inc.
Elite Crete Systems
Miracote Div. of Crossfield Products Corp.
Quest Building Products
The Stamp Store

Coatings — Epoxy (see also Sealers)

aiflooring
Arizona Polymer Flooring
BDC Supply
Classic Coatings Systems
The Concrete Protector
Concrete Solutions & Supply
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc.
Duraamen Engineered Products Inc.
Elite Crete of Idaho LLC
Elite Crete Systems
Elite Crete West Coast
EZChem Inc.
Increte Systems
Kemiko
Key Resin Co.
Kingdom Products
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
Quest Building Products
Sealant Depot Inc.
Seaway Elite Crete
The Stamp Store
Super Stone Inc.
Surface Koatings Inc.

Coatings — Floor Graphics/Signs

Insite Solutions

Coatings — Floor Marking Tapes

Insite Solutions

Coatings — Liquid Metal (see also Metallic Powder)

aiflooring
Arizona Polymer Flooring
Duraamen Engineered Products Inc.
Elite Crete Systems

Coatings — Photoluminescent

Ambient Glow Technology
The Stain Store
Super-Krete Products

Coatings — Polyaspartics (see also Sealers)

Arizona Polymer Flooring
Bayer MaterialScience LLC
BDC Supply
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc.
Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
Flexmar Coatings Inc.
Kemiko
Key Resin Co.
Kingdom Products
Miracote Div. of Crossfield Products Corp.
Quest Building Products
Sealant Depot Inc.
The Stamp Store
Surface Koatings Inc.
Xtreme Engineered Floor Systems

Coatings — Reflective Granules

Elite Crete Systems

Coatings — Special Effects

Elite Crete Systems
Flexmar Coatings Inc.

Coatings — UV Curing Equipment (see UV Curing Equipment)**Coatings — UV-Curable (see also Sealers)**

American Ultraviolet
Bayer MaterialScience LLC
Kemiko
Surface 519
UV III Systems Inc.

Color Dispensers/Blenders — Ready-mix

Butterfield Color Inc.
Davis Colors
Kingdom Products

Color Dispensers/Blenders — Table-type

Butterfield Color Inc.
Davis Colors
Kingdom Products

Color Hardeners/Dry-shake Hardeners

Brickform a Div. of Solomon Colors
Butterfield Color Inc.
Decorative Concrete Supply Inc. D
EZChem Inc.
H & C Decorative Concrete Products
 Helix Color Systems
 Increte Systems
Innotech Decorative Concrete Products
Kingdom Products
Proline Decorative Concrete Systems
L. M. Scofield
 Sealant Depot Inc. D
 The Stain Store D
The Stamp Store D
Super Stone Inc.
SureCrete Design

Color Release Agents — Dry

Artcrete Inc.
Butterfield Color Inc.
Decorative Concrete Supply Inc. D
EZChem Inc.
H & C Decorative Concrete Products
 Helix Color Systems
 Increte Systems
Innotech Decorative Concrete Products
Kingdom Products
 Kraft Tool Co.
 Legacy Decorative Systems a Div. of Solomon Colors
Proline Decorative Concrete Systems
L. M. Scofield
The Stamp Store D
Super Stone Inc.

Color Release Agents — Liquid

Decorative Concrete Supply Inc. D
Elite Crete Systems
Innotech Decorative Concrete Products
Kingdom Products
Proline Decorative Concrete Systems
 The Stain Store D
Super Stone Inc.

Color Release Agents — Liquid Concentrate

Proline Decorative Concrete Systems

Color Restoration Coatings

Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
Elite Crete Systems
L. M. Scofield

Colored Additives — Mica Flakes

Pace Associates International

Colored Additives — Reflective Granules

Elite Crete Systems

Concrete Mixers (see Mixers, Concrete)**Consultants — Decorative Concrete**

CHENG Concrete
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
 Diamatic
 Duraamen Engineered Products Inc.
Elite Crete Systems
L. M. Scofield
The Stamp Store D

Consultants — On-site Training

Ball Consulting Ltd. D
 CHENG Concrete
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
 Diamatic
 Duraamen Engineered Products Inc.
Elite Crete Systems
 Kemiko
L. M. Scofield

Consultants — Training

Ball Consulting Ltd. D
 CHENG Concrete
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
 Diamatic
 Duraamen Engineered Products Inc.
 Elite Crete of Indiana D
Elite Crete Systems
 Kemiko
 National Flooring Equipment Inc.
L. M. Scofield
 The Stain Store D
The Stamp Store D

Control Joint Systems — Plastic Strips

Decorative Concrete Supply Inc. D
 Sealant Depot Inc. D

Control Joint Systems — Sealants (see also Joint Fillers & Sealants)

Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
 Metzger/McGuire
 Sealant Depot Inc. D

Countertop Materials — Additives

CHENG Concrete
Decorative Concrete Supply Inc. D
 The Stain Store D
The Stamp Store D

Countertop Materials — Admixtures

Ball Consulting Ltd. D
 Burgess Pigment Co.
 CHENG Concrete
 Countertop Solutions
 Delta Performance/BlueConcrete
 Fishstone/ConcreteCountertopSupply.com D
 Fritz-Pak Corporation
Kingdom Products
The Stamp Store D

Countertop Materials — Aggregate

Ambient Glow Technology
 American Specialty Glass
 CHENG Concrete
 Heritage Glass, Inc.
Pace Associates International D
Polished Concrete Solutions D
The Stamp Store D

Countertop Materials — Brackets, Supports

Federal Brace

Countertop Materials — Coatings

Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
 Flexmar Coatings Inc.
The Stamp Store D
Super Stone Inc.

Countertop Materials — Color Systems

CHENG Concrete
Decorative Concrete Supply Inc. D
Elite Crete Systems
EZChem Inc.
Kingdom Products
The Stamp Store D

Countertop Materials — Designs

CHENG Concrete
 Modello Designs

Countertop Materials — Edge Forms

The Contractor Source LLC D
 Countertop Solutions
Decorative Concrete Supply Inc. D
Kingdom Products
Proline Decorative Concrete Systems
The Stamp Store D
Super Stone Inc.
SureCrete Design
Walttools

Countertop Materials — Fabrication (precast units)

Alpha Professional Tools

Countertop Materials — Forms

CHENG Concrete
Decorative Concrete Supply Inc. D

Countertop Materials — Grinders

Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Polished Concrete Solutions D
The Stamp Store D

Countertop Materials — Instructional Products (books and DVDs)

CHENG Concrete
Decorative Concrete Supply Inc. D
The Stamp Store D

Countertop Materials — Liners

Decorative Concrete Supply Inc. D

Countertop Materials — Mixes (bag)

BDC Supply D
Braxton-Bragg D
Butterfield Color Inc.
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
 Delta Performance/BlueConcrete
Elite Crete Systems
EZChem Inc.
Kingdom Products
 Sealant Depot Inc. D
The Stamp Store D
SureCrete Design
Walttools

Countertop Materials — Reinforcement

Ball Consulting Ltd. D
 CHENG Concrete
Decorative Concrete Supply Inc. D
 SpiderLath

Countertop Materials — Resurfacing

Elite Crete Systems
EZChem Inc.

Countertop Materials — Sealers (see also Sealers — Countertops)

CHENG Concrete
Concrete Polishing HQ D
 Countertop Solutions
Decorative Concrete Supply Inc. D
 Delta Performance/BlueConcrete
Elite Crete Systems
EZChem Inc.
 Flexmar Coatings Inc.
Innotech Decorative Concrete Products
 Kemiko
Kingdom Products
Lythic Solutions
Polished Concrete Solutions D
 Sealant Depot Inc. D
The Stamp Store D
SureCrete Design
 Surface 519

Countertop Materials — Sink Molds

Countertop Solutions
Decorative Concrete Supply Inc. D
The Stamp Store D
SureCrete Design

Countertop Materials — Stains

Concrete Polishing HQ D
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
 Delta Performance/BlueConcrete
Elite Crete Systems
EZChem Inc.
 Flexmar Coatings Inc.
Innotech Decorative Concrete Products
 Kemiko
Kingdom Products
 L & M Industries LLC
The Stamp Store D
Walttools

Countertop Materials — Training

CHENG Concrete
Concrete Polishing HQ D
 Countertop Solutions
Decorative Concrete Supply Inc. D
 Delta Performance/BlueConcrete
Kingdom Products
The Stamp Store D
SureCrete Design
 Surface 519

Countertop Materials — Waxes

CHENG Concrete
Decorative Concrete Supply Inc. D
 Kemiko

Crack Repair — Fillers

Concrete Polishing HQ D
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc. D
 Metzger/McGuire
 Sealant Depot Inc.
The Stamp Store D

Crack Repair — Injection Resins

Concrete Polishing HQ D

Crack-chasing Saws — Hand-held (see also Saws — Crack-chasing)

Alpha Professional Tools

Crack-chasing Saws — Wheel-mounted (see also Saws — Crack-chasing)

Decorative Concrete Supply Inc. D

Curbing — Colorant (see also Pigment or Stains)

Decorative Concrete Supply Inc. D
 Delta Performance/BlueConcrete
Super Stone Inc.

Curbing — Stamps/Textures

Decorative Concrete Supply Inc. D
Proline Decorative Concrete Systems

Curing Compounds

Butterfield Color Inc.
Concrete Polishing HQ D
Kingdom Products
L. M. Scofield
 W. R. Meadows Inc.

D**Densifiers**

Aztec Products
 Concrete Flooring Associates LLC D

Drains — Trenches, Grates (see also Water Drainage Systems)

Decorative Concrete Supply Inc. D

Drills — Core/Tile

Alpha Professional Tools
Concrete Polishing HQ D

Drills — Hammer-type

Concrete Polishing HQ D

Dust Containment/Control (see also Vacuums)

Alpha Professional Tools
 Blastrac
Concrete Polishing HQ D
 Diamatic
 Dust Collection Products
 Quest Building Products D
 SMITH Scarifiers & Cutters Mfg. Co.

Dyes — Solvent-based

Colormaker by Smart Surface Technology Inc.
Concrete Polishing HQ D
 Concrete Solutions & Supply D
 CPS - Concrete Polishing Solutions D
 DCPSupplies.com D
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
 Floor Gear Inc. D
GranQuartz
H & C Decorative Concrete Products
 Increte Systems
Innotech Decorative Concrete Products
Innovatech Products & Equipment Co.
 Kemiko
Kingdom Products
Polished Concrete Solutions D
 Quest Building Products D
L. M. Scofield
 Sealant Depot Inc. D
 The Stain Store D
The Stamp Store D
Super Stone Inc.
 Super-Krete Products

Dyes — Water-based

Arizona Polymer Flooring
 Colormaker by Smart Surface Technology Inc.
Concrete Polishing HQ D
 Concrete Solutions & Supply D
The Contractor Source LLC D
 CPS - Concrete Polishing Solutions D
Decorative Concrete Supply Inc. D
 Diamatic
 Duraamen Engineered Products Inc.
Elite Crete Systems
 Helix Color Systems
 Increte Systems
Innotech Decorative Concrete Products
 Kemiko
Kingdom Products
Lythic Solutions
Walttools

E**Engraving Tools**

Alpha Professional Tools

Epoxies — Acrylic

Arizona Polymer Flooring
Concrete Solutions by Rhino Linings
 Duraamen Engineered Products Inc.
 Elite Crete Houston D
EZChem Inc.
 Kemiko
The Stamp Store D

Epoxies — Custom Tints

Duraamen Engineered Products Inc.
 Kemiko
Kingdom Products
The Stamp Store D

Epoxies — Cycloaliphatic

aiflooring
 Arizona Polymer Flooring
 Duraamen Engineered Products Inc.

Epoxies — Metallic

BDC Supply D
 The Concrete Protector
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
 Elite Crete Central D
Elite Crete Systems
 Elite Crete Systems South D
 Increte Systems
 Key Resin Co.
Kingdom Products
McKinnon Materials Inc.
 Westcoat

Epoxies — Moisture Barriers

Arizona Polymer Flooring
Decorative Concrete Supply Inc. D
Elite Crete Systems
 Kemiko
 Key Resin Co.
Laticrete
Miracote Div. of Crossfield Products Corp.

Epoxies — Opaque (one-part)

Arizona Polymer Flooring
 Concrete Solutions & Supply D

Epoxies — Opaque (two-part)

Arizona Polymer Flooring
 Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
Elite Crete Systems
 Kemiko

Epoxies — Polyamide

aiflooring
 Duraamen Engineered Products Inc.
 Kemiko
Kingdom Products

Epoxies — Polyurea**aiflooring**

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
 Kemiko
Miracote Div. of Crossfield Products Corp.
The Stamp Store D

Epoxies — Polyurethane

- Arizona Polymer Flooring
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
Elite Crete Systems
 Increte Systems
 Kemiko
Kingdom Products
McKinnon Materials Inc.

Epoxies — Vinyl Flake Systems**aiflooring**

- Arizona Polymer Flooring
BDC Supply D
 Chips Unlimited Inc.
 Concrete Coatings Inc.
 Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
Elite Crete Systems
 Increte Systems
 Key Resin Co.
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
The Stamp Store D
 Xtreme Engineered Floor Systems D

Epoxy/Polyurea Spatter Systems

- Decorative Concrete Supply Inc.** D

Etching Solutions — Gels

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D

Etching Solutions — Liquids

- Concrete Polishing HQ** D
H & C Decorative Concrete Products
 Synpro Products

Expansion Joints — Fillers

- Decorative Concrete Supply Inc.** D

F**Faux Finishing Tools (see also Applicators or Trowels)**

- Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
Riviera Brush Co.
SP Systems International Inc.

Finishing Aids

- American Ultraviolet
Decorative Concrete Supply Inc. D

Float Accessories

- Decorative Concrete Supply Inc.** D

Float Pans (see Power Trowels)**Floats — Border, Raised Edge**

- Midwest Rake

Floats — Extension Poles

- Decorative Concrete Supply Inc.** D
The Stamp Store D

Floats — Magnesium

- Decorative Concrete Supply Inc.** D
 Kraft Tool Co.
The Stamp Store D

Floats — Resin

- The Stamp Store** D

Floats — Wood

- The Stamp Store** D

Floor Machines — Buffers

- Aztec Products Inc.**
Concrete Polishing HQ D

Floor Machines — Planetary Buffers

- Concrete Polishing HQ** D
 Diamatic

Floor Machines — Planetary Scrubbers

- Concrete Polishing HQ** D

Floor Sanders — Planetary

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 Diamatic

Floor Strippers — Chemicals (see Strippers)**Floor Strippers — Hand-held Chisel-type**

- Concrete Polishing HQ** D

Floor Strippers — Powered Chisel-type

- Concrete Polishing HQ** D

Floor Strippers — Replacement Blades

- Concrete Polishing HQ** D
Virginia Abrasives Corp.

Form Accessories — Braces

- Concrete Polishing HQ** D

Form Accessories — Clamps

- Concrete Polishing HQ** D

Form Accessories — Spreaders

- Concrete Polishing HQ** D

Form Accessories — Stakes

- Concrete Polishing HQ** D

Form Accessories — Ties

- Concrete Polishing HQ** D

Form Release Agents (see also Release Agents — Form)

- Concrete Polishing HQ** D
EZChem Inc.
L. M. Scofield
The Stamp Store D

Forms — Columns

- Proline Decorative Concrete Systems**

Forms — Coping (disposable)

- Pacific Concrete Images D

Forms — Coping (reusable)

- Pacific Concrete Images D

Forms — Countertop

- Decorative Concrete Supply Inc.** D
Proline Decorative Concrete Systems
 Surface 519

Forms — Smooth-edge

- Proline Decorative Concrete Systems**

Forms — Stepliners (smooth)

- Decorative Concrete Supply Inc.** D
 Pacific Concrete Images D
Proline Decorative Concrete Systems

Forms — Stepliners (textured)

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
Proline Decorative Concrete Systems

Forms — Wall Caps

- Pacific Concrete Images D
Proline Decorative Concrete Systems

Forms — Wall Liners (textured)

- Butterfield Color Inc.**
 Increte Systems

Franchises, Licensing Agreements

- Bomanite Co.
 Colormaker by Smart Surface
 Technology Inc.

G**Garage Floor Coatings (see also Epoxies)**

- Concrete Coatings Inc.
 The Concrete Protector
Decorative Concrete Supply Inc. D
 Duraamen Engineered Products Inc.
 Flexmar Coatings Inc.
H & C Decorative Concrete Products
 Kemiko
Pace Associates International D
 Quest Building Products D

Gauge Rakes (see Applicators)**Generators — Diesel**

- Concrete Polishing HQ** D

Generators — Gas

- Concrete Polishing HQ** D

Graffiti Removal Chemicals (see also Strippers)

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D

Grinders — Angle

- Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
 Diamatic
 Dust Collection Products
 Metabo Corporation

Grinders — Crack Chasers

- Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
 Dust Collection Products
GranQuartz
Justcut Inc. D

Grinders — Edgers (hand-held)

- Alpha Professional Tools
 Blastrac
Decorative Concrete Supply Inc. D
 Diamatic
GranQuartz
 National Flooring Equipment Inc.
 U.S. Saws Inc.

Grinders — Edgers (walk-behind)

- Alpha Professional Tools
Concrete Polishing HQ D
 Diamatic
 Dynamic Diamond Tooling D
HTC
Polished Concrete Solutions D
 Superabrasive Inc.

Grinders — Walk-behind (see also Polishing Equipment)

- Aztec Products Inc.**
Concrete Polishing HQ D
Diamatic
Draygon Enterprises Inc. D
GranQuartz
HTC
Innovatech Products & Equipment Co.
National Flooring Equipment Inc.
SASE Company Inc. D
Superabrasive Inc.
WerkMaster

Grinding Accessories — Pads

- Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Diamatic
GranQuartz
Nufinish Corporation
Superabrasive Inc.

Grinding Accessories — Wheels, Carbide

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
GranQuartz
SMITH Scarifiers & Cutters Mfg. Co.
Virginia Abrasives Corp.

Grinding Accessories — Wheels, Diamond

- Alpha Professional Tools
Aztec Products Inc.
Blue Star Diamond by Boride Engineered Abrasives D
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Diamatic
Dust Collection Products
GranQuartz
Justcut Inc. D
Nufinish Corporation
SMITH Scarifiers & Cutters Mfg. Co.
Virginia Abrasives Corp.

Groovers, Concrete (see also Trowels)

- Decorative Concrete Supply Inc.** D

Grout — Bags/Dispensers

- Decorative Concrete Supply Inc.** D

Grout — Colorant

- Decorative Concrete Supply Inc.** D
Nubiola USA

Grout — Floats

- Decorative Concrete Supply Inc.** D

Grout — Polymers

- Decorative Concrete Supply Inc.** D

Grout — Tape

- Decorative Concrete Supply Inc.** D

H**Hopper Guns (see Sprayers)****I****Integral Color (see Pigments — Integral)****Internet Solutions — Online Advertising**

- CHENG Concrete

Internet Solutions — Web Design

- Polished Concrete Solutions** D

Iron Oxide Pigments (see Pigments)**J****Joint Fillers & Sealants — Epoxy**

- Arizona Polymer Flooring
Duraamen Engineered Products Inc.
Metzger/McGuire
Nox-Crete Products Group
Super Stone Inc.

Joint Fillers & Sealants — Polyurea

- Concrete Polishing HQ** D
Duraamen Engineered Products Inc.
Metzger/McGuire
Nox-Crete Products Group
Polished Concrete Solutions D

Joint Fillers & Sealants — Semirigid (see also Control Joint Systems)

- Metzger/McGuire
Polished Concrete Solutions D

Joint Sealant Equipment

- Cox North America Inc.

K**Knee Boards & Kneeler Boards**

- Decorative Concrete Supply Inc.** D
Kraft Tool Co.

Knee Pads

- Decorative Concrete Supply Inc.** D

L**Lighting — Fiber Optics**

- Surface 519

Lighting — Photoluminescent

- Ambient Glow Technology

M**Masking Equipment — Machines**

- Trimaco

Masking Products — Films

- Trimaco

Masking Products — Floor Protection

- Skudo USA Inc.
Trimaco

Masking Products — Surface Protection

- Skudo USA Inc.

Masking Products — Tape

- Decorative Concrete Supply Inc.** D
Trimaco

Metal Primers — Corrosion Inhibitors

- Nubiola USA**

Metallic Coatings (see also Coatings)

- The Concrete Protector
Decorative Concrete Supply Inc. D
Elite Crete Systems
EZChem Inc.
Flexmar Coatings Inc.
The Stain Store D

Mixers, Concrete — Portable Stand

- Concrete Polishing HQ** D
McKinnon Materials Inc.

Mixers, Concrete — Trailer-mounted

- Concrete Polishing HQ** D

Mixers, Mortar — Trailer-mounted

- Concrete Polishing HQ** D

Mixes — Bag

- Decorative Concrete Supply Inc.** D
Elite Crete Systems
EZChem Inc.
Infinitcrete D

Mixes — Bag (countertops)

- Ball Consulting Ltd.** D
Decorative Concrete Supply Inc. D
Delta Performance/BlueConcrete
EZChem Inc.
Kingdom Products

Mixes — Lightweight

- Ball Consulting Ltd.** D
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
EZChem Inc.
SureCrete Design
Walttools

Mixes — Self-consolidating & Self-leveling

- Decorative Concrete Supply Inc.** D
Kingdom Products

Mixing Tools — 15-Gallon Barrels

- Kraft Tool Co.
Midwest Rake

Mixing Tools — Buckets

- Decorative Concrete Supply Inc.** D

Mixing Tools — Paddles

- Decorative Concrete Supply Inc.** D
Midwest Rake

Moisture Barriers

- Decorative Concrete Supply Inc.** D
Laticrete

Moisture Barriers — Epoxy

- Arizona Polymer Flooring
Duraamen Engineered Products Inc.
Elite Crete Systems
Kemiko
Key Resin Co.
Miracote Div. of Crossfield Products Corp.

Moisture Detection — Meters

- Decorative Concrete Supply Inc.** D
Tramex Ltd c/o Black Hawk Sales Inc. D

Moisture Detection — Testers

- Tramex Ltd c/o Black Hawk Sales Inc. D

Mold-making Materials

- Ball Consulting Ltd.** D

Molds

- Infinitcrete

Molds — Table Legs

- Proline Decorative Concrete Systems**

Molds — Tabletop

- Proline Decorative Concrete Systems**

Mortar

- Laticrete

N

**Needle Scalers — Pneumatic
(see also Engraving Tools)**

Concrete Polishing HQ D
Dust Collection Products

O

Overlays — Faux Finishes

Colormaker by Smart Surface Technology Inc.
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete Houston D
Elite Crete of Idaho LLC D
Elite Crete of Indiana D
Elite Crete Systems
Elite Crete West Coast D
EZChem Inc.
Floor Gear Inc. D
Kemiko
McKinnon Materials Inc.
Seaway Elite Crete D

**Overlays — Vertical (see also
Vertical Overlays)**

Ambient Glow Technology
Butterfield Color Inc.
Decorative Concrete Supply Inc. D
Elite Crete Systems
EZChem Inc.
Kemiko

**Overlays (polymer) —
Microtopping (interior)**

Arizona Polymer Flooring
Butterfield Color Inc.
Colormaker by Smart Surface Technology Inc.
Concrete Coatings Inc.
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc. D
Diamatic
Duraamen Engineered Products Inc.
Elite Crete Systems
Increte Systems
Innotech Decorative Concrete Products
Kemiko
Laticrete
Super Stone Inc.
Super-Krete Products

**Overlays (polymer) — Self-
leveling (exterior)**

Diamatic
Duraamen Engineered Products Inc.

**Overlays (polymer) — Self-
leveling (interior)**

Decorative Concrete Supply Inc. D
Diamatic
Duraamen Engineered Products Inc.
Increte Systems
Innotech Decorative Concrete Products
Laticrete

Overlays (polymer) — Terrazzo

Heritage Glass Inc.
Pace Associates International D

**Overlays (polymer) —
Trowelable**

Butterfield Color Inc.
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete Systems
Elite Crete Systems South D
Super Stone Inc.
Super-Krete Products

**Overlays (polymer-modified) —
Countertop Overlays**

Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
Miracote Div. of Crossfield Products Corp.

**Overlays (polymer-modified) —
Microtopping (interior)**

Ambient Glow Technology
ARDEX Americas
Artcrete Inc.
Butterfield Color Inc.
Concrete Solutions & Supply D
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete Systems
Elite Crete Texas D
EZChem Inc.
Helix Color Systems
Kemiko
Kingdom Products
Laticrete
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
Sealant Depot Inc. D
The Stain Store D
Super Stone Inc.
Super-Krete Products
SureCrete Design
Walttools

**Overlays (polymer-modified) —
Patch Overlayment**

Decorative Concrete Supply Inc. D
Diamatic
Duraamen Engineered Products Inc.
H & C Decorative Concrete Products
Laticrete
Super-Krete Products
SureCrete Design

**Overlays (polymer-modified) —
Self-leveling (exterior)**

Concrete Solutions & Supply D
Diamatic
Duraamen Engineered Products Inc.

**Overlays (polymer-modified) —
Self-leveling (interior)**

ARDEX Americas
Colormaker by Smart Surface Technology Inc.
Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
Diamatic
Duraamen Engineered Products Inc.
Kingdom Products
Laticrete
Sealant Depot Inc. D
W. R. Meadows Inc.

**Overlays (polymer-modified) —
Spray Textures (exterior)**

Arizona Polymer Flooring
Artcrete Inc.
BDC Supply D
Concrete Coatings Inc.
The Concrete Protector
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete of Montana D
Elite Crete Systems
EZChem Inc.
H & C Decorative Concrete Products
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
L. M. Scofield
Super Stone Inc.
Super-Krete Products
SureCrete Design

**Overlays (polymer-modified) —
Stampable Toppings**

Arizona Polymer Flooring
BDC Supply D
Butterfield Color Inc.
Classic Coatings Systems
Concrete Solutions & Supply D
Concrete Solutions by Rhino Linings
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete of Montana D
Elite Crete Systems
Elite Crete Texas D
EZChem Inc.
H & C Decorative Concrete Products
Helix Color Systems
Innotech Decorative Concrete Products
Kingdom Products
Legacy Decorative Systems a Div. of Solomon Colors
LunaCrete LLC
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
L. M. Scofield
Sealant Depot Inc. D
Smith Paint Products
SRI Concrete Products
The Stain Store D
Super Stone Inc.
Super-Krete Products
SureCrete Design
Walttools

**Overlays (polymer-modified) —
Terrazzo**

Colormaker by Smart Surface Technology Inc.
Heritage Glass Inc.
Pace Associates International D

**Overlays (polymer-modified) —
Trowelable**

Arizona Polymer Flooring
Concrete Solutions by Rhino Linings
Decorative Concrete Supply Inc. D
Elite Crete Systems
EZChem Inc.
Innotech Decorative Concrete Products
Miracote Div. of Crossfield Products Corp.
Super Stone Inc.
Super-Krete Products

**Overlays (polymer-modified) —
Wood Substrates**

Miracote Div. of Crossfield Products Corp.

P

**Patching Compounds —
Skimcoat (fast-setting)**

- Decorative Concrete Supply Inc.** D
Diamatic
Duraamen Engineered Products Inc.
Laticrete
Miracote Div. of Crossfield Products Corp.

Pigment-dispensing Equipment

- Davis Colors
Decorative Concrete Supply Inc. D
Kingdom Products
L. M. Scofield

Pigments — Custom Colors

- BASF Corporation
Butterfield Color Inc.
Colormaker by Smart Surface Technology Inc.
Davis Colors
Decorative Concrete Supply Inc. D
Delta Performance/BlueConcrete
Diamatic
Elite Crete Systems
Increte Systems
Innotech Decorative Concrete Products
Kingdom Products
Nubiola USA
Proline Decorative Concrete Systems
L. M. Scofield
Surface 519

Pigments — Granular

- Ambient Glow Technology
Davis Colors
Kingdom Products
Nubiola USA
Pace Associates International D

Pigments — Integral

- Butterfield Color Inc.**
Davis Colors
Decorative Concrete Supply Inc. D
Delta Performance/BlueConcrete
Helix Color Systems
Increte Systems
Innotech Decorative Concrete Products
Kingdom Products
Nubiola USA
Proline Decorative Concrete Systems
L. M. Scofield
Sealant Depot Inc. D
Super Stone Inc.

Pigments — Iron Oxide (liquid)

- Butterfield Color Inc.**
Davis Colors
Decorative Concrete Supply Inc. D
Kingdom Products
L. M. Scofield
Solomon Colors Inc.
Super Stone Inc.

Pigments — Iron Oxide (powder)

- Butterfield Color Inc.**
The Contractor Source LLC D
Davis Colors
Decorative Concrete Supply Inc. D
Delta Performance/BlueConcrete
Duraamen Engineered Products Inc.
EZChem Inc.
Hoover Color Corporation
Innotech Decorative Concrete Products
Kingdom Products
Nubiola USA
Proline Decorative Concrete Systems
L. M. Scofield
Shepherd Color
Solomon Colors Inc.
Super Stone Inc.
Walttools

Pigments — Liquid

- BASF Corporation
Butterfield Color Inc.
Davis Colors
Diamatic
Duraamen Engineered Products Inc.
Elite Crete Systems
Increte Systems
Kingdom Products
L & M Industries LLC
L. M. Scofield

Pigments, Specialty — Carbon Black

- Davis Colors
Decorative Concrete Supply Inc. D
Delta Performance/BlueConcrete
Helix Color Systems
Hoover Color Corporation
Innotech Decorative Concrete Products
Kingdom Products
Nubiola USA

Pigments, Specialty — Metallic Powders

- Arizona Polymer Flooring
Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
Kingdom Products
Nubiola USA

Pigments, Specialty — Reflective Granules

- Elite Crete Systems**
Pace Associates International D

Placers

- Midwest Rake

Polishing Equipment — Accessories

- Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Diamatic
GranQuartz
HTC
National Flooring Equipment Inc.
Nufinish Corporation
Polished Concrete Solutions D
Riviera Brush Co.

Polishing Equipment — Electric (hand-held)

- Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
GranQuartz
Metabo Corporation
Superabrasive Inc.

Polishing Equipment — Electric (walk-behind)

- Concrete Flooring Associates LLC D
Concrete Polishing HQ D
Concrete Solutions & Supply D
CPS - Concrete Polishing Solutions D
Decorative Concrete Supply Inc. D
Diamatic
Dynamic Diamond Tooling D
GranQuartz
HTC
Innovatech Products & Equipment Co.
National Flooring Equipment Inc.
Polished Concrete Solutions D
SASE Company Inc. D
Superabrasive Inc.
WerkMaster

Polishing Equipment — Gas/Propane (walk-behind)

- Aztec Products Inc.**
Braxton-Bragg
Concrete Polishing HQ
Concrete Solutions & Supply D
CPS - Concrete Polishing Solutions D
Decorative Concrete Supply Inc. D
Diamatic
Gelmaxx
National Flooring Equipment Inc.
Polished Concrete Solutions D
Superabrasive Inc.

Polishing Equipment — Pneumatic (hand-held)

- Alpha Professional Tools
Decorative Concrete Supply Inc. D

Polishing Equipment — Ride-on

- Decorative Concrete Supply Inc.** D
Diamatic
Draygon Enterprises Inc. D
HTC

Polishing Pads — Hand-held

- Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Diamatic
Dynamic Diamond Tooling D
GranQuartz
Nufinish Corporation
Superabrasive Inc.

Polishing Pads — Metal Bond (diamond)

- Alpha Professional Tools
Aztec Products Inc.
Concrete Polishing HQ D
Concrete Solutions & Supply D
CPS - Concrete Polishing Solutions D
DCPSupplies.com D
Decorative Concrete Supply Inc. D
Diamatic
Dynamic Diamond Tooling D
GranQuartz
HTC
Innovatech Products & Equipment Co.
Justcut Inc. D
Nufinish Corporation
Polished Concrete Solutions D
Superabrasive Inc.
Universal Polishing Systems

Polishing Pads — Polycarbonate (diamond)

- Concrete Polishing HQ** D
The Concrete Protector
CPS - Concrete Polishing Solutions D
Decorative Concrete Supply Inc. D
Diamatic
Dynamic Diamond Tooling D
Innovatech Products & Equipment Co.

Polishing Pads — Resin Bond (diamond)

Alpha Professional Tools
Aztec Products Inc.
Blue Star Diamond by Boride Engineered Abrasives D
Concrete Polishing HQ D
Concrete Solutions & Supply D
CPS - Concrete Polishing Solutions D
Decorative Concrete Supply Inc. D
Diamatic
Dynamic Diamond Tooling D
Fishstone/ConcreteCountertopSupply.com D
GranQuartz HTC
Innovatech Products & Equipment Co.
Justcut Inc. D
National Flooring Equipment Inc.
Nufinish Corporation
Polished Concrete Solutions D
Superabrasive Inc.
Universal Polishing Systems

Polyaspartics (see Coatings or Sealers)**Power Trowels — Blades (steel bolt-on)**

Concrete Polishing HQ D
Kraft Tool Co.
Virginia Abrasives Corp.

Power Trowels — Blades (steel clip-on)

Concrete Polishing HQ D

Power Trowels — Ride-on

Concrete Polishing HQ D

Power Trowels — Walk-behind

Concrete Polishing HQ D

Precast — Baseboard Coping/Coving

Speedcove Inc./Solid Rock Enterprises

Prefabricated Cove Base

Speedcove Inc./Solid Rock Enterprises

Pump Sprayers (see also Sprayers)

Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
MortarSprayer.com
The Stamp Store D

Pumps — Shotcrete (see also Shotcrete Pumps)

MortarSprayer.com

R**Radiant Heating Systems — Electric**

Laticrete
Warmly Yours Radiant

Reinforcement Materials — Fabric Mesh

Chomarat NA
SpiderLath

Reinforcement Materials — Glass Filament

Ball Consulting Ltd. D

Reinforcement Materials — Glass, Graphite Mesh

Ball Consulting Ltd. D
Chomarat NA

Reinforcement Materials — Synthetic Fiber

Nycon Corporation

Reinforcement Materials — PVA Fibers

Nycon Corporation

Relative Humidity Tests

The Stamp Store D
Tramex Ltd c/o Black Hawk Sales Inc. D

Release Agents — Form

Innovatech Decorative Concrete Products
Kingdom Products
The Stamp Store D

Release Agents — Liquid

Artcrete Inc.
Ball Consulting Ltd. D
Butterfield Color Inc.
Concrete Coatings Inc.
Decorative Concrete Supply Inc. D
Elite Crete Systems
EZChem Inc.
Helix Color Systems
Increte Systems
Innovatech Decorative Concrete Products
Kingdom Products
Proline Decorative Concrete Systems
L. M. Scofield
Sealant Depot Inc. D
The Stamp Store D
Super-Krete Products
Surface Koatings Inc.

Release Agents — Liquid Concentrate

H & C Decorative Concrete Products
Kingdom Products

Release Agents — Powder Antiquing

Butterfield Color Inc.
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
Helix Color Systems
Increte Systems
Innovatech Decorative Concrete Products
Kingdom Products
Proline Decorative Concrete Systems
L. M. Scofield
Sealant Depot Inc. D
The Stamp Store D
SureCrete Design
Walttools

Respirators — Cartridge (disposable)

Decorative Concrete Supply Inc. D

Respirators — Paper

Decorative Concrete Supply Inc. D

Resurfacing (see Overlays or Underlayments)**Retardants — Evaporation Suppression**

The Stamp Store D

Rock-making Materials — Bag Mixes

Ball Consulting Ltd. D
Decorative Concrete Supply Inc. D
The Stamp Store D

Rock-making Materials — Panels, GFRC

Ball Consulting Ltd. D
SureCrete Design

Rock-making Materials — Stampable/Carvable

Decorative Concrete Supply Inc. D
The Stamp Store D

Rollers — Aluminum Smoothing Tool (see also Applicators)

Midwest Rake

Rollers — Spiked (see also Applicators)

Midwest Rake
The Stamp Store D

S**Safety Coatings**

Ambient Glow Technology
Insite Solutions

Sandblasting — Media/Accessories

American Specialty Glass

Sanding Tools — Pads

The Stamp Store D

Saw Blades — Crack-chasing

Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Dust Collection Products
Justcut Inc. D
The Stamp Store D

Saw Blades — Decorative

Concrete Polishing HQ D
Decorative Concrete Supply Inc. D

Saw Blades — Diamond, Dry-cut

Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Justcut Inc. D
The Stamp Store D

Saw Blades — Diamond, Wet-cut

Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Gelmaxx
Justcut Inc. D

Saw Blades — Grooving & Scoring

Alpha Professional Tools
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Justcut Inc. D
The Stamp Store D

Saw Carts

Dust Collection Products
The Stamp Store D

Saws — Crack-chasing

Alpha Professional Tools
Dust Collection Products
U.S. Saws Inc.
Virginia Abrasives Corp.

Saws — Early-entry

Concrete Polishing HQ D

Saws — General-purpose

Concrete Polishing HQ D
Virginia Abrasives Corp.

Saws — Grooving & Scoring

Alpha Professional Tools

Saws — Hand-held

Alpha Professional Tools
Dust Collection Products
Virginia Abrasives Corp.

Saws — Rail-mounted

Alpha Professional Tools

Saws — Walk-behind

Virginia Abrasives Corp.

Scarifiers — Wheel-mounted

Concrete Polishing HQ D
SMITH Scarifiers & Cutters Mfg. Co.

Scarifying Machines

Aztec Products Inc.
Concrete Polishing HQ D
Polished Concrete Solutions D
SMITH Scarifiers & Cutters Mfg. Co.

Scoring — Tape

Decorative Concrete Supply Inc. D

Scoring — Tools

Alpha Professional Tools
Decorative Concrete Supply Inc. D
The Stamp Store D

Scraping — Machines

Blastrac
Concrete Solutions & Supply D

Scraping — Machines (ride-on)

Blastrac
Concrete Solutions & Supply D
Innovatech Products & Equipment Co.
National Flooring Equipment Inc.
Quest Building Products D

Scraping — Tools (hand-held)

Blastrac
Midwest Rake

Screeds — Aluminum Boards

Concrete Polishing HQ D
Kraft Tool Co.
Slip Industries Inc.

Screeds — Power-assisted

Concrete Polishing HQ D

Screeds — Roller

Concrete Polishing HQ D

Sealers — Acrylic (opaque)

Concrete Polishing HQ D
Davis Colors
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
EZChem Inc.
H & C Decorative Concrete Products
Kemiko
Kingdom Products
Miracote Div. of Crossfield Products Corp.
Super Stone Inc.
Super-Krete Products

Sealers — Acrylic (transparent)

Color Wheel Paint
Concrete Coatings Inc.
Concrete Polishing HQ D
Concrete Solutions & Supply D
The Contractor Source LLC D
Davis Colors
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
Frazee Paint
GranQuartz
Helix Color Systems
Increte Systems
Innotech Decorative Concrete Products
Kemiko
Kingdom Products
Kwal Paint
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
Nox-Crete Products Group
Proline Decorative Concrete Systems
L. M. Scofield
Sealant Depot Inc. D
The Stamp Store D
Super Stone Inc.
Super-Krete Products
SureCrete Design
Surface Koatings Inc.
Walttools

Sealers — Acrylic Resins

Arizona Polymer Flooring
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Kemiko
Key Resin Co.

Sealers — Antispalling

Concrete Polishing HQ D

Sealers — Countertops (see also Countertop Materials — Sealers)

Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Delta Performance/BlueConcrete
Elite Crete Systems
Flexmar Coatings Inc.
Innotech Decorative Concrete Products
Kemiko
Lythic Solutions
Polished Concrete Solutions D
The Stamp Store D
Surface 519

Sealers — Cure & Seal

Artcrete Inc.
Butterfield Color Inc.
Concrete Polishing HQ D
Davis Colors
EZChem Inc.
Helix Color Systems
Increte Systems
Innotech Decorative Concrete Products
Kingdom Products
Lythic Solutions
L. M. Scofield
Super Stone Inc.
Surface Koatings Inc.

Sealers — Densifier

Aztec Products Inc.
Concrete Polishing HQ D
Concrete Solutions & Supply D
Decorative Concrete Supply Inc. D
Diamatic
Duraamen Engineered Products Inc.
Dynamic Diamond Tooling D
GranQuartz
H & C Decorative Concrete Products
Innovatech Products & Equipment Co.
Lythic Solutions
Nox-Crete Products Group
Polished Concrete Solutions D
L. M. Scofield
The Stamp Store D
Super Stone Inc.
Super-Krete Products
SureCrete Design
Surface 519
Surface Koatings Inc.

Sealers — Epoxy (see also Coatings and Epoxy)

aiflooring
Arizona Polymer Flooring
Concrete Polishing HQ D
Concrete Solutions & Supply D
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Elite Crete Systems
EZChem Inc.
Increte Systems
Kemiko
Key Resin Co.
Kingdom Products
McKinnon Materials Inc.
Miracote Div. of Crossfield Products Corp.
The Stamp Store D
Super Stone Inc.
Walttools

Sealers — Lacquer (gloss sheen)

Concrete Polishing HQ D
Duraamen Engineered Products Inc.
Kingdom Products

Sealers — Lacquer (low-sheen)

Concrete Polishing HQ D
Duraamen Engineered Products Inc.
Kingdom Products

Sealers — Lithium-based

Aztec Products Inc.
Concrete Polishing HQ D
Decorative Concrete Supply Inc. D
Diamatic
Elite Crete Systems
EZChem Inc.
H & C Decorative Concrete Products
Kingdom Products
Polished Concrete Solutions D

Sealers — Penetrating (dustproofing)

Concrete Polishing HQ D
Diamatic
Innotech Decorative Concrete Products
Innovatech Products & Equipment Co.
Kemiko
Kingdom Products
Lythic Solutions
The Stamp Store D
Super-Krete Products

Sealers — Pigmented

Butterfield Color Inc.	
Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Diamatic	
Duraamen Engineered Products Inc.	
Flexmar Coatings Inc.	
Helix Color Systems	
Innotech Decorative Concrete Products	
Kemiko	
Kingdom Products	
The Stamp Store	D

Sealers — for Polished Concrete

Aztec Products Inc.	
Concrete Polishing HQ	D
Concrete Solutions & Supply	D
CPS - Concrete Polishing Solutions	D
Decorative Concrete Supply Inc.	D
Diamatic	
Duraamen Engineered Products Inc.	
Dynamic Diamond Tooling	D
Elite Crete Systems	
Flexmar Coatings Inc.	
H & C Decorative Concrete Products	
Innotech Decorative Concrete Products	
Innovatech Products & Equipment Co.	
Kemiko	
Lythic Solutions	
Nox-Crete Products Group	
The Stamp Store	D

Sealers — Polyaspartics (see also Coatings)

Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Duraamen Engineered Products Inc.	
Elite Crete Systems	
Flexmar Coatings Inc.	
Kemiko	
Key Resin Co.	
Miracote Div. of Crossfield Products Corp.	
The Stamp Store	D
Surface Koatings Inc.	

Sealers — Polymer

Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Diamatic	
Innotech Decorative Concrete Products	

Sealers — Polysulfide-based

Concrete Polishing HQ	D
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Sealers — Polyurea (see also Coatings)

aiflooring	
Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Duraamen Engineered Products Inc.	
Flexmar Coatings Inc.	
Innotech Decorative Concrete Products	
Kemiko	
Miracote Div. of Crossfield Products Corp.	
The Stamp Store	D

Sealers — Silane

Concrete Polishing HQ	D
H & C Decorative Concrete Products	
Kingdom Products	
Nox-Crete Products Group	

Sealers — Silicone

Concrete Polishing HQ	D
The Contractor Source LLC	D
Decorative Concrete Supply Inc.	D
H & C Decorative Concrete Products	
Michelman	
Walttools	

Sealers — Siloxane

Concrete Polishing HQ	D
Kemiko	
Kingdom Products	
Miracote Div. of Crossfield Products Corp.	
Super-Krete Products	

Sealers — Specialty Coating

Clemons Concrete Coatings	
Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Diamatic	
Duraamen Engineered Products Inc.	
Flexmar Coatings Inc.	
Kingdom Products	
Lythic Solutions	
McKinnon Materials Inc.	
Michelman	
Miracote Div. of Crossfield Products Corp.	
Surface 519	

Sealers — Urethane (see also Coatings)

Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Duraamen Engineered Products Inc.	
Elite Crete Systems	
Increte Systems	
Kemiko	
Key Resin Co.	
Laticrete	
Miracote Div. of Crossfield Products Corp.	
Proline Decorative Concrete Systems	
The Stamp Store	D
Super-Krete Products	
Surface Coatings Inc.	

Sealers — UV-curable

Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Kemiko	
Surface 519	

Sealers — Water-based

Anvil Paints & Coatings Inc.	
BDC Supply	D
Butterfield Color Inc.	
CHENG Concrete	
Classic Coatings Systems	
Concrete Coatings Inc.	
Concrete Polishing HQ	D
Concrete Solutions & Supply	D
The Contractor Source LLC	D
Davis Colors	
Decorative Concrete Supply Inc.	D
Diamatic	
Duraamen Engineered Products Inc.	
Elite Crete Systems	
EZChem Inc.	
GG Innovative Products	
H & C Decorative Concrete Products	
Increte Systems	
Innotech Decorative Concrete Products	
Kemiko	
Kingdom Products	
McKinnon Materials Inc.	
Miracote Div. of Crossfield Products Corp.	
Nox-Crete Products Group	
L. M. Scofield	
The Stamp Store	D
Super Stone Inc.	
Super-Krete Products	
SureCrete Design	
Surface Coatings Inc.	
Walttools	
Westcoat	

Sealers — Water-based Urethane Gloss

Arizona Polymer Flooring	
Concrete Polishing HQ	D
Decorative Concrete Supply Inc.	D
Duraamen Engineered Products Inc.	
Elite Crete Systems	
Helix Color Systems	
Miracote Div. of Crossfield Products Corp.	
The Stamp Store	D
Super-Krete Products	
SureCrete Design	

Sealers — Water-based Urethane Satin

Arizona Polymer Flooring	
Concrete Polishing HQ	D
The Concrete Protector	
Decorative Concrete Supply Inc.	D
Duraamen Engineered Products Inc.	
Elite Crete Systems	
Helix Color Systems	
Innotech Decorative Concrete Products	
Miracote Div. of Crossfield Products Corp.	
The Stamp Store	D
Super-Krete Products	
SureCrete Design	

Shoes/Spiked Soles (see also Clothing)

Midwest Rake	
The Stamp Store	D

Shoes/Spiked Soles — Rounded Tip (see also Clothing)

Midwest Rake	
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Shotblasting — Accessories

Blastrac	
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Shotblasting — Equipment (hand-held)

Blastrac	
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Shotblasting — Equipment (ride-on)

Blastrac	
Concrete Solutions & Supply	D
Quest Building Products	D

Shotblasting — Equipment (walk-behind)

BDC Supply	D
Blastrac	
Concrete Solutions & Supply	D
National Flooring Equipment Inc.	

Shotblasting — Media

Blastrac	
Quest Building Products	D

Shotcrete — Accessories**Riviera Brush Co.****Shotcrete — Pumps**

MortarSprayer.com

Slip-resistant Additives — Powder

American Specialty Glass

Decorative Concrete Supply Inc. D**EZChem Inc.****H & C Decorative Concrete Products****Kingdom Products****Proline Decorative Concrete Systems****L. M. Scofield****The Stamp Store** D**Software — Business Management**

Surface 519

Spiked Rollers

Midwest Rake

The Stamp Store D**Sprayers — Aerosol (disposable)**

Preval

Sprayers — Airless Sprayer

Colormaker by Smart Surface Technology Inc.

Sprayers — Chemical Applicators

Solo Inc.

Sprayers — GFRC Equipment**Ball Consulting Ltd.** D

MortarSprayer.com

Sprayers — Hand-held**Decorative Concrete Supply Inc.** D

Preval

Solo Inc.

SP Systems International Inc.**Sprayers — Hand-held (noncorrosive)****Concrete Polishing HQ** D

Concrete Solutions & Supply D

The Stamp Store D**Sprayers — Hoppers, Air-assisted**

MortarSprayer.com

Sprayers — HVLP**The Stamp Store** D**Spreaders — Squeegees & Blades****The Stamp Store** D**Squeegees (see also Applicators)****Decorative Concrete Supply Inc.** D

Midwest Rake

Super-Krete Products

Stains — Acrylic (concentrates)**Elite Crete Systems****Kingdom Products****The Stamp Store** D**Stains — Acrylic (water-based)**

Arizona Polymer Flooring

Classic Coatings Systems

Decorative Concrete Supply Inc. D

Duraamen Engineered Products Inc.

Elite Crete Systems**EZChem Inc.**

Kemiko

McKinnon Materials Inc.**Proline Decorative Concrete Systems****Smith Paint Products****Super Stone Inc.**

Super-Krete Products

Stains — Epoxy/Polymer Colorants**Decorative Concrete Supply Inc.** D**Stains — Epoxy/Polyurea Colorants****Decorative Concrete Supply Inc.** D**Stains — Exterior**

Clemons Concrete Coatings

Decorative Concrete Supply Inc. D

Duraamen Engineered Products Inc.

Elite Crete Systems

Flexmar Coatings Inc.

Kemiko

Kingdom Products

L & M Industries LLC

Nox-Crete Products Group

L. M. Scofield

Super-Krete Products

Stains — MMA-based**Stains — Opaque Coatings**

Anvil Paints & Coatings Inc.

Decorative Concrete Supply Inc. D

Duraamen Engineered Products Inc.

Elite Crete Systems

Flexmar Coatings Inc.

Super Stone Inc.**Stains — Polymer-modified Colorants****Decorative Concrete Supply Inc.** D**Innotech Decorative Concrete Products****Stains — Reactive/Acid**

Arizona Polymer Flooring

Artcrete Inc.

Butterfield Color Inc.

Classic Coatings Systems

Colormaker by Smart Surface

Technology Inc.

Concrete Coatings Inc.

Decorative Concrete Supply Inc. D

Duraamen Engineered Products Inc.

Elite Crete Systems**EZChem Inc.****H & C Decorative Concrete Products**

Helix Color Systems

Increte Systems

Innotech Decorative Concrete Products

Kemiko

Kingdom Products**Proline Decorative Concrete Systems****L. M. Scofield**

Sealant Depot Inc. D

Super Stone Inc.**Stains — Reactive/Acid (concentrates)****Butterfield Color Inc.****Decorative Concrete Supply Inc.** D**EZChem Inc.**

Kemiko

Kingdom Products

SRI Concrete Products

The Stamp Store D

Surface Koatings Inc.

Stains — Reactive/Acid (organic)**The Contractor Source LLC** D**Walttools****Stains — Water-based Penetrating****Butterfield Color Inc.****Concrete Polishing HQ** D**The Contractor Source LLC** D**Decorative Concrete Supply Inc.** D

Delta Performance/BlueConcrete

Diamatic

Elite Crete Systems**EZChem Inc.**

GG Innovative Products

GranQuartz**H & C Decorative Concrete Products**

Increte Systems

Kingdom Products

L & M Industries LLC

LunaCrete LLC

Miracote Div. of Crossfield Products Corp.

Nox-Crete Products Group

L. M. Scofield**The Stamp Store** D

Super-Krete Products

SureCrete Design**Walttools****Stain Block****Lythic Solutions****The Stamp Store** D**Stamps (see Texturing Tools)****Stencil-embedding Rollers****The Stamp Store** D**Stencils — Adhesive-backed**

Artcrete Inc.

Kingdom Products

Modello Designs

The Stamp Store D

Universal Templates LLC

Stencils — Borders

Modello Designs

The Stamp Store D**Stencils — Custom Design Services****Kingdom Products**

Modello Designs

The Stamp Store D**Stencils — Paper**

Artcrete Inc.

Kingdom Products**The Stamp Store** D**Stencils — Stain-blocking****The Stamp Store** D**Stencils — Templates (reusable)**

Modello Designs

Universal Templates LLC

Stencils — Vinyl

Modello Designs

The Stamp Store D**Strippers — Epoxy Remover****Concrete Polishing HQ** D**Decorative Concrete Supply Inc.** D**Strippers — Epoxy Remover (soy-based)****Concrete Polishing HQ** D**Decorative Concrete Supply Inc.** D

Franmar Chemical Inc.

The Stamp Store D**Strippers — General-purpose****Concrete Polishing HQ** D**Decorative Concrete Supply Inc.** D**EZChem Inc.**

Franmar Chemical Inc.

Kingdom Products**Strippers — Mastic Remover****Concrete Polishing HQ** D**Decorative Concrete Supply Inc.** D**EZChem Inc.****The Stamp Store** D

Strippers — Mastic Remover (soy-based)

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 Franmar Chemical Inc.

Strippers — Paint Remover

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D

Strippers — Paint Remover (biodegradeable)

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 Franmar Chemical Inc.
The Stamp Store D

Strippers — Sealer Remover

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 EZChem Inc.
Innotech Decorative Concrete Products
 Super-Krete Products

Strippers — Sealer Remover (soy-based)

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 Franmar Chemical Inc.
The Stamp Store D

Strippers — Sealer Remover (water-based)

- Concrete Polishing HQ** D
Decorative Concrete Supply Inc. D
 EZChem Inc.

T**Tampers (see also Texturing Tools)**

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
 Midwest Rake
Proline Decorative Concrete Systems
The Stamp Store D

Terrazzo — Aggregates

- Ambient Glow Technology
 American Specialty Glass
 Arim Terrazzo Supply D
 Heritage Glass Inc.
Pace Associates International D

Terrazzo — Epoxy-based

- Heritage Glass Inc.

Terrazzo — Tools

- Midwest Rake
Riviera Brush Co.

Texture Rollers — Pattern Finish

- The Contractor Source LLC** D
 Increte Systems
Walttools

Texture Rollers — Seamless Texture

- Artcrete Inc.
Innotech Decorative Concrete Products
Proline Decorative Concrete Systems
The Stamp Store D

Texturing Tools — Border Stamps

- The Contractor Source LLC** D
Decorative Concrete Supply Inc. D
 Pacific Concrete Images D
Proline Decorative Concrete Systems
 L. M. Scofield
The Stamp Store D
Super Stone Inc.
Walttools

Texturing Tools — Custom Design Services

- Decorative Concrete Supply Inc.** D
 Increte Systems
 Pacific Concrete Images D
Proline Decorative Concrete Systems

Texturing Tools — Embossing Stamps (aluminum)

- Decorative Concrete Supply Inc.** D

Texturing Tools — Embossing Stamps (plastic)

- Decorative Concrete Supply Inc.** D

Texturing Tools — Hand Tools

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
 Kraft Tool Co.
Proline Decorative Concrete Systems
The Stamp Store D

Texturing Tools — Joint Rollers/Strips

- Decorative Concrete Supply Inc.** D
 Increte Systems
Innotech Decorative Concrete Products
Proline Decorative Concrete Systems
The Stamp Store D

Texturing Tools — Pattern Stamps

- Brickform a Div. of Solomon Colors
Butterfield Color Inc.
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
 Increte Systems
Innotech Decorative Concrete Products
 Pacific Concrete Images D
Proline Decorative Concrete Systems
 L. M. Scofield
 Sealant Depot Inc. D
The Stamp Store D
Super Stone Inc.
Walttools

Texturing Tools — Pattern Stamps (overlays)

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
 Increte Systems
Innotech Decorative Concrete Products
Proline Decorative Concrete Systems
The Stamp Store D
Super Stone Inc.

Texturing Tools — Seamless Texture Skins

- Artcrete Inc.
Butterfield Color Inc.
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
 Increte Systems
Innotech Decorative Concrete Products
 Pacific Concrete Images D
Proline Decorative Concrete Systems
 L. M. Scofield
The Stamp Store D
Super Stone Inc.
Walttools

Texturing Tools — Stamps

- Decorative Concrete Supply Inc.** D
 Pacific Concrete Images D
Proline Decorative Concrete Systems
 L. M. Scofield
The Stamp Store D

Texturing Tools — Tampers

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
 Pacific Concrete Images D
Proline Decorative Concrete Systems
The Stamp Store D

Texturing Tools — Truncated Dome Stamps

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D

Texturing Tools — Vertical Pattern Stamps

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
The Stamp Store D

Toll Blending Services — Dry Powder Cement Products

- EZChem Inc.**
Kingdom Products
 Nubiola USA

Toll Blending Services — Liquid Blending (solvent-based products)

- EZChem Inc.**

Toll Blending Services — Liquid Blending (water-based products)

- EZChem Inc.**

Toll Blending Services — Private Labeling

- Ball Consulting Ltd.** D
EZChem Inc.
Kingdom Products
 Nubiola USA

Trade Shows

- Concrete Decor Show

Training

- Arizona Polymer Flooring
 CHENG Concrete
 Concrete Decor Show

Training Videos — Countertops

- CHENG Concrete
Decorative Concrete Supply Inc. D
The Stamp Store D

Training Videos — Overlayments

- Diamatic
Super Stone Inc.
 Super-Krete Products

Training Videos — Polishing

- Diamatic

Training Videos — Staining Techniques

- Butterfield Color Inc.**
The Stamp Store D

Training Videos — Stamping/Texturing

- Butterfield Color Inc.**
Decorative Concrete Supply Inc. D
The Stamp Store
Super Stone Inc.

Training Videos — Surface Preparation

Diamatic
Super-Krete Products

Training Videos — Vertical Systems

The Stamp Store D

Trowels — Base Tools

Decorative Concrete Supply Inc. D

Trowels — Bull

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Chamfer Edger

Decorative Concrete Supply Inc. D

Trowels — Coving (inside radius)

Decorative Concrete Supply Inc. D
Midwest Rake
The Stamp Store D

Trowels — Coving (outside radius)

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Darby

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Edgers

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Finishing Trowels

Decorative Concrete Supply Inc. D
Kraft Tool Co.
Midwest Rake
The Stamp Store D

Trowels — Fresnos

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Grooving Tools (hand-held)

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Grooving Tools (ramps)

Decorative Concrete Supply Inc. D

Trowels — Grooving Tools (walking)

Decorative Concrete Supply Inc. D
Slip Industries Inc.
The Stamp Store D

Trowels — Jointers

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Smoothers

Decorative Concrete Supply Inc. D
Midwest Rake
The Stamp Store D

Trowels — Swimming Pool (long-shank)

Decorative Concrete Supply Inc. D

Trowels — Swimming Pool (short-shank)

Decorative Concrete Supply Inc. D

Trowels — Walking Edgers

Decorative Concrete Supply Inc. D
The Stamp Store D

Trowels — Walking Groovers

Decorative Concrete Supply Inc. D
The Stamp Store D

U**Underlayments (self-leveling) — Calcium Aluminate Cement**

Duraamen Engineered Products Inc.
Lythic Solutions

Underlayments (self-leveling) — Cementitious

Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
Kingdom Products
Laticrete
Miracote Div. of Crossfield Products Corp.
Sealant Depot Inc. D
Super-Krete Products

Underlayments (self-leveling) — Epoxy

Duraamen Engineered Products Inc.
Elite Crete Systems

Underlayments (self-leveling) — Gypsum

Duraamen Engineered Products Inc.

UV Curing Equipment (see also Coatings — UV-curable)

American Ultraviolet
UV III

V**Vacuums — Dry**

Alpha Professional Tools
Concrete Polishing HQ D
Concrete Solutions & Supply D
CPS - Concrete Polishing Solutions D
Diamatic
Dynamic Diamond Tooling D
GranQuartz
HTC

Vacuums — Filters (HEPA)

Alpha Professional Tools
Concrete Polishing HQ D
CPS - Concrete Polishing Solutions D
Diamatic
Dynamic Diamond Tooling D
GranQuartz
National Flooring Equipment Inc.
Superabrasive Inc.

Vacuums — Self-cleaning

Concrete Polishing HQ D
Diamatic
Polished Concrete Solutions D

Vacuums — Shrouds, Muzzles

Alpha Professional Tools
Concrete Polishing HQ D
Diamatic
Dust Collection Products
GranQuartz
The Stamp Store D

Vacuums — Wet

Concrete Polishing HQ D
GranQuartz

Vacuums — Wet/Dry

Concrete Polishing HQ D
Diamatic
GranQuartz
Polished Concrete Solutions D

Vertical Overlays (cementitious) — High-build

Decorative Concrete Supply Inc. D
EZChem Inc.
Kingdom Products
The Stamp Store D

Vertical Overlays (cementitious) — Stampable/Carvable

Butterfield Color Inc.
The Contractor Source LLC D
Decorative Concrete Supply Inc. D
EZChem Inc.
Kingdom Products
The Stamp Store D
Walttools

Vertical Overlays (cementitious) — Thin-set

Ambient Glow Technology
Decorative Concrete Supply Inc. D

Vinyl Chips (see also Epoxy)

aiflooring
Chips Unlimited Inc.
Decorative Concrete Supply Inc. D
Duraamen Engineered Products Inc.
The Stamp Store D
Super-Krete Products

W**Wall Forms (see also Forms)**

Decorative Concrete Supply Inc. D

Water Drainage Systems (see also Drains)

Sustainable Paving Systems LLC

Waterproofing Systems/Membranes

Kemiko
Laticrete
Miracote Div. of Crossfield Products Corp.
The Stamp Store D

Waxes — Countertop Maintenance

CHENG Concrete
Decorative Concrete Supply Inc. D
Kemiko
The Stamp Store D

Waxes — Countertop Treatment

Decorative Concrete Supply Inc. D
The Stamp Store D

Waxes — Floor Maintenance

Concrete Coatings Inc.
Decorative Concrete Supply Inc. D
Kemiko
Kingdom Products
The Stamp Store D
Super-Krete Products

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Pour, Pull & Snap — It's That Easy!

Finally, there's a counterform that really allows you to build beautiful, cast-in-place, concrete countertops. With the patented Z-Counterform you simply place 1/2" cement backer board on top of the cabinets, screw it down and fit the Z-Counterform to the edges and back wall. After the concrete has been poured and cured, you simply pull and snap off the Z-Counterform to reveal a beautiful, smooth edge. It's that easy!

The concrete countertop form package includes:

Eight - 8 foot pieces (64 lineal feet) of the profiles listed and six - 8 foot back wall pieces (48 lineal feet). Everything you need to form beautiful concrete countertops!



Z-Counterform Concrete Forms for Cast in Place Decorative Concrete Countertops



See Z-Counterform profiles on www.braxton-bragg.com

Item #	Description	LOW Intro Price
18575	Z-Counterform Double Fancy Radius Package	\$189.00
18576	Z-Counterform Fancy Radius Package	\$189.00
18577	Z-Counterform Full Bullnose Package	\$189.00
18578	Z-Counterform Half Bullnose Package	\$189.00
18579	Z-Counterform Square Edge Package	\$189.00
18580	Z-Counterform Faucet Knockouts Package	\$29.00
18581	Z-Counterform Sample Kit	\$9.95
18583	Z-Counterform Rock Face Form Liner, Reuseable, 8' Length	\$69.95
18600	Z-Counterform Edge Expert Set, 1 Outside & 1 Inside	\$39.00
18601	Z-Counterform Sink Form, 8' Piece	\$29.00

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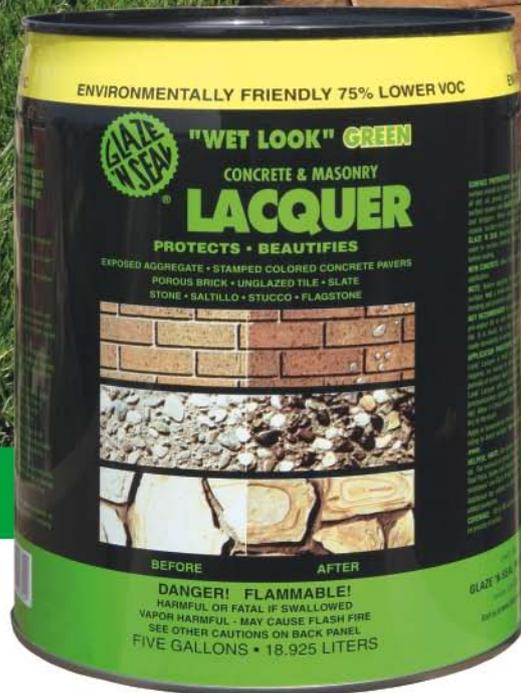


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