

concrete DECOR®

concretedecor.net

Make waves with
water-based stains

Achieving slab redux
with a stamped overlay

A penny floor can make a change

Vol. 17 No. 4 May/June 2017

2017 Polisher Equipment Report

Comparing Grinders to Grinders



Husqvarna®

CONSISTENT RESULTS JUST GOT EASIER

WITH THE PRESS OF A BUTTON AND TURN OF A DIAL.

The Husqvarna PG 680 RC and PG 820 RC are two highly productive and powerful grinders with outstanding ergonomics. Parameters can be set on the remote control to assure quality for specific applications. The new, exclusive oscillation function ensures the best possible grinding pattern by adjusting amplitude and frequency. It creates a flatter floor as well as eliminates cross-hatch. To see either unit in action, call for a demonstration nationwide. **800-288-5040**

WWW.HUSQVARNACP.COM/US/CONTACT-US/

 facebook.com/husqvarnaconstruction

 youtube.com/husqvarnaCP

 [HusqvarnaCP_Americas](https://instagram.com/HusqvarnaCP_Americas)

Copyright © 2017 Husqvarna AB (publ.). All rights reserved. Husqvarna is a registered trademark of Husqvarna AB (publ.).



BUILDER BOARD™ SEAMER: TAPE FASTER.

All-New Builder Board™ Seamer by Surface Shields®

Save incredible time by taping faster than ever with the all-new durable tape applicator by Surface Shields®. This Surface Shields® exclusive design reduces installation time by more than 60%. From Seam Tape, PE, blue tape and more: tape faster today. Available now.



**TOUGHER
THAN THE
JOB SITE.™**

Find a distributor at [♥ surfaceshields.com](https://www.surface Shields.com)

© 2017 Surface Shields, Inc. All rights reserved. Trademarks property of Surface Shields where applicable.

From the Publisher's Desk

Dear Readers,

This spring has been fun yet challenging.

It's been fun visiting supply store events to tap into the energy many have toward the coming work season. At the Deco-Crete Supply event in mid-March, Keefe Duhon brought his youthful enthusiasm to share, along with tips, techniques and a boatload of live Louisiana crawdads that were cooked on-site that made for one of the best meals I've had in a while. Store owner Jason Geiser does it right each year as contractors come from near and far — regardless of the weather — to see live demos and talk with manufacturer reps while stocking up for the robust months ahead.



The following week, we had our planning event at the Innisbrook Resort in Palm Harbor, Florida, and together with resort staff mapped out facility improvements that will be part of our hands-on workshops for the Concrete Decor Show Nov. 6-10. I'm genuinely excited about this event as it offers a welcoming East Coast location for the Concrete Decor Show and our guests. Here, too, contractors will enjoy workshops and seminars covering every aspect of the trade, alongside the bonus of poolside networking events, beach time, golf and year-end sales offerings by many of our exhibitors. This is the industry's time together each year and one that is only made better with your participation.

In April, Brian Farnsworth of Cement Colors in Fort Worth, Texas, held his annual store event in which Rachel Knigge and other industry experts were on hand to offer training in key areas of the business. What is so valuable here, and at Deco-Crete Supply and other locations as well, are store owners who interact with the crowd during live demos so they can convey important information to their customers. Listening in on these conversations during these demos is priceless because they reveal details that will help resolve problems attendees may encounter on their own projects. Wow! That's the glue that holds this industry together.



Lastly, I invite you to take a few minutes to review what we've been diligently working on at www.concretedecor.net. Over the last few months, we've been reorganizing our online content and better optimizing information on concrete that we've been publishing for the last 18 years so it's easier to find. I think you'll like what we've done. More than 100,000 visitors each month already do.

In the meantime, sit back, get your eyes off the computer screen and enjoy a little print time with *Concrete Decor*.

Sincerely,

Bent Mikkelsen
Publisher

On the cover: One of the largest and most important investments polished contractors make involves purchasing grinding/polishing machines that will consistently deliver desired results. For details, see the 2017 Polisher Comparison Report beginning on page 42.

Photo courtesy of Yezco

 Find us on Pinterest
[/concretedecor/](https://www.pinterest.com/concretedecor/)

 Follow us on Twitter
[@concretedecor](https://twitter.com/concretedecor)

 Like us on Facebook
[/ConcreteDecorMagazine](https://www.facebook.com/ConcreteDecorMagazine)

 Tag us on Instagram
[@concretedecorshow](https://www.instagram.com/concretedecorshow)

concrete DECOR®

May/June 2017

Volume 17 • Issue No. 4

Publisher: Bent O. Mikkelsen
bent@protradepubinc.com
(877) 935-8906 x201

Editor: Stacey Enesey Klemenc
stacey@protradepubinc.com
(757) 427-6355

Assistant Editor: Jacqueline Valle
jacqueline@protradepubinc.com
(877) 935-8906 x204

Creative Director: Bill Simpson
bill@protradepubinc.com
(877) 935-8906 x203

Writers: Greg Iannone
Karen Keyes
Ashley Kizzire
Rick Lobdell
Joe Maty
Erik Pisor
K. Schipper
David Searls
David Stephenson
Chris Sullivan

Business Manager: Sheri Mikkelsen

Circulation: Meg Kilduff

Sales: Morgana Dundon
morgana@protradepubinc.com
(877) 935-8906 x208

Subscriber Services: (877) 935-8906 x200
circulation@protradepub.com
Fax: (541) 228-9972

Mailing Address: Professional Trade
Publications Inc.
P.O. Box 25210
228 Grimes St.
Eugene, OR 97402

Concrete Decor is published eight times a year by Professional Trade Publications Inc. Bulk rate postage paid at Lebanon Junction, Kentucky, and additional mailing offices.

ISSN 1542-1597

© 2017 Professional Trade Publications Inc. All rights reserved. Acceptance of advertising in this magazine and mention of specific products or services in editorial content does not imply endorsement of the product or service by *Concrete Decor*. No part of this publication or its website may be reproduced without written permission of Professional Trade Publications Inc.



MCKINNON MATERIALS, INC.

EPOXY | METALLICS | NATURAL STONE | OVERLAY | POLYASPARTIC | URETHANES | SEALERS

NOW SELLING WATER-BORNE EPOXY!

• Ultra-low VOC • Fast dry and cure time



Chromastain is an environmentally friendly stain designed to add color to new or existing concrete surfaces.



Crystal Coat



The **McKrete™ Overlay System** is applied over existing concrete. It's ideal for residential or commercial use without the costly expense.



Clear Industrial Epoxy or Custom Tinted Epoxy provides an extra layer of protection for a concrete floor to endure constant wear and tear.



Aurora Epoxy is a metallic epoxy that creates 3-dimensional effects.



Miracle Glaze H₂O

LARGEST IN-STOCK SELECTION OF RIVER ROCK IN THE NATION!



River Rock is perfect for pool decks, balconies and driveways.

CAN SHIP OUT 50,000 SQ. FT. OF ANY EPOXY WITHIN 24 HOURS



Reseal Epoxy lowers viscosity for recoating.

UNIQUE SURFACING FOR ALL NATURE'S SEASONS



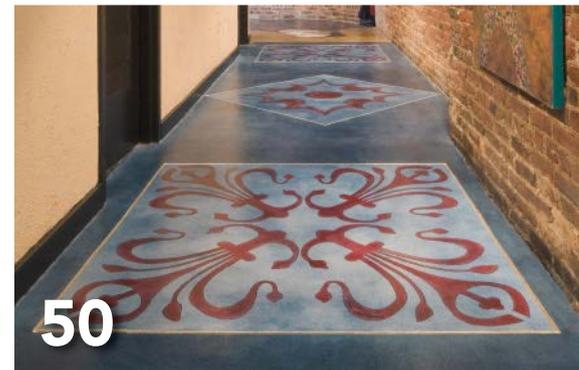
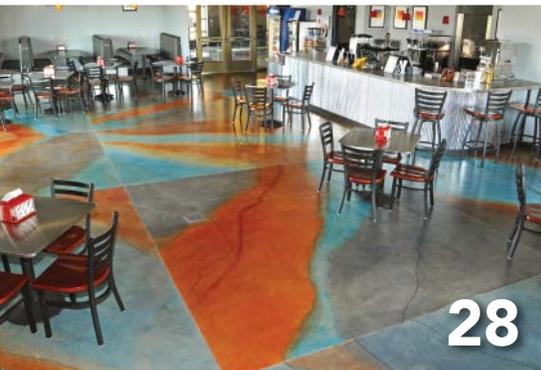
UV Epoxy reduces ambering and prolongs shine.



Stone Bond Epoxy is proven to increase the strength of the sub-base.

www.mckinnonmaterials.com
TOLL FREE 1-866-622-7031

 Visit us on Facebook



business & industry

THE BROADCAST

- 16** Mind Your Manners While on Mobile Phones
by Ashley Kizzire
- 18** Balancing Life and Work in a Decorative Concrete World
by Karen Keyes
- 20** For Best Results, Take the Systems Approach
by Greg Iannone

artisan in concrete

- 22** C.J. Salzano
Salzano Custom Concrete, Centreville, Virginia
by Jacqueline Valle

project profile

- 26** Down to the Wire (Brush)
Handheld approach proves vital to flooring restoration
Fayette Theatre, Washington
Court House, Ohio
by Erik Pisor



- 8** INDUSTRY NEWS
- 53** MARKETPLACE
- 12** PRODUCT NEWS
- 56** FINAL POUR
- 25** AD INDEX

features



28 Water, Water Everywhere

Water-based stains grow in popularity while dyes of all kinds also make inroads
by K. Schipper

34 Where the Concrete Doesn't Run Deep

The easy appeal of stamped concrete overlays
by David Searls

40 The Polishing Consultant How Asbestos Abatement Affects Polished Concrete

by David Stephenson

42 Gauging the Grinder

Polished concrete contractors must first zone in on objective
by Joe Maty



CONCRETE QUESTIONS

48 OSHA Respirable Crystalline Silica Regulations Do Not Impact All Decorative Products

by Chris Sullivan

DESIGN THEORY

50 Flirting with a Fleur-de-lis *by Rick Lobdell*



BARNSCO

Decorative Concrete Supply

**YOUR ONE-STOP SOURCE
FOR DECORATIVE CONCRETE SUPPLIES!**



Superior Water & Salt Resistance!

972-227-6726

DECO GUARD & DECO GUARD PLUS

Sale Price thru June!

Deco Guard 1 Gal - \$33.75

Deco Guard 5 Gal - \$120.00

Deco Guard Plus 1 Gal - 35.25

Deco Guard Plus 5 Gal - \$127.50



CALL FOR *FREE SHIPPING* ON PALLET ORDERS!

www.BarnscoDecorative.com

TRAIN with the PROS

LIVE DEMOS · SEMINARS
EXHIBITS · WORKSHOPS
NETWORKING & MORE!



Learn from the best! The Concrete Decor Show brings together decorative concrete manufacturers, suppliers and installers for a week of training, exhibits and networking you won't find anywhere else. Reserve your place today!

concrete 2017
DECOR SHOW
INNISBROOK

INNISBROOK RESORT, PALM HARBOR, FLORIDA · November 6–10, 2017 · Register now at ConcreteDecorShow.com



concrete DECOR® EXPERTS



Greg Iannone is sales manager for Innotech Decorative Concrete Products headquartered in Twinsburg, Ohio. He has worked in the concrete construction industry for more than 30 years and has provided training seminars throughout the U.S. and Puerto Rico, as well as Mexico and Japan. He can be reached at (877) 829-7880 or Greg@Innotechdcp.com. See Greg's article on page 20.



Karen Keyes wears many hats at Denver-based Colorado Hardscapes Inc., including business development, marketing, sales, estimating and project management, with an emphasis on specialty rock construction. She can be reached at karen@coloradohardscapes.com. See Karen's article on page 18.



For more than 20 years, **Ashley Kizzire** has written for commercial markets, specializing in the concrete and construction industry since 2000. Based in Birmingham, Alabama, Kizzire is the senior editorial manager at Constructive Communication Inc. She can be reached at akizzire@constructivecommunication.com. See Ashley's article on page 16.



Rick Lobdell, a classically trained artist with a master's in fine arts in painting from the Savannah College of Art and Design, has also studied math and drafting. In this series, the owner of Concrete Mystique Engraving in Tennessee will explain how he lays out his well-known designs. He can be reached at rick@concretemystique.com. See his column, "Design Theory," on page 50.



David Stephenson owns Polished Concrete Consultants, based in Dallas, Texas. As a consultant, he offers decorative concrete programs for retailers and troubleshooting for a wide range of clients. Contact him at david@polishedconsultants.com. See his column, "The Polishing Consultant," on page 40.



Chris Sullivan is vice president of sales and marketing with ChemSystems Inc. and a member of the Concrete Decor Hall of Fame. He has led seminars and product demonstrations throughout North America. Reach him at questions@concretedecor.net. See his column, "Concrete Questions," on page 48.

Explore our archive at ConcreteDecor.net



Whether you need a light restoration or your floor needs more extensive repairs and grinding, Niagara has the equipment, tooling, training and know-how to get the job done.



Complete line of Superabrasive PCD's, Diamonds & Polishing Pads



Coatings, stains, repair materials, maintenance products, and DiamoPro UV Plus.

**NIAGARA
MACHINE, INC.**

ESTABLISHED 1954

Call Today!
800-622-2048

4 Service/Showroom Locations 8 Sales Locations
www.niagamachine.com info@niagamachine.com

Circle Reader Service Number 27

Spin Screed®
DEVELOPER OF THE WORLD'S LIGHTEST WEIGHT POWER ROLLER SCREED



Now Available!
Screed Support System

NEW from Spin Screed, the Screed Support System reduces fill volume by 85% compared to a pipe screed.



Please visit our website
spinscreed.com
to see videos & our complete product line.

888-329-6039

5032 College Avenue-Suite B • Quincy, IL 62305

**Complete
Rugged
22' Wide Screed
\$1,599***

+shipping

*prices subject to change

Circle Reader Service Number 35

Rocky Geans closes his business

Rocky Geans, named one of Concrete Construction's Most Influential People in 2012, has closed his business, L.L. Geans Construction, after running it for 44 years.

He is the driving force behind the Rocky Geans Concrete Construction Business School, which offers two-day seminars designed to address the toughest issues faced by contractors, including marketing roadblocks, job costs, bad administrative procedures and poor receivables management.

He is now devoting his time to teaching, speaking and consulting.

www.rockygeans.com

Atlas Copco rolls out first product at new plant in South Carolina

Atlas Copco has produced its first piece of equipment, an XAS 185 portable air compressor, at its new production facility in Rock Hill, South Carolina. The plant officially opened in February 2017.

Atlas Copco built the facility to enhance its support for the North American construction market. The 180,000-square-foot plant is LEED certified and serves as the production and assembly facility for the company's North American construction technique division.

The new building is in one of Rock Hill's newest mixed-use developments, Riverwalk Business Park, and replaces the company's original facility in Rock Hill.

[\(866\) 546-3588](tel:8665463588)

www.atlascopco.us

PCA calls to reject 'Timber Innovation Act'

The Construction Manager in Training program, launched in 2010, provides a structured transition from the academic environment into the workplace. Currently it includes more than 2,200 enrollees.

The Portland Cement Association urged Congress to reject the so-called "Timber Innovation Act" introduced this spring in both the U.S. Senate and House of Representatives, noting it unfairly puts the federal government in the business of promoting wood-related building materials over others.

Among its provisions, the bill promotes the wood materials sector by offering federally funded incentives to state and local governments, universities and private companies to conduct research and development, outreach and education to advance the use of mass timber products in construction.

According to PCA, the U.S. cement industry is currently operating at roughly 79 percent of capacity, estimated at 108 million metric tons per year. Activities related to cement and concrete production in the U.S. employ nearly 535,000 workers, with a total annual payroll of approximately \$25 billion. Of this, cement manufacturing represents more than 14,300 workers with an annual payroll of about \$1 billion.

[\(847\) 966-6200](tel:8479666200)

www.cement.org

CMAA president and CEO to retire

After serving association members and the construction industry for 18 years, Bruce D'Agostino, 67, president/CEO of CMAA, will retire this year once a successor has been chosen. Vetted Solutions, a Washington, D.C.-based executive search firm, is managing the nationwide search for his replacement.

The industry has seen marked change under D'Agostino's leadership; with construction management gaining increased notoriety as a profession. The Certified Construction Manager certification program has grown from less than 200 certified professionals to more than 3,000. It became ANSI accredited in 2007.

D'Agostino has helped CMAA to take a leading role in defining the education of aspiring construction managers through his work with ABET, the lead society for the accreditation of undergraduate and graduate construction management programs.

[\(703\) 356-2622](tel:7033562622)

www.cmaanet.org

Jon-Don hosts customer appreciation events

Jon-Don, a leading national distributor of supplies, equipment, and training to professional contractors and in-house service providers in the disaster restoration, carpet and flooring maintenance, janitorial, and concrete surface prep and polishing segments, is honoring its loyal customers with special "Customer Appreciation Day" events at many of its locations across the country this spring.

Customers can expect to find great deals on equipment and products, such as portable extractors, vacuums, concrete grinders, dust collectors, truck mounts, chemicals and more. Dozens of representatives from the industry's top brands will be on hand to demonstrate equipment, answer questions, and offer special one-day-only rebates and incentives. Free, catered lunches will also be served.

Customers interested in attending are welcome to visit their local Jon-Don on the dates listed on its website. No reservations are required.

[\(800\) 400-9473](tel:8004009473)

www.jondon.com/customer-appreciation-day.html

EVENT CALENDAR

34th Annual International Bridge Conference

Gaylord National Resort & Convention Center
June 5-8, National Harbor, Md.

www.eswp.com

Decorative Concrete Fair

Solomon Colors/Brickform HQ
Aug. 17-19, Springfield, Ill.

www.brickformtraining.com/decorative-concrete-fair

ASCC Annual Conference

Arizona Grand Resort
Sept. 14-17, Phoenix, Ariz.

www.asconline.org

PCA Annual Summit

Hotel Del Coronado
Oct. 29-31, San Diego, Calif.

www.cement.org

**Concrete Decor Show
Innisbrook**



Nov. 6-10, Palm Harbor, Fla.

www.concretedecorshow.com

ICRI Fall Convention

Hyatt Regency New Orleans
Nov. 15-17, New Orleans, La.

www.icri.org

Concrete Cares raises money for longtime finisher in Vegas

Concrete Cares, whose booth was set up next to Decorative Concrete LIVE! at the recent World of Concrete, raised more than \$38,000 during the show this year, with 15 percent of the proceeds going to the Al Oldenorf family. Oldenorf was a finisher for Sahara Concrete in Las Vegas and was a lead foreman for many years before being stricken with bladder cancer.

At the Decorative Concrete LIVE! display, a bas-relief mural was designed and colored to pay tribute to Concrete Cares. The charitable group is planning to be a part of WOC 2018 as well as a sponsor for a Concrete Cares golf outing at the Concrete Decor Show this fall at Innisbrook in Palm Harbor, Florida.

On July 18, Concrete Cares will host a golf tournament in Hastings, Nebraska. The charity also makes and sells concrete tables and benches to help families stricken by cancer.

☎ (913) 634-2267

🌐 www.concretecares.com

877.829.7880 | www.InnotechDCP.com | info@innotechdcp.com



INNOTECH®

DECORATIVE CONCRETE PRODUCTS
Innovative Technology for Decorative Concrete

Are you ready to experience the difference?

Unparalleled Support Consistent Quality
Premium Colorants Complete Systems

Integral Colors | Color Hardeners | Release Agents | Stains & Dye | Overlays
Self-Leveler | Stamping Tools | Sealers | Maintenance Products



Innotech provides unparalleled value to our distributor relationships through customer education programs, training, and technical support. This helps our customers provide enhanced services to their customers. **It's what we call Real Tangible Value® and we deliver every step of the way.**

🌐 Innotech® is a member of the ChromaScope® family of brands. ©2017 ChromaScope, Inc.

Circle Reader Service Number 21

Fast, Accurate
Moisture Test
for Concrete Floors

RAPID RH



- Easiest to Comply with ASTM F2170
- 10 Times FASTER
- Lowest Cost/Test
- Simplest to Use

U.S. Patent 7,231,815, 8,047,056 & 9,032,791. Additional patents pending



WAGNER METERS
Unleash Your Expertise

RapidRH.com

1.800.207.2164

Moisture Measurement in Concrete Slabs Webinar

Wagner Meters is proud to offer “Moisture Testing of Concrete Floor Slabs,” a webinar presented by Howard Kanare, a leading expert on concrete moisture issues. Kanare speaks about breakthrough scientific data that seriously challenge what we have believed regarding traditional methods for moisture testing of concrete slabs. This free presentation was created to bring you the most current information on accurate moisture testing of concrete slabs.

When: For times and dates, please visit online at: www.moisturewebinar.com or email rapidrh@wagnermeters.com or call (800) 207-2164.

Registration: This webinar is available by invitation only and online seating is limited. Please contact Wagner Meters today to reserve your seat for this groundbreaking presentation.

Circle Reader Service Number 43

CSDA elects 2017 officers and board

The Concrete Sawing & Drilling Association elected its 2017 officers and board members during the 45th Annual CSDA Convention & Tech Fair in March.

Jack Sondergard, of Central Concrete Cutting Inc. in Edgar, Wisconsin, was elected to serve a two-year term as president. Matthew Finnigan, of National Concrete Cutting Inc. in Milton, Washington, was elected vice president and Dan Foley, of Cobra Concrete Cutting Services Co. in Arlington Heights, Illinois, secretary/treasurer. Kevin Baron, of Western Saw Inc. in Oxnard, California, now serves as past president and Patrick O'Brien continues as executive director.

The six board members, whose terms expire in 2019, are Dan Dennison, Diamond Tools Technology, Indianapolis, Indiana; Mark DeSchepper, Construction Solutions, Paola, Kansas; Jami Harmon, GSSI Inc., Nashua, New Hampshire; Jessica Ledger-Kalen, Royale Concrete, Fairfield, Iowa; Mike Orzechowski, Diteq Corp., Lenexa, Kansas; and Doug Walker, Concrete Cutting Consultants LLC, Long Beach Township, New Jersey.

Returning for the second year of their term are Peter Bigwood, Brokk Inc., Monroe, Washington; Scott Brown, ICS Blount Inc., Portland, Oregon; Matthew Dragon, GPRS Inc., Toledo, Ohio; Bennett

Jones, Advanced Concrete Sawing Inc., St. Paul, Minnesota; Kevin Schmitt, Husqvarna Construction Products, Olathe, Kansas; and Kellie Vazquez, Holes Inc., Houston, Texas.

☎ (727) 577-5004

🌐 www.csda.org

Arizona Polymer Flooring relocates headquarters

Arizona Polymer Flooring, a manufacturer of high-performance flooring products and concrete coating systems, has relocated into a state-of-the-art, 50,000-square-foot manufacturing facility in Phoenix.

The mixed-use building, located near 43rd Avenue and Buckeye Road (4565 West Watkins Street), will feature an 18,000-square-foot production area, 18,000 square feet set aside for storage and warehouse space, and 14,000 square feet dedicated to office space.

APF president and CEO Daniel Owen says the new facility will enable the company to enhance training by offering more interactive presentations and demonstrations highlighting product value and application techniques. It will also improve and streamline operations, including the strategic location of loading docks that help improve processes for order pickup, truck deliveries and organizing finished goods, and increase production output.

The additional square footage means

APF can add more equipment, perform more runs at once and accommodate larger production runs to meet higher demand.

The construction was a collaborative design-build project among APF, Sun State Builders and Anmahian Winton Architects.

☎ (800) 562-4921

🌐 www.apfepoxy.com

Finley Asphalt & Concrete acquires competitor

Finley Asphalt & Concrete, a 50-year veteran in the commercial paving and road rehabilitation industry, recently acquired former competitor Mid-Atlantic Paving & Sealing.

Today, Finley Asphalt has headquarters in Richmond and Manassas, Virginia. It's a major service provider of both municipal and commercial asphalt and concrete projects, from large roadway rehabilitation projects to school parking lots.

The acquisition of Mid-Atlantic Paving is the first in Finley's history. Mid-Atlantic was established by Robert B. Osburn Jr. in 1986 and operated from the Richmond area. Osburn's daughter, Ann Kramer Stinchcomb, "grew up in the business" and has become a project manager. She will continue this role with the Finley team.

☎ (888) 928-8457

🌐 www.finleyasphalt.com

TRANSITIONS

Jason Riley has joined Omnova Solutions Chemical Business as distributor sales manager. In this newly created position, he will help grow the company's indirect sales channel for key markets including coatings, tape and adhesives, elastomeric modification, paper and packaging, construction, textiles and graphic arts. Previously, he was the distribution commercial leader for SABIC/GE Plastics. Riley holds a bachelor's in business administration from the University of North Carolina Charlotte.



Bill Hohmeier has been appointed region manager of Western Specialty Contractors' North Carolina and Florida region. He previously oversaw the St. Louis Roofing and Indianapolis branch offices.

Justin Berndt has been promoted region manager of Western's Chicago Concrete Restoration, Chicago Facade Restoration and Indianapolis branch offices. He was previously senior branch manager of the two Chicago branches. Berndt has a bachelor's degree in business and construction management from the University of Wisconsin-Stout.

Western has expanded the territory of Region Manager **Jim Rechtin Jr.** to include its St. Louis Roofing, Kansas City and new Kansas City Roofing branches. He will continue to oversee Western's St. Louis Concrete Restoration, Peoria and Springfield, Illinois, branches. Rechtin began his career with Western in 1994 as a union laborer.

Eric K. Thiele has been appointed chief financial officer of Chromaflo Technologies, one of the leading independent global suppliers of colorant systems, chemical and pigment dispersions, and will now be based out of the Ashtabula, Ohio, corporate office. Thiele earned a bachelor's degree in economics from Allegheny College and an MBA with a concentration in finance from the University of Pittsburgh.

Jesse Osborne has been named general manager for Mapei/GRT's concrete admixtures and cement additives division, which is headquartered in Eagan, Minnesota. In addition to managing sales and research and development, Osborne will oversee manufacturing operations. He comes to Mapei with 37 years of experience in the industry, having previously worked for BASF and Euclid Chemical.

OSHA delays enforcing new silica standard

The U.S. Department of Labor's Occupational Safety and Health Administration has delayed the enforcement of the crystalline silica standard that applies to the construction industry to conduct additional outreach and provide educational materials and guidance for employers.

The agency has determined that additional guidance is necessary due to the unique nature of the requirements in the construction standard. Originally scheduled to begin June 23, 2017, enforcement will now begin Sept. 23, 2017.

OSHA expects employers in the construction industry to continue to take steps either to come into compliance with the new permissible exposure limit, or to implement specific dust controls for certain operations as provided in Table 1 of the standard. Construction employers should also continue to prepare to implement the standard's other requirements, including exposure assessment, medical surveillance and employee training.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to ensure these conditions for America's workforce by setting and enforcing standards, and providing training, education and assistance.

 (800) 321-6742

 www.osha.gov

Romco Equipment joins Atlas Copco network

Romco Equipment Co. recently joined Atlas Copco's growing dealer network. The Texas-based company will rent, sell and service Atlas Copco compressors, generators and light towers to meet customer demands across the state.

Romco serves the heavy construction and mining industries in Texas. It sells replacement parts and attachments as well as provides maintenance and full refurbishment for worn equipment. Atlas Copco manufactures its equipment to be durable and cost-effective to operate.

 (803) 817-7000

 www.atlascopco.us

Raken expands footprint in San Diego

Raken is expanding its offices to the creative redevelopment "make" project in Carlsbad, San Diego.

As one of the top-rated software for on-site construction reporting, Raken is proving you don't have to be located in Silicon Valley to scale fast and hire great talent. The company recently received \$2 million in capital investment and is steadily distancing its lead as the No. 1 rated daily reporting app on the market today.

The move will facilitate the company's fast rate of growth and continued effort to provide the best product possible for Raken app customers. The software company is hiring for a diverse group of positions that include engineering, marketing, sales and product. New team members will be a part of a talented group responsible for increasing Raken's global reach that's currently streamlining construction projects in more than 13 different countries.

Raken joins anchor tenant, GoPro, and other industry leading companies such as Verve in sharing make's collaborative workplace environment. The space provides a haven for technology-driven businesses that are developing products to solve problems and make people's lives better. 

 (866) 438-0646

 www.rakenapp.com

THE SURTEC SYSTEM

www.surtecsystem.com

As featured
at World of Concrete!
Our Insta Guard is easy to apply,
easy to maintain, resists stains
& increases safety underfoot

Surtec's System for Success...
#1 Our Patented Vacuuming Buffer
#2 Insta Guard: The Ultimate Protection
for polished concrete



SURTEC 27" ACTI-VAC HIGH SPEED PROPANE BUFFER
The only patented active vacuuming buffer
in the industry today.

22-volt battery provides longer work time per charge

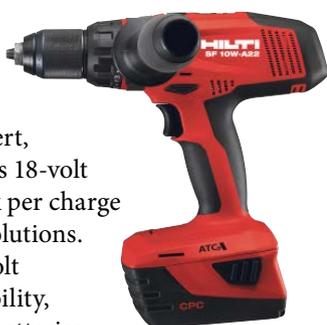
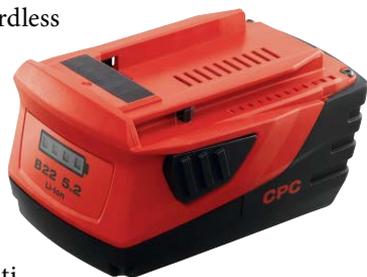
Hilti has released an expanded cordless portfolio of solutions and services, complete with an innovative, backwards-compatible 22-volt battery.

The battery works with new and previous generations of Hilti 180-volt Li-ion cordless tools, providing a seamless transition for existing Hilti cordless tool customers. As a standard component of every cordless kit or combo, Hilti's 22-volt battery provides longer work time per charge to improve productivity.

Now as the standard within its new portfolio of cordless tools, the 22-volt battery features the latest technology, including an upgraded system that allows for a fuller charge and deeper drain to provide more work per charge. This allows the batteries to perform up to 20 percent more work per charge, depending on application insert, user and temperature, than the company's 18-volt batteries, and up to 50 percent more work per charge than competitive 18-volt/5.0-amp hour solutions.

Hilti also introduced several new 22-volt tools that harness the performance, reliability, productivity and efficiency of these new batteries. These include the Cordless Hammer Drill/Driver SF 6H-A22 ATC, Cordless Impact Driver SID 4-A22, Cordless Drill/Driver SF 10W-A22 ATC and Radio Charger RC 4/36.

[\(800\) 879-8000](tel:(800)879-8000)
www.hilti.com



10-inch table-saw assembly rolls along

A new 10-inch job-site table saw with a fold-and-roll stand from Hitachi Power Tools offers a solid tool for the job site. Model C10RJ features a powerful 15-amp motor with soft start and electric break that produces a powerful 4,500 RPMs.

With its stand, the C10RJ can maneuver through tough terrain and then set up with ease. The 10-inch blade can bevel between 0 to 45 degrees for cuts ranging from 3-1/8 inch (at 0 degrees) to 2-1/4 inch (at 45 degrees). Both the bevel scale and bevel height adjustment knobs for the blade are situated on the front of the cabinet.

The new table saw comes complete with a 10-inch 40-tooth carbide-tipped blade, blade guard, anti-kickback pawl, miter gauge, push stick, rip fence, out-feed support, two blade wrenches, and 5 mm, 4 mm and 2.5 mm hex bar wrenches.

[\(800\) 448-2244](tel:(800)448-2244)
www.hitachi.us



Rhino Linings expands its water-based stain line

Rhino Linings Corp., a global leader in protective coatings, recently added Concrete Solutions WB Stain, a penetrating water-based concrete stain in 30 standard colors, to its growing concrete restoration product line.

The vibrant, UV-stable stains may be applied to both interior and exterior concrete surfaces. Unlike acid stains, water-based stains produce more consistent color, have low VOCs and are safer to apply because they don't contain solvents or acids.

[\(800\) 422-2603](tel:(800)422-2603)
www.rhino linings.com



New diamond coring tool is OSHA compliant

DD 250, the new Hilti diamond coring tool, delivers fast drilling speeds and more than enough torque to get the job done. The rig-based, wet-drilling system offers contractors a drilling range of 1/2-inch to 18-inches for a broad range of coring jobs, including heavy-duty anchoring, rebar, service entries, ventilation duct and sanitation pipes.

It features four gears for faster drilling speed, and is equipped with an innovative hole-starting mode, making it easier for the operator to start a job.

Hilti designed the smart tool with a digital display that helps guide operators during coring jobs. They can follow the display to accurately level the tool, select the right gear for the job, check how much work has been accomplished, and receive live status updates and service messages.

It has an air-cooled, heavy-duty drive unit with four-speed gearing and convenient controls. Rotating speeds include 240 rpm in gear 1, 580 rpm in gear 2, 1,160 rpm in gear 3 and 2,220 rpm in gear 4.

Because the Hilti DD 250 is used for wet-coring applications it is Table 1 compliant with the new OSHA \$1926.1153 standard for respirable crystalline silica dust.

[\(800\) 879-8000](tel:(800)879-8000)
www.hilti.com



Half mask takes respiratory protection up a notch

The new Aviva is the latest innovative half mask from Scott Safety, a world leader in the design and manufacture of respirators and personal protective equipment.

Its low-profile head harness offers greater stability and compatibility with safety helmets and eye protection. This cutting-edge half mask is silicone-free and designed with silicone-like comfort. Its reflex seal allows the wearer added movement and flexibility, and a built-in fit check button guarantees a secure fit. Enhanced voice intelligibility enables the wearer to be clearly heard

by those nearby.

The Aviva half mask is available with a wide range of filters so the device can be used in various applications and industrial situations.

www.scottsafety.com

Demolition tool safe for sensitive urban areas

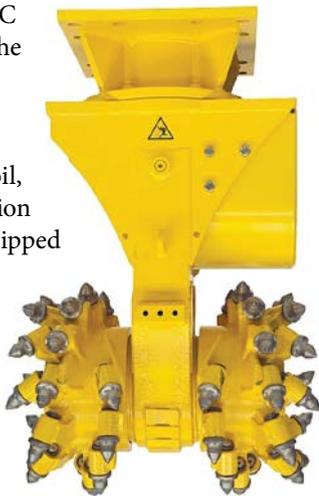
Husqvarna recently introduced the DC 200 drum cutter, a new attachment for the DXR demolition robot product line.

The DC 200 is a versatile attachment made for surface profiling rock or concrete, trenching, excavating frozen soil, soft rock excavation in quarries, demolition and dredging. The 56-tungsten carbide-tipped picks on each side of the machine rotate and chip away at the surface material to the desired depth or complete removal.

If the material isn't completely removed, a smoother, more uniform surface results as well as smaller, finer grain sizes so material can be removed more easily or used as backfill without additional crushing. The DC 200 is suitable for restricted job sites and sensitive urban areas due to the low noise and low vibration levels.

[\(800\) 487-5951](tel:(800)487-5951)

www.husqvarnacp.com



Compact track loader offers versatility in tight areas

ASV, an industry-leading manufacturer of all-purpose and all-season compact track loaders and skidsteers, offers the Posi-Track RT-30 compact track loader as a heavy-duty commercial machine in a small package. The radial lift loader is one of the industry's smallest sit-on models yet it features the same productivity-enhancing qualities as larger machines.



The 3,600-pound track loader is 48 inches wide and has an 8.4-foot lift height. Its compact size and 10 inches of ground clearance minimize risk of property damage or damage to the machine while working in hard-to-reach areas.

The RT-30 features a rated operating capacity of 665 pounds and a tipping load of 1,900 pounds. Standard joystick controls make operation easy and intuitive. Operators can choose from a full line of attachments built for the RT-30 and its quick-attach plate, such as buckets, augers, trenchers and pallet forks. In addition, buyers can fit the unit with an adaptor plate to accept standard skidsteer attachments.

[\(800\) 205-9913](tel:(800)205-9913)

www.asvllc.com

GranQuartz

Lavina® Propane Line 25G-FX, 30G-FX, 32G-X (NEW) & 38GR-X



For Maximum Productivity

LAVINA

by **SUPERABRASIVE**

The Partner That Helps You Shine!
csc.granquartz.com • 866-639-0960

Circle Reader Service Number 17

New light towers consume less fuel

Atlas Copco has expanded its range of HiLight towers to seven models, including four advanced LED solutions. The range includes the H5+, B5+, V5+ and E3+ LED light towers, plus the V4, H4 and E2 metal halide variants.

The company's latest LED light towers feature a unique, fully directional optic lens that maximizes practical light coverage while minimizing dark spots. A single light tower, depending on the model, can illuminate large areas with an average brightness of 20 lux. They also can run as long as 260 hours before needing to be refueled and consume less than 0.25 gallons of fuel per hour.

The light towers can be used for a variety of applications, including events, urban construction, road construction and temporary public lighting.

[\(503\) 256-6868](tel:5032566868)

www.atlascopco.com



Rotating laser offers all-in-one measuring solution

For precise vertical, horizontal and slope applications, the new Hilti rotating laser PR 30-HVS A12 is an all-in-one-measurement solution for demanding job sites.

It has four shock-absorbing handles and a unique head design that cushions a drop from a 5-foot tripod or 360-degree free-fall from a height of 3 feet. The laser can handle most everyday abuse and deliver accuracy and reliable measurements up to 1/32 inch at 33 feet. Also, its protected housing provides extra assurance against water, dust and dirt.

Powered by the same 12-volt CPC battery platform as Hilti's A12 cordless line, this laser operates up to 25 hours on a single charge and helps reduce the number of accessories needed on the job. Its batteries recharge in as little as 35 minutes.

The PR 30-HVS A12 is backed by Hilti Calibration Service to provide continued reliability and accuracy.

[\(800\) 879-8000](tel:8008798000)

www.hilti.com



Stone Strips from Westcoat Make Creating Flagstone Patterns a Snap

by Stacey Enesey Klemenc

Creating a flagstone pattern on concrete has long been a tedious job even for the most skilled technicians. But thanks to a product by Westcoat called Stone Strips, making custom flagstone patterns on a decorative concrete overlay just got a whole lot easier.

The precut Stone Strips come packaged in 500-square-foot bundles. Made up of strips in various widths and lengths, they have irregular edges to better simulate real flagstone shapes. Extremely user friendly, the strips resist tearing and are fitted with tabbed, easy-to-remove backing.



Westcoat's Stone Strips are an applicator's dream when it comes to creating a natural flagstone pattern in decorative concrete overlays. Thanks to the strips' design, no cumbersome tape is involved in the process.

Paul Koury, president of Westcoat, recommends laying out the Stone Strips in a dry run for the customer to agree on the pattern and size of stones. Be sure to consider how you intend to use Stone Strips in conjunction with joints and termination points. "Nothing beats planning out your pattern and a quick dry assembly," Koury says.

After the pattern is envisioned, apply the grout coat and allow it to cure for 24 hours. When the grout coat has cured, peel off the strips' backing and lay them out end-to-end, taking time to reposition as needed and inspecting for consistency prior to applying the texture coat.

Before mixing and applying the texture coat, carefully step on the strips to make sure they have adhered to the cured grout coat surface. If they have, apply the pigmented texture coat with a trowel or hopper gun. When the surface is dry enough to walk on, pull up all the strips. If desired, stain can be applied before or after pulling the strips but be mindful of where the stain may bleed if applied before pulling them.

Finally apply the sealer of choice. Koury cautions contractors to avoid puddling in the recessed lines of the flagstone pattern.

The technique for applying Westcoat's Stone Strips is included in the ALX Training Video on Westcoat's YouTube channel, westcoatcs.com. To locate a distributor near you, call Westcoat Specialty Coating Systems at (800) 250-4519.



Retaining system ideal for tall walls

The Bronco II segmental retaining wall system from Versa-Lok Retaining Walls Systems is the company's newest product in its heavyweight retaining walls line.

The Bronco II has the heft and coverage to tackle any job. The units display 6 square feet of face area with a 3.2-degree batter and weigh from 1,220 to 3,215 pounds (or 1,450 to 3,820 with cores filled). Alignment knobs molded into the top of the units and channels molded into the bottom ensure correct near-vertical positioning and allow for tight joints with variable-bond construction.

The system comprises nine units: three units with varying depth, a half unit, left/right corner units, a cap unit and left/right corner caps. These units can be used to build walls up to 15 feet tall without soil reinforcement, making the Bronco II ideal for projects with excavation constraints. The system easily accommodates geo-grid for taller walls.

After installation, the natural stone appearance of the Bronco II wall face can be enhanced with stain to blend into the natural environment.

☎ (651) 770-3166

🌐 www.versa-lok.com

Grinder's motor has longer run time

Hitachi Power Tools has released a new addition to its growing commercial product line with the launch of model G12VE, a 4-1/2 inch AC brushless variable speed angle grinder.

The grinder's brushless motor is more efficient, leading to longer run time, increased power and extended durability with essentially no maintenance. Eliminating the need for carbon brushes means freedom from issues with the motor armature burning out, and experiencing layer shorts or commutator wear in severe environments.

Hitachi AC Brushless tools integrate electronic controllers that compensate for reduced power loss due to voltage drop. The G12VE is also designed for compatibility with a generator thanks to a compact and highly efficient inverter circuit. This circuit cleans up and modulates the electricity before it's used in the motor providing steady, stable operation and greatly reducing the risk of damage to the internal circuits. 🔧

☎ (800) 829-4752

🌐 www.hitachi.us



BRIDGING GREEN TECHNOLOGY AND HIGH PERFORMANCE



ENDURABLE CONCRETE STAIN | SEALER



ENDURABLE POLYMER PAVEMENT | COLORED CHIPS | SEALER



ENDURABLE CONCRETE DYE | HARDENER | SEALER



ENDURABLE CONCRETE STAIN | SEALER | F1 SEALER



ENDURABLE POWER AND VERTICAL STRIPPERS



ENDURABLE CONCRETE STAIN | SEALER

ENDURABLEPRODUCTS.COM | 800.910.3120

Mind Your Manners While on Mobile Phones

by Ashley Kizzire

ACCORDING to recent findings, U.S. construction and architecture firms have room for improvement when it comes to phone manners. Conducted by PH Media Group, the study surveyed 2,234 American consumers and found only 21 percent are satisfied with the way construction businesses handle phone calls. Only 20 percent of architecture firms' customers report satisfaction.

Perhaps the survey results can be explained by the widespread use of mobile devices, particularly in the design and construction world. Designers and contractors stay on the move, running from job site to job site, in and out of the office. A smart phone is an indispensable tool in such a work environment. No contractor or design professional could work without one.

While the use of mobile devices is common in the workplace, not everyone remembers to maintain the same professional manner that they would in an office setting. Just as an email abiding by the rules of business etiquette provides the opportunity to market your contracting business as a professional service, so does the well-mannered use of the mobile device. By remembering just a few common courtesies when using a mobile phone, contractors can maintain the professional image they've worked so hard to create.

Times to turn it off

There are occasions when a mobile phone should be turned off so voicemail can answer. In personal life, these areas would include movie theaters, museums, libraries, houses of worship and any public performance. But during the workday, are there times when a mobile phone should go straight to voicemail?

Meetings can be tricky. People in the design and construction professions are in meetings daily. Ideally, all meeting participants would turn off phones so everyone could concentrate fully on the information and tasks at hand.

But if the phone call pertains to information needed for the meeting, then it's OK to take a call — especially when a caller ID function lets you know if the

call is the one you were expecting. But whatever the situation, always remember the person you are with is the most important person, and that person in your presence takes precedence over any incoming call.

A phone should be turned off when you're making a transaction with someone, even if the transaction doesn't require conversation. An example would be depositing a check with a bank teller. You may not have to speak to the person, but refraining from phone conversations is the considerate action. Remember, the person present is the most important person.

Shhh, please

With concrete mixers turning, earthmovers rumbling and hammers pounding, a job site can get loud. So, it's probably necessary to speak in a loud voice if you want to take a call on a job site. But when you leave the job site, don't forget to speak in a normal voice. Loud talkers disturb everyone who's in earshot of the conversation and invade the space of others.

Likewise, make sure your ring tone volume matches your environment. On the job site, there's no question you'll need to turn up the volume on your ring tone. But when you leave, turn down the volume so a loud ring won't disturb others.

Be discreet

When speaking on a mobile device, the whole world can be your audience. Even if you're not speaking loudly, it's usually possible for others to hear your conversation if you're in a public place.

Keep that in mind and remember to be discreet about professional and personal matters. Quite simply, you may not want workers to overhear certain financial data or other sensitive information.

Control emotions

Sometimes things can get pretty intense in the contracting world. Deliveries may arrive later than expected, unexpected site



conditions can delay progress or your pump operator may get the flu on the day of the big pour. Many times, the unfortunate news is delivered via mobile phone. Although controlling emotions is good advice for anyone — whether on the phone or face-to-face with a prickly person or situation — it's especially important for mobile users who are in a public setting.

If in an outburst of anger occurs in a private office, the offending person may have only one person who witnesses the embarrassment. But what if a client sees the unfortunate behavior? With so many eyes and ears around, controlling emotions on a mobile device is critical to maintaining a professional appearance.

The gracious and well-mannered use of a phone provides an opportunity to present your business as a brand to be remembered. If people observe you handling a phone call in a way that shows respect to others, they'll remember you as a true professional and someone with whom they want to do business. And that's the kind of lasting impression you want to make. 📱

For more than 20 years, Ashley Kizzire has written for commercial markets, specializing in the concrete and construction industry since 2000. Based in Birmingham, Alabama, Kizzire is the senior editorial manager at Constructive Communication Inc. She can be reached at akizzire@constructivecommunication.com.



"I recommend the Concrete Network simply because 60% of my leads come from them."

*Tim Smith
Cornerstone Concrete Technology
Member since 2006*

*Semco Modern Seamless Surface
Member since 2009*

15 MILLION

More than 15 million people per year use

ConcreteNetwork.com to find a local contractor in over 25 categories. From pool decks and patios to countertops and floors, leads come directly to you for exactly the type of work you want.

GET A QUOTE FOR GETTING JOB LEADS IN YOUR LOCAL AREA TODAY!

"I'm a designer considering concrete polishing. I just wanted you to know that I found your website well designed, useful and without annoying popups. I've contacted three local contractors that I found there."

*— Chip Krug
San Francisco*

GET A QUOTE TODAY

866-380-7754 | ConcreteNetwork.com/join



FIXED, MONTHLY FEE

No contracts to sign.
No pay-per-lead.

**TRY IT FOR 90 DAYS,
RISK FREE**

We believe in our product, so there is no risk for you to try it.

GET A FREE WEBSITE

Get a valuable website that we design for your business, includes web hosting, and website updates.

Balancing Life and Work in a Decorative Concrete World

by Karen Keyes

WORK/LIFE balance is always tricky, but I feel it may be even more so for people in our industry. Because we are such a passionate bunch, is there really a time when we can fully unplug from our passion for concrete?

I'm not sure about you, but I know it's a challenge for me. Even on vacation I'm studying the ground either in awe or disgust. But honestly, I don't think we have to worry about turning one part of our life off to activate another part.

Why should we struggle to shut off a part of ourselves that motivates us? I'm no expert in balancing my life inside and outside of work, but I have seen and tried things that work as well as fail. My conclusion so far isn't to separate elements of my life into compartments but to embrace and celebrate it all.

All in the family

I was fortunate to grow up in the decorative concrete industry. Some of my favorite childhood memories revolve around my father's work. My most memorable

family vacations were when we traveled to other states to work on miniature golf courses. We would stay in a new place, work on a fun project and see a new part of the country. When near Washington, D.C., we even took a sightseeing daytrip with the crew to visit our nation's capital.

I also loved attending Bomanite conferences and International Association of Amusement Parks and Attractions conventions as a child. Admittedly, I spent more time playing by the hotel pool at conferences as a kid than anything work related, but what mattered to me is that my dad wanted us all there with him. Maybe I'm slightly biased toward the industry because of my upbringing, but I certainly don't think I'm scarred for life because of the choices my father made to involve us at an early age.

Now that I have a family of my own, I see similar challenges and am making similar choices, just like my father. I've taken my family on some business trips and share my work with them. Yes, there are moments when I wish I was networking with my



Photo courtesy of Colorado Hardscapes

concrete friends instead of trying to calm a screaming baby at dinner, but in the grand scheme of things, it all works.

My concrete friends get to know me and my family as real people. I get to enjoy time with my family, and my family gets to see my work side that powers me through each day. This past year, my husband joined me at the World of Concrete, and it was one of the best times I ever had there. The time we got to share together and the ability to share my love for the industry and the people involved in it were priceless.

Things worth sharing

But it's not just about the business trips. Not everything about work is as fun and exciting as traveling to Orlando or Vegas, but there are day-to-day events and thrills worth sharing nonetheless.

My 9-year-old daughter visited my office recently and ran up to me so excited. She exclaimed, "Mom! The model you were working on is on display! That is so cool!" I smiled to myself because I was the one who put it in our showroom. But she was so proud of this accomplishment that it made me beam inside as well.

Who doesn't want their own little fan club? When we're driving around town, my

Got Slurry?
We have your solution!

Easy to Use
Reliable
Fast & Productive
MUD HEN

320-529-4035
www.theMudHen.com

America's Premier Portable Slurry Water Filtration System
to see our full line of products go to www.fullcirclewater.com

daughter also points out new construction sites and every Bobcat she sees. My father taught her how to drive one (the very basics) years ago, and she is still taken by them and that time with Grandpa.

As I juggle my time, I choose what work activities I can do in a traditional day and what I can do outside of work. For example, I shoot most of our company's photography. If a project is completed and safe for children to visit, I like to take my family along. They get to see my work and I get to photograph it. It's an extra bonus for the kiddos when it happens to be a park.

The kids tend to have a great sense of pride in my work; even more than me. I'm not implying that every day should be "take your kid to work" day, but I believe integrating your personal life with your work life can make you stronger... and saner.

Concrete 'R' Us

For my family and me, decorative concrete is an integral part of our lives, and always will be. We may be odd, but we generally enjoy talking about work and looking at concrete. Of course, there are times when I don't want to talk about work, even though that may be rare. And when the discussion of something work related comes up, I simply state that I'd rather not talk about work at the moment.

Is my life perfectly balanced? Absolutely not. Sometimes I work too much and sometimes my family has more appointments in a week than seems feasible. But in the end, I share my life passions alongside my family's passions. They help support me so I can help support them.

Work and family are all part of our lives and both should be celebrated. Work should never be so serious that it completely takes you away from your family. My grandpa (who just so happened to initiate my family's passion for concrete) reminded me several times when I was focusing on work too much: "You don't need to be the richest person in the grave," he'd say. 📱

Karen Keyes wears many hats at Denver-based Colorado Hardscapes Inc., including business development, marketing, sales, estimating and project management, with an emphasis on specialty rock construction. She can be reached at karen@coloradohardscapes.com.

Create rapid curing, durable repairs to match any floor using locally available sand and cement. Visit our website or call us to learn more.



Spall RX & RX2 Available Now!

- Polyurea Joint Fillers
- Industrial Crack and Spall Repair
- Polyurea Pumps
- Hundreds of Colors Formulated

www.hitechpolyurea.com

(800) 454-5530

Circle Reader Service Number 18

Safer Solutions for Your Job Site

Franmar's **BLUE BEAR** products are the effective, safe, and affordable replacements of traditional hazardous products in the marketplace, such as methylene chloride. Over 30 years of dedication and development are blended into Franmar's safe line of coatings removers, form releases, and cleaners.



680HS

Hard Surface Graffiti Remover

682PS

Porous Surface Graffiti Remover

- VOC Compliant Graffiti Removers
- Formulations for Both Hard and Porous Surfaces
- Virtually No Odor

875SR

Concrete Form Release for Stamp Pads

- Water based Release
- Ready to Use Formulation
- More Stamps Between Applications
- 100% Biodegradable

770CD

Concrete Dissolver

- Removes Built-Up Concrete and Concrete Dust
- Easy Application with a Pump Sprayer
- 100% Biodegradable
- Non-Hazardous Shipping



800.538.5069
www.franmar.com



Circle Reader Service Number 15

For Best Results, Take the Systems Approach

by Greg Iannone

A NUMBER of years ago, when all of our kids were still at home, we purchased a ski boat. We loved being out on the water as a family wakeboarding, wake-surfing and making countless memories. It was time well invested and money well spent.

One of the biggest lessons learned from my experience as a boat owner came from my neighbor down the street. When he saw our new boat parked in the driveway, he said, “Make sure you have a system.”

Systems at play

In my excitement to “get out on the water,” I barely gave it a second thought, when he soon repeated, “You need to follow a system.” He explained the importance of having a system or procedure for my boat. A system would ensure the boat was always prepped and ready to go, he said, and would reduce the risk of any unforeseen incidences.

My system went something like this: Make sure the drain plug is in place. Have towels on board to wipe down the boat after boating. Fill gas tank.

After putting the boat in the water, it was: Adjust mirror. Turn on exhaust blower. Start motor.

When we were finished boating it went something like this: Trailer the boat. Remove the drain plug to let out excess water. Wipe down boat completely and clean the glass. Drive home. Fill gas tank. Put drain plug back in place. Resupply wipe-down towels and put cover on boat.

This may seem like a lot of work but having a system made for a stress-free and fun boating experience.

Conversely, one evening we were out boating and saw one of our friends racing toward the shoreline with his boat low in the water and panic written across his face. You guessed it. He had forgotten to put in the drain plug. We still laugh about that evening, but it could have ended badly. The lack of a system could have cost him much more than the good-natured ribbing that he now must endure from his friends.



Photo courtesy of Townscapes, Batavia, Ohio

Nearly every manufacturer of decorative concrete products has a “systems approach” to help contractors deliver consistent results on their projects.

Systems at work

The decorative concrete industry is one that has, at times, been described as “high risk, high reward.” While at face value I tend to agree with this statement, there are several things that we can do to reduce the risk while still realizing the reward.

For example, we know there’s a procedure, or system, that most concrete contractors use while finishing typical gray concrete. Namely: Placing and striking off or screeding the concrete, floating, working the edges, freso-floating, steel-troweling, saw cutting, and applying a cure or a cure-and-seal product. Obviously, there are slight variations and/or modifications that occur, but you get the picture.

With decorative concrete, both the risk and the reward factor rise exponentially depending on the type of work being done and the level of skill required to complete the project on time, on budget and up to the expectations that you have helped establish.

Fortunately, manufacturers of decorative

concrete products have been dealing with this scenario from the onset of the decorative age and can now produce products as part of a system for every step of the process. It is kind of like “painting by numbers.” You know, every number requires the use of a certain color and if you follow the “system” you end up with a picture of the Mona Lisa.

Consistent results

Just like paint by numbers, the premise is the same with decorative concrete products. Nearly every manufacturer of decorative concrete products has a “systems approach” to assist the contractor on every project. For example, an acid stain project requires proper surface prep products and deep cleaners before applying the acid stain, followed by a neutralizing agent, a sealer and, if used indoors, a maintenance sealer on top for protection.

For a colored grind-and-polish project, preparatory products are needed for

cleaning. You also need a dye or other coloring agent, a densifier and a guard product on top for protection.

A systems approach helps architects specify a system of products that they can trust as it provides a single-source liability. Contractors can use this system with confidence, knowing that one manufacturer can produce a system of compatible products that has been tried and tested together.

It eliminates that ugly scene on the job site that we have all probably seen or been a part of where the owner of the project is standing there in frustration, while the various product manufacturers, along with the contractor, stand around in a circle pointing fingers at each other while saying something to the effect of "It's not my fault. You didn't use the system."

Don't be like my friend who forgot to put the drain plug in his boat and had to make a beeline for the shore to save his family and boat. Use a systems approach. The laws regarding VOCs are constantly changing and manufacturers are forced to adjust and change with the times. That's why it is doubly important to work within a manufacturer's systems approach, as they



Photo by Nicolas Iannone

Using a manufacturer's specified products that are made to work as a system eliminates that finger-pointing scenario where everyone involved blames someone or something else for a job gone wrong.

are aware of the changes and keeping their products compatible with each other within their system.

For every type of decorative discipline, there is a "systems approach" of products produced by most manufacturers. This helps all parties involved to produce the best possible result and realize the greatest of rewards. 🚧

Greg Iannone is sales manager for Innotech Decorative Concrete Products headquartered in Twinsburg, Ohio. He has worked in the concrete construction industry for more than 30 years and has provided training seminars throughout the U.S. and Puerto Rico, as well as Mexico and Japan. He can be reached at (877) 829-7880 or GregI@innotechdcp.com.

Excess concrete moisture stops your flooring installation.

Mitigate moisture and minimize callbacks with DRYTEK™ Moisture Vapor Barrier.



DRYTEK™ Moisture Vapor Barrier

- Excellent protection against excess moisture
- Accepts color to be used with SPARTACOTE™ coating systems
- Component of the LATICRETE 3 year decorative finish system warranty

www.laticrete.com | 1.800.243.4788



Globally Proven
Construction Solutions

ARTISAN IN CONCRETE

C.J. Salzano

Salzano Custom Concrete, Centreville, Virginia

by Jacqueline Valle

AFTER spending 15 years in computer software development, C.J. Salzano was looking for a career change that would let him pursue his creative side.

He began working part time with his brother, Frank Salzano, an engineer who had been in the construction and concrete design industry for several years. “I wasn’t really interested in the structural side,” C.J. says, but “then one day Frank got a call about something called stamped concrete.”

Although his brother wasn’t interested in the decorative side of concrete, he kept getting a lot of calls about stamped concrete. That’s when C.J. realized this was a business opportunity for him.

“My brother is the right-handed brother interested in all things nondecorative. I’m the left-handed brother who always had an itch for sketching, colors and designing fun decorative things,” says Salzano.

Soon, one thing led to another and Salzano found himself purchasing equipment and materials for stamped concrete and hiring an experienced crew to help him out. After only a month of working with his brother, he decided to go on his own and that was the beginning of Salzano Custom Concrete in Centreville, Virginia.

“Here we are, 13 years later, and I am still going at it,” says Salzano. “I think we’ve come a long way, developed lots of good experience and hopefully have established a great reputation.”

Residential reigns

Salzano attributes his success to having the courage and bravery to dive into stamped concrete, learn everything he could about it on the fly, and accept help and advice from

a well-seasoned and knowledgeable crew. While he’s taken a few training classes along the way, he’s also made several trips to Las Vegas to meet experts.

“Probably three or so times each year, I find myself at a training class or seminar of one sort or another,” says Salzano. “I wouldn’t call any of it formal school training.”

Over the years, Salzano notes, most of his business has been residential concrete work leading him to use various techniques and products, including color hardener, integral color and about 15 different stamps. He also seals a good deal of his work and uses a variety of stains for specialty color work.

Salzano says that residential jobs are the ones that allow him to be most creative.

“Typically on commercial jobs, by the time it gets to us, the design, colors, fun decorative details have already been established by either the owner or architect who are typically not interested in any suggestions we

may have,” says Salzano.

Really big jobs

In the Northern Virginia area, Salzano has worked on some really big jobs as far as scale. The largest residential project was a 7,000-square-foot decorative concrete driveway. And last year, his company installed a 6,000-square-foot stamped concrete commercial pool deck.

“I guess the term ‘really big’ is somewhat subjective,” says Salzano. “To me a really big job would be more than 3,000 square feet. We only do one of those each year or so.”

A few years back, they installed a very large multitier backyard patio that had many different elements. To this day,





Photos courtesy of Salzano Custom Concrete

it remains his favorite.

The job pretty much had it all, says Salzano: a feature that accented a very large hot tub, a separate tier for a built-in fire pit and a sitting wall. It also had a pergola, an outdoor kitchen and a patio that resembled a natural Pennsylvania bluestone that featured a unique grouted version of multicolored stamped concrete.

Stencils cut to order

While Salzano Custom Concrete has never created its own tools, it has created its own stencil pattern to fit individual

project's needs.

“For our decorative overlay work it is almost always a stenciled overlay,” says Salzano. “The stencils we use are all custom measured and cut — we never use the stencils that come on a roll.”

Salzano feels that a roll stencil doesn't provide enough of a natural look. He says they get a much better look cutting and applying a stencil themselves by using stencil tape.

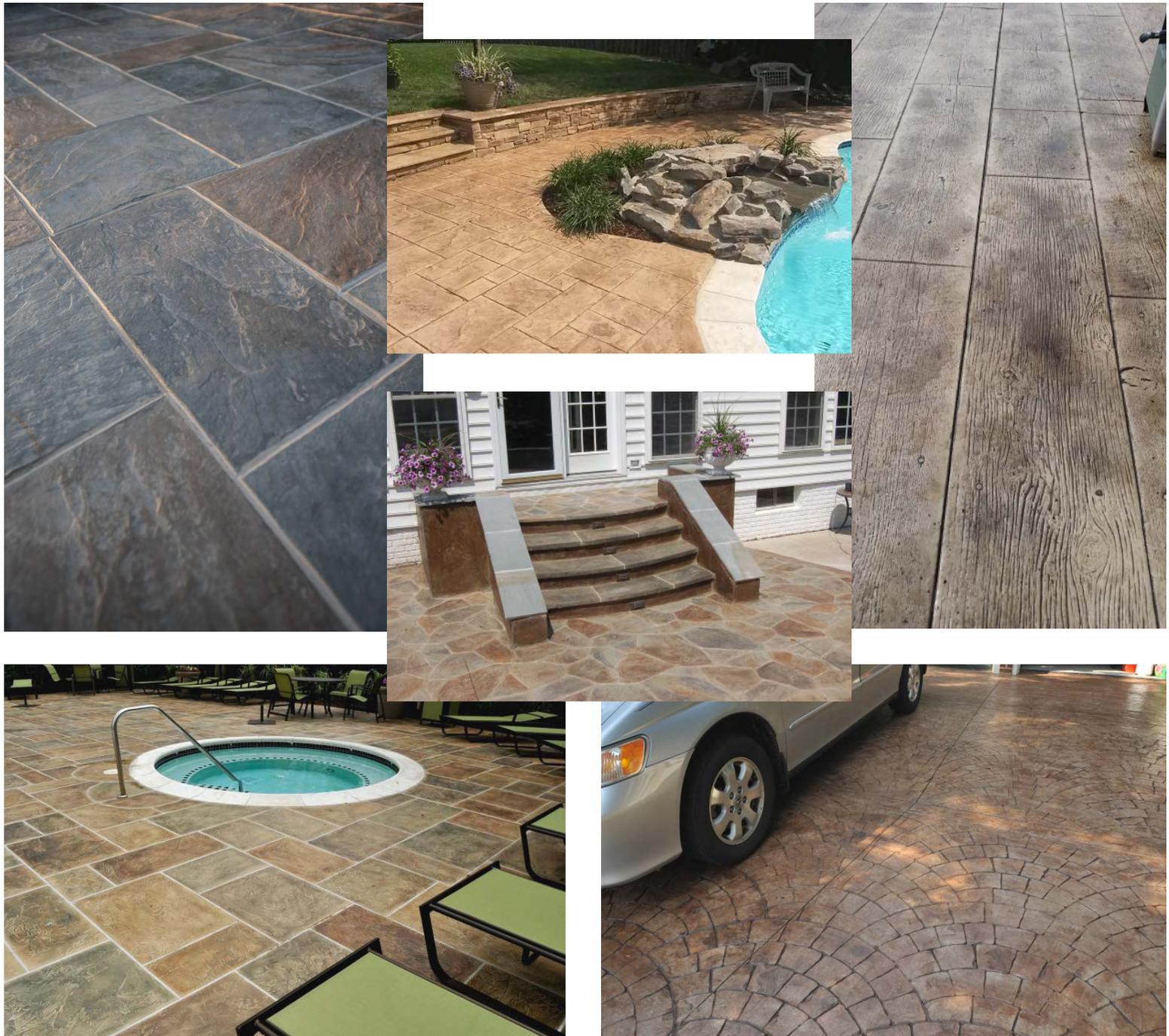
“We do it by hand putting a piece here, another there and ultimately creating our own pattern,” says Salzano.

No surprises

Some of the biggest challenges Salzano faces are educating customers on what to expect, as customers are accustomed to buying things that are essentially perfect.

“You go into a store and see a table that was made in a factory. You put your hands on it and you look it over before you buy it,” says Salzano. “Even once you get home if there's a scratch you didn't see you can take it back to the store and get your money back, or another table.”

With stamped concrete, he notes, it's a “very different animal” as something



handcrafted in your backyard will tend to have imperfections. Because of this, the company does its very best to educate the customers before starting on a project so there are no surprises.

Two things set Salzano Custom Concrete apart: its desire to educate customers through the design and installation process, and its unique multicolored stamped concrete which he came up with on his own.

“While most people use a two-color stamped concrete technique, we go back after it’s been stamped, brush in a special type of grout and by hand stain the stone

and in between the stones,” says Salzano.

While he doesn’t do this technique to every stone, about 50 to 80 percent get the accenting treatment. Most of the color happens while they’re pouring the concrete and part of it happens after they walk on it.

“At the end of the project the customers are very happy and appreciative that we took the time to work so closely with them, talking every day through the process, answering questions and just delivering good old-fashioned customer service,” says Salzano.

As a final note, Salzano is very thankful

to his family who has “put up” with his crazy lifestyle, as their house always becomes the experimental ground for his projects.

“For better or worse, we have lots of interesting concrete elements at home to enjoy every day,” says Salzano.

www.salzanoconcrete.com

See more photos from this feature online at ConcreteDecor.net

ADVERTISERS

To receive free information from any of these advertisers, circle the corresponding Reader Service number (RS#) on the Product Information Card in this issue.

ADVERTISER	PAGE	RS#
Arizona Polymer Flooring/Super-Krete Products	38	01
Barnsco Decorative Concrete Supply Inc.	5	02
BDC Supply Co.	55	03
BN Products-USA	53	04
Butterfield Color	31	05
Concrete Decor RoadShow	33	06
Concrete Polishing HQ	54	07
Concrete Polishing HQ	Back Cover	08
ConcreteNetwork.com	17	09
CTS/Rapid Set	53	10
Deco-Crete Supply/Liquid Metals	55	11
Diamatic USA	45	12
Endurable Concrete Products	15	13
Engrave-A-Crete	54	14
Franmar Chemical (Blue Bear)	19	15
GelMaxx	54	16
GranQuartz	13	17
Hi-Tech Systems	19	18
Husqvarna Construction Products	Inside Front Cover	19
iCoat Concrete Products	29	20
Innotech	9	21
Justcut Inc.	54	22
Kingdom Products	53	23
Laticrete International Inc.	21	24

ADVERTISER	PAGE	RS#
McKinnon Materials	3	25
NewLook International Inc.	51	26
Niagara Machine	7	27
Prep Tech Systems	54	28
Pristine Environmental (Mud Hen)	18	29
Quikspray Inc.	55	30
Racatac Products Inc.	55	31
Ralston Concrete/Pacific Palette (Sparkle Grain)	55	32
Runyon Surface Prep Rental & Supply	43	33
Solomon Colors/Brickform	37	34
Spin Screed Inc.	7	35
Superabrasive Inc./Lavina	47	36
Surface Shields	1	37
Surtec System	11	38
Trimaco	39	39
Trimaco	Inside Back Cover	40
Trinic LLC	55	41
Versatile Building Products/Garage Coatings	27	42
Wagner Meters	9	43
Wagner Meters	55	44
Water Cannon	49	45
Westcoat Specialty Coating Systems	35	46
Xtreme Polishing Systems/ Polished Concrete University	41	47
Xtreme Polishing Systems	41	48

Down to the Wire (Brush)

Handheld approach proves vital to flooring restoration Fayette Theatre, Washington Court House, Ohio

by Erik Pisor

WHEN broker-auctioneer Jason Langley purchased the nearly 90-year-old Fayette Theatre in Washington Court House, a small town in Ohio located between Cincinnati and Columbus, improving the local landmark's 3,000-square-foot concrete floor was a top priority.

"I thought about repainting it because it had been painted several times before," the owner of Jason Langley Realty & Auctioneers says, adding he also considered wood flooring and commercial tile.

Yet, Langley wanted a more maintenance-free option that would also expose the natural look of the slab. To achieve this, he turned to Concrete Contracting Solutions (CCS), a locally based company that thoroughly removed several layers of paint before grinding and polishing the slab.

Remake time

CCS used a G-320 propane planetary grinder from Concrete Polishing Solutions (CPS) throughout the project, as the older building was not wired to handle three-phase electrical equipment.

The CPS grinder was first equipped with a 30/40 grit medium-bond tool to initially remove the paint, followed by a metal bond on a 7-inch hand grinder to remove paint along the wall edges, says CCS president,



Photos by Trevor Patton, courtesy of Concrete Contracting Solutions

Project at a Glance

Client: Jason Langley Realty & Auctioneers; Washington Court House, Ohio

Decorative concrete contractor: Concrete Contracting Solutions Inc., www.concretecontractingsolutions.com

Scope of project: Grinding and polishing a historic theater's 3,000-square-foot floor to expose fine sand and medium aggregate.

Products used: Concrete Polishing Solutions CPS Armor Grout, Consolideck LS and LSGuard, Consolideck GemTone Stain

Most challenging aspect: Cleaning out and repairing paint-filled cracks and holes with a handheld wire brush.

Chris Paisley.

The grinder was then used to grind the floor to achieve a fine sand exposure with some medium aggregate and expose the floor's abundant cracks and holes.

"One challenge with filling the cracks was the paint placed on the floor also filled the cracks and edges," Paisley says. To thoroughly clean them out, "All the cracks needed to be wire brushed by hand."

Additionally, the floor featured some "old holes" with paint inside. These areas were also wire brushed or drilled to prepare for an epoxy repair grout, which was applied to

the sides and bottoms of all holes. To avoid widening the cracks, CCS prepped with a good wire brush, instead of routing out with a diamond saw blade.

"I never would have guessed they would have done it that way," Langley says, explaining CCS workers cleaned the cracks while laying belly down on wheeled carts. "The (repaired) cracks are awesome. You can hardly see them."

Because the old concrete was natural buff in color, the CPS Armor Grout used for filling and repairs was tinted on-site to match the brownish hue.

Following crack-related work, CCS ran a 50-grit hybrid ceramic-bond tooling followed by 100 and 200 grit tooling. The crew then applied a vendor-cut vinyl graphic to the surface using red Consolideck GemTone Stain. The edges of the floor were finished with 400- and 800-grit hybrid-bond tooling.

CCS densified the floor with Consolideck LS and LSGuard before burnishing it with a HTC Twister 1500-grit pad. The result was a polished concrete floor that gives the room a reflective shine.

“I have friends who own commercial properties and I’m telling them ‘before you go put tile down you need to look at this,’” Langley says.

In total, the project took three employees four days to complete.

For CCS, jobs that involve hand cleaning cracks or surfaces are welcomed contracts. Recently, the company hand polished 14-inch risers and treads that comprise a Kentucky high school’s stadium seating before grinding the 17- and 24-inch tall seats to achieve a salt-and-pepper exposure.

The show must go on

Following floor improvements to the Fayette Theatre, notes Langley, upgrades to the building’s lighting, drywall, banquet facility and stage have occurred, with comedy acts and school-related functions lined up along with the company’s auctioning events.

Once this project is complete, the space will again host entertainment from local and traveling shows. The community will also be able to rent the space to host gatherings of their own, such as private parties, fundraisers and wedding receptions.

Known for its marquee and terracotta roof, the theater has been a long-time fixture in Washington Court House.

Squirrely fact

From the front of the stage to the back of the room, a tunnel runs underneath Fayette Theatre’s concrete slab. The tunnel still houses a 36-inch squirrel cage fan that was used to force cool air into the theater prior to the advent of modern air conditioning.



Opened in 1928, the theater initially hosted local and traveling entertainers before becoming a part of Chakeres Theatre Inc., the oldest independent motion picture exhibitor in Ohio and Kentucky.

When disco fever swept the country, the

theater then served as a dance hall, dubbed Sounds Unlimited Disco. After that trend faded, it housed the Police Athletic League, a nonprofit youth sports organization, and was known as the PAL building. 🚗

Roll On Rock[®]

- 1 DAY INSTALL
- 60,000,000 SQ FT SOLD
- LIFETIME WARRANTY

3-TIMES STRONGER WITH REVOLUTIONARY WICKING TECHNOLOGY



 **versatile**
building products

866-570-4682
GARAGECOATINGS.COM



Water, Water Everywhere

Water-based stains grow in popularity while dyes of all kinds also make inroads

Photos courtesy of Brickform/Solomon Colors

This restaurant floor, done in ARTesian Water-Based Stains, showcases both the durability of the product and the wide range of colors available. The compass below displays the colorful hues in more muted tones.

by K. Schipper

TRADITIONAL acid-based stains may be today's gold standard for the decorative concrete industry, but their water-based cousins are growing in popularity due to their ease of application, quick cleanup and range of colors.

Hardly lingering shyly on the sidelines is yet another technology: Dyes — both acetone- and water-based.

Each technology is distinctly different, and each offers its own advantages and disadvantages. The main things to know are that surface prep is different, particularly between acid and water-based stains, and that using the right sealant for the application is a must.

While their attributes are making water-based stains an attractive option for many jobs, both suppliers and contractors say one of their best uses is complementing acid-based applications by covering holidays (bare spots) and providing highlights and depth to acid-stained surfaces.

On the up and up

Just how popular water-based stains are is somewhat open to debate. However, just about everyone agrees their use is on the upswing.

"We added them nine or 10 years ago, but they've probably become pretty popular in the last three or four years," says Tyler Irwin of the Oceanside, California-based Proline Concrete Tools Inc. "With our international stain sales, I'd estimate sales as about 60 percent acid to 40 percent water-based stains, but in the United States I'd probably flip those numbers. Water-based has become dominant over acid."

John Reynolds, director of training and technical support for Springfield, Illinois-based Brickform/Solomon Colors, says he's been using water-based stains for more than 15 years now, and more recently water-based dyes, although he isn't seeing the numbers Irwin reports.

"Acid stains are still extremely popular



for us," Reynolds says. "Brickform sells probably at least three times as much acid stain as we do water-based. However, they're coming up in popularity and competing more and more with the acid stains."

Reynolds opines that a lot of the growth of water-based stains is due to its wider variety of available colors and that cleanup is easier than when using acid-based stains,

just as the growth of water-based dyes is due to acetone's volatility.

Chuck Brunner Jr., of the Harrisburg, Pennsylvania-based Smith Paint Products, says there's also an environmental element to the acid versus water-based stain debate.

"In coastal California, you can't even put acid stains on your shelf anymore," Brunner says. "There's the corrosive nature of it, and once you've neutralized an acid, the water you've used to neutralize it with is considered a hazardous waste."

Still, in one respect water-based stains aren't that much different from acid stains. Surface preparation is critical with all products — just different.

While having a clean surface is the key to applying acid stains, when it comes to water-based products Brickform's Reynolds says it's critical to know your concrete. While a broom-finished slab will easily take a water-based stain, that isn't true with other finishes.

"If I have a hard-troweled floor, I've got to try a number of things," he says. "Whether it's acid-etching or potentially grinding the floor, it has to be opened up enough to get a water-based stain to penetrate properly."

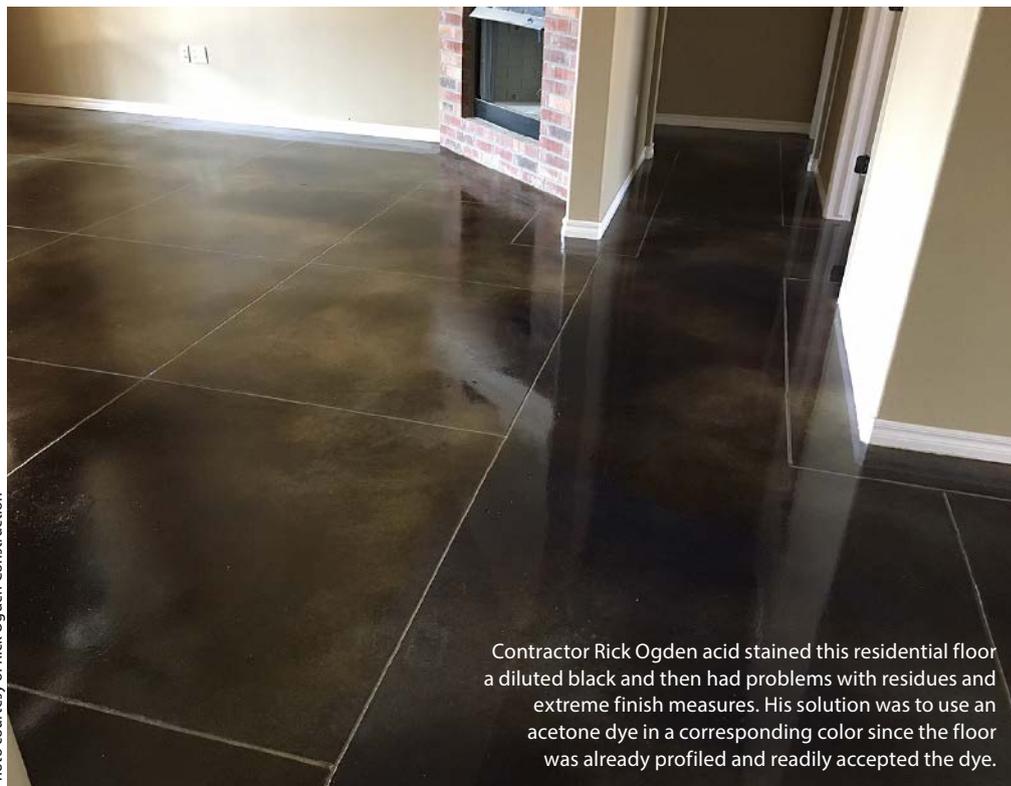


Photo courtesy of Rick Ogden Construction

Contractor Rick Ogden acid stained this residential floor a diluted black and then had problems with residues and extreme finish measures. His solution was to use an acetone dye in a corresponding color since the floor was already profiled and readily accepted the dye.

Rick Ogden, owner of Rick Ogden Construction in Pryor, Oklahoma, and a long-time user of water-based stains, agrees

that preparing the floor correctly is key. Regardless of the product, though, he says it's critical to follow directions.



GRIND, STAIN AND SEAL IN ONE DAY!

Fast drying · Highly Profitable · Consistent color · No fumes



iCOAT
DECORATIVE CONCRETE PRODUCTS
(877) 669-1110
iCoatProducts.com



Watch training videos at
<http://bit.ly/2pKMJxQ>



Countertops



Coatings



Metal Illusion

Circle Reader Service Number 20



Photo courtesy of iCoat

The first Gino's Pizza to open in Phoenix features a floor colored with iCoat's One Day Stain in medium gray with a brown accent. The area seen here at the hostess stand near the restaurant entrance is where a red-colored slab placed in 1957 meets up with a new pour.

"I use Smith's stains a lot, and they're really good stains, but you'd better follow their instructions to the letter," he says. "I've also learned not to try to shortcut things. When it says to let it dry 24 hours, you let it dry for 24 hours."

Colorful competition

Because of their broad color range (everything from earth tones to pastels), their ability to be applied full-strength or diluted to achieve different looks, and their reliability, water-based stains are often compared to acetone dyes, which are also growing in popularity.

Tim Frazier, training and tech adviser for The Stamp Store based

in Oklahoma City, explains that acetone dyes originally came from the polishing side of the industry. Brickform's Reynolds adds that a dye uses a soluble pigment different from those used in water-based stains, which are not soluble.

Dyes don't have quite the color range as water-based stains, and you don't get the same level of control a water-based stain offers, says Smith's Brunner.

"I like to layer my colors," he says. "I can start with a lighter color and then go darker and create a nice piece of art with water-based stains. With a dye you're not going to get that much control."

It's that layering ability that makes

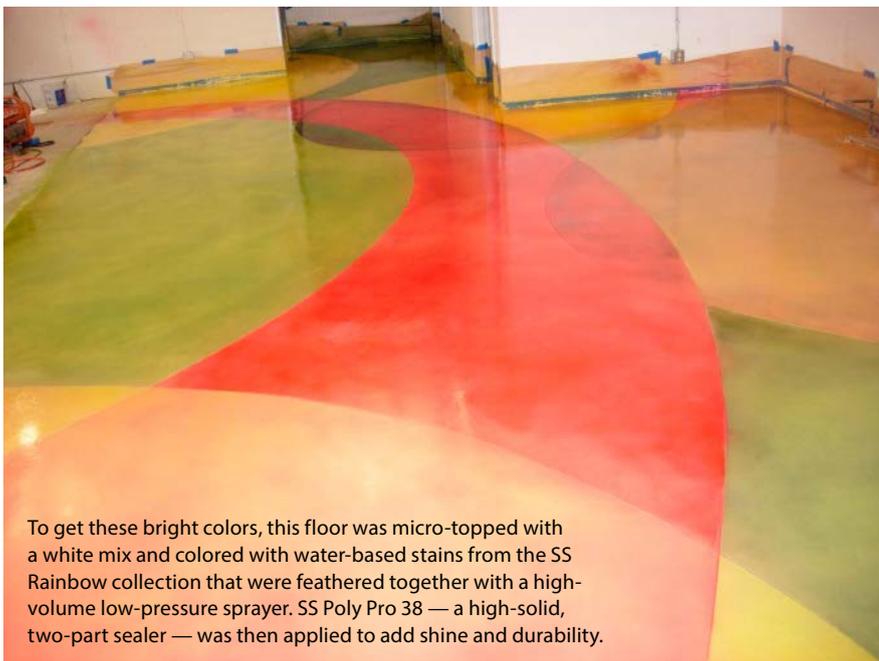


Photo courtesy of The Stamp Store

To get these bright colors, this floor was micro-topped with a white mix and colored with water-based stains from the SS Rainbow collection that were feathered together with a high-volume low-pressure sprayer. SS Poly Pro 38 — a high-solid, two-part sealer — was then applied to add shine and durability.

Down Today, Done Tomorrow

by Stacey Enesey Klemenc

If you're looking for a versatile product with a quick return-to-service time, One Day Stain from iCoat has plenty of pluses to consider. From restaurants and office complexes to pool decks and patios, it's a good choice for both commercial and residential applications

"One Day Stain is not dependent on the concrete being consistent in adjacent slabs as it masks irregularities, patchwork and even completely different colors of concrete," says Tim Phelps, owner of iCoat Concrete Products headquartered in Phoenix. The proprietary product is also not reactive so it repeatedly produces consistent coloring regardless of the surface's makeup.

The stain, which can be any color including white, can be applied as you would acid stain for similar effects or mixed as an opaque coating to hide surface variations. Generally, the product is sprayed onto the surface from a backpack sprayer and then back rolled and crosshatched.

"After it's dry enough to walk on, additional colors can be applied for various effects," says Phelps. For even more effects, you can also use spike shoes and apply wet over wet.

There's no real learning curve involved with application, he says. "It's very easy to get great results and is forgiving because it can be applied over itself again."

Each coat dries in about an hour and is ready for the next step. On average, expect a 3,000-square-foot job to take about five hours from start to finish after prepping the floor. Stained floors are ready for traffic in a few hours, Phelps says.

The One Day Stain system comprises Urethane 528 (primer and color), Superstains (pigmentation mixed as needed by the applicator) and Urethane 2112 (top coat). If desired, Phelps adds, Renew (acrylic finish) can be added as a maintainable and sacrificial top coat. The nontoxic products are low in VOCs and meet all LEED Platinum standards. In fact, Phelps adds, they can be applied while a business remains open with no harm to the patrons.

The One Day Stain is available from distributors around the world. For more information, visit www.icoatproducts.com or call (877) 669-1110. To watch an application video, go to <http://bit.ly/2pohjPd>

water-based stains a real complement to acid stains. Because many manufacturers make the same color in both formulations, it's possible to correct problems with an acid stain using a water-based application. However, Reynolds says that Brickform is also offering more dye colors that match acid stains for that same purpose

“Contractors will have problematic areas where there was a surface contaminant that didn't stain,” says Eric Hamlin, owner of The Stain Store in San Antonio, Texas. “They'll highlight that with a smaller amount of the water-based stain so they're not stacking. They can also do a two-tone depth that looks nice.”

Correcting ability is a plus

Both Smith's Brunner and Cory Huber, owner of Huber Custom Coatings in Quincy, Illinois, say the water-based stains are great for making all kinds of corrections, including when an acid stain doesn't produce quite the color expected.

“You have those times where you should have used more acid stain or you have to fill in the blanks,” says Huber. “That's where a cup gun and an air compressor come in



Photo courtesy of Rick Ogden Construction

This floor was stained Taupe with Butterfield's water-based Elements, a product contractor Rick Ogden says he was very impressed with and will definitely use again. Surface prep was the key to this project's success, he notes, followed by a wax regimen maintenance program.

handy. You can really control where the color is going and put it down in lighter lifts.”

That's not to say that surface prep isn't important with the water-based products, too. If anything, Huber says he's paying more attention to that than in the past, and

evening out the stain between applications with a microfiber mop.

Unlike both acid and water-based stains, acetone dyes lack UV stability, which limits the locations in which they can be used. However, says Hamlin, that's changing.

BUTTERFIELD[®] COLOR

Engineered Concrete Performance[®]

Integral Concrete Color | Form Liners | Color Hardener | Concrete Stains
Urethane Precast Molds | Countertop Mix | Decorative Concrete Overlays
Stamping Tools | Antiquing & Release Agents | Cures & Seals



1 - 8 0 0 - 2 8 2 - 3 3 8 8 | w w w . b u t t e r f i e l d c o l o r . c o m

“They’ve come out with UV-stable ones over the past few years,” he says. “The main thing with acetone dyes is to follow their guidelines for use and prep before you do the work. You can still have issues, but I like acetone dyes if they’re done right.”

Sealing is the secret

The secret to success with any of these products is using the best sealant for the job, says The Stamp Store’s Frazier.

“Proper preparation and then maintenance are really the keys to everything, and your durability depends on

your maintenance and wear,” he says. “The type of protectant sealant you put on top is going to determine the wear. It all depends on what your expectations are.”

Of course, that requires information, and Ogden says there’s probably nothing more important that his fellow contractors can do than get the right information from the manufacturers and suppliers before they start any job.

“The products are only as good as the user,” he says.

For those who take the time to learn the ins and outs of water-based products, the

results can be first rate though, Brunner says.

“I think they’re being put on everything from rockscapes to verticals and horizontals,” Brunner says. “I’m always amazed at the pictures we get in. Just because they’re a little more dependable, I think water-based systems have found a home in this industry.”

www.brickform.com

www.hubercustomcoatings.net

www.prolineconcretetools.com

www.thestampstore.com

www.thestainstore.net

www.smithpaints.com

For public art, water works well

By K. Schipper

Every craftsman likes to consider himself an artist, but Steven Ochs fits the bill more than most. A professor of art at Southern Arkansas University, Ochs also owns Public Art Walks and is considered a leading purveyor of concrete public art in the form of murals.

Ochs started using water-based stains for his projects more than a decade ago. For him, working with concrete is similar to working on thick, absorbent paper, and the stains remind him of a medium familiar to many artists.

“It’s so much like acrylics or watercolors,” he says. “The first time I used it, I thought this feels very familiar; it’s like it wasn’t a new material to me. I just added water, stirred it up and thought, ‘I know how to use this.’”

Ochs explains that he began working in concrete when he started helping a friend doing residential work.

“We kind of upped it to meaningful imagery for the residents,” he says. “The goal was to communicate who these people are and how they want their guests to feel. It started out as decorative concrete and then it became public art.”

Ochs says there are several reasons he prefers working with water-based stains, starting with the simple fact that what you see is what you get.

“Other than drying a few shades darker, you get exactly what you see,” he says. “It’s not like an acid where you’re relying on a chemical reaction



Photos by Steven Ochs

and hoping it’s light enough or dark enough. With acid you also don’t know when it’s going to work.”

He stresses the importance of good cleaning and profiling of the concrete before he applies any water-based stain, but says once that’s done, even if there are mistakes, it can be very forgiving.

“You can mix it very thin and use it like a wash,” Ochs says. “You can build it up, you can overlap it, or you can use it in almost a concentrate form for an opaque result. You can create the look you’re going for.”

Just about any technique that works with acrylic paint will work with water-based stains, including using an air brush, or doing wet-on-wet or wet-on-dry applications, Ochs adds. And, while it’s typical to work from light to dark, by going dark to light, it’s possible to create illusions of depth.

As a general rule, Ochs says if he’s doing a residential job he tries to use stains directly from the bottle. The reason: if something heavy is dragged across the stained surface, the repair is easy. For his public art pieces, “Everything is custom mixed.”

The final touch, of course, is a good sealant.

“I use a solvent-based acrylic in a couple of thin layers so it’s breathable and protected,” Ochs says. “Then, I’ll put down two or three layers of a water-based mop-on sealer — something with 35 or 40 percent solids — because everything you do with a water-based stain is pure aesthetics. The end result is all about the sealer and maintaining that sealer.”

COMING SOON

TO A SUPPLY STORE NEAR YOU

concrete DECOR

ROADSHOW

THE WOW-FACTOR DELIVERED

SEE WORLD-CLASS TRAINERS IN ACTION AT THESE UPCOMING CONCRETE DECOR ROADSHOW EVENTS:

SOLOMON COLORS/BRICKFORM

Aug. 17-19, 2017

Springfield, Illinois
(800) 624-0261

NEBRASKA CONCRETE AND AGGREGATES ASSOCIATION

Sept. 24, 2017

Omaha, Nebraska

CONCRETE DECOR SHOW

Nov. 6-10, 2017

Innisbrook Resort
Palm Harbor, Florida

RoadShow.ConcreteDecor.net

CONCRETE DECOR ROADSHOW SPONSORS





Where the Concrete Doesn't Run Deep

The easy appeal of
stamped concrete overlays

With as little as one quarter inch of material, such as the Stamp-It overlay from Westcoat, a plain concrete patio can be transformed into an expanse of textured concrete with a custom blend of colors.

by David Searls

WHO doesn't like the look of stamped concrete? It can add a touch of elegance to everything from commercial and retail projects to public spaces and residences. But what if traditionally stamped concrete isn't an option? What if the customer already has a concrete surface and a rip out isn't in the budget? Or the space is difficult to access, making it a real challenge to remove broken slabs? In these scenarios, the solution may be a stamped concrete overlay.

Stamped concrete overlays have all the aesthetic advantages of conventional stamping or paving, but they're easier and almost always less costly to install. All you need is a fairly decent slab foundation.

"It's less labor-intensive than a (regular) stamp job and more controllable," says Mike McAnulty, president of Vegas Hardscape, a decorative concrete and coatings company in Las Vegas. "We've done a 600-square-foot patio in three days."

The overlay advantage

Overlaying is simply a matter of laying a concrete topping of only a quarter-inch or so over an existing slab and stamping that new surface. Aesthetically, you can end up with the same coloring and texture that mimics the look of brick, stone, marble or whatever texture you're after on a newly poured, thicker slab.

"Most of my residential customers have an existing concrete standard gray broom finish. I show them how it's less expensive to install overlays than to tear out the existing concrete and start over," says McAnulty. "I also see a lot of customers who prefer a rock look. But natural stone requires a lot more maintenance, so I show them how they can get the same effect with stamped overlays."

Affordability is always an issue, and contractors who can overlay have a built-in advantage.

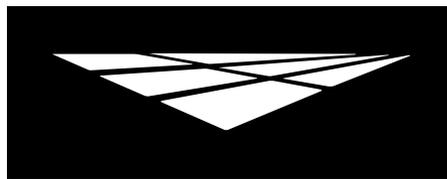
"We're in western New York, and budgets are still tight whether it's residential or commercial," says Jim Boyce, operations manager at Rhino Concrete in Pittsford. "A lot of times people don't really have the money to tear something out. But as long as it's stable concrete, we can go over the top of it with the polymer concrete."

Paul Koury, president of Westcoat Specialty Coating Systems in San Diego, calls downtime another factor. "Sometimes the motivation is turnaround, especially



Photo courtesy of Vegas Hardscape

After installing Westcoat's TC-6 overlay tinted with Sahara stain and antiqued with a Mocha-colored release, contractor Mike McAnulty stamped this driveway with an Old Granite pattern from Proline. It was then sealed with Arizona Polymer's Poly 250.



Circle Reader Service Number 46

when it's a commercial building or retail establishment," he says. "You can't be long out of service. It's more expedient to go over the top as long as you have a good substrate."

Koury also points out the environmental advantages of overlaying when there's an existing slab. "There's no reason to throw away 4 inches of concrete in the dump when you can make it look good again with a half-inch (or less) of concrete over the top,"

he says.

Noe Serna, president of Southbay Decorative Concrete Supplies in Chula Vista, California, says that many of his customers raise eyebrows when the subject of overlays comes up.

"Most of the questions I get about the product have to do with the durability," he says. "A lot of people are used to concrete and they can't believe a quarter-inch overlay is going to hold up to factors like the weight

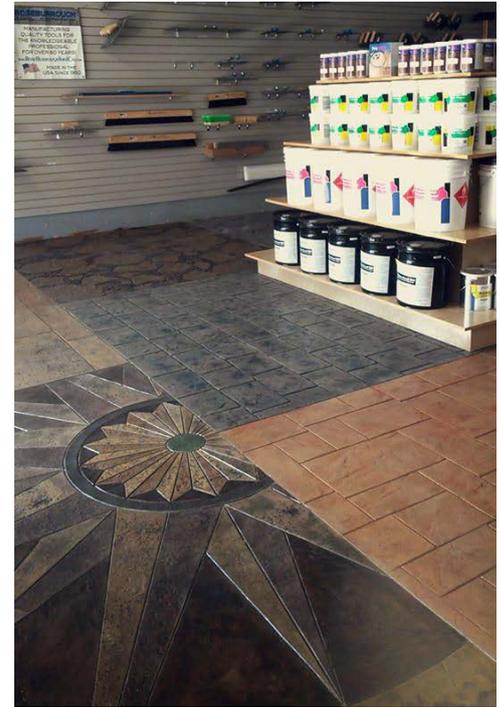


Photo courtesy of Southbay Decorative Concrete Supplies

Noe Serna says he's been using overlays for nearly 15 years inside his home and on his driveway. He now has it in his store, where forklifts are all over it. He's never had a problem with any of it.

of a car. I tell them it will last as long as the base. I've been playing with this product for about 14 years. I've used it inside my home and on my driveway. And I've got it in my store now, where we drive forklifts over it and I've never had a problem."

Based on his southern California location, Koury says contractors sometimes push overlays because they're working on difficult terrain. "California backyard pool decks might be a story or two lower in a canyon," he says. "It's difficult to pull out the existing concrete and figure out how to get it out of there. It can be much easier to overlay the top if it's in good condition."

How to apply

Koury offers three simple words when outlining the key to job success with overlays: "Substrate, substrate, substrate." The condition of the slab and the prep work done on it, he says, spell victory or doom.

"Make sure the substrate is on stable ground," he says. "If you try to prep a bad substrate, it's not going to get much better. The overlays can crack, too, just like regular concrete."

That echoes the advice given by all our experts: invest your time wisely by carefully prepping.

"We'll go in one day and do the prep work, pressure washing and priming the

Watch the weather

by David Searls

When working with stamped concrete overlays, experts caution you to keep your eye on weather and temperature conditions

"A warm temperature and dry conditions will cause the product to dry too quickly. Cold and wet make it dry slower," says Paul Koury, president of Westcoat Specialty Coating Systems. "We have accelerator additives to speed the dry up and decelerators to slow it down" as part of the Westcoat Stamp-It System.

Try to avoid working the overlay job if it's below 50 F or warmer than about 85 F, experts warn.

"Put it down in the morning" for maximum sun protection, advises Jim Boyce, operations manager at Rhino Concrete. "You're only putting it down

a quarter to three quarters of an inch thick. Depending on the temperature, you're going to have to get to it in a half hour or an hour at the most. It's a lot different than working with regular concrete. It'll harden quick. If you're not really careful, you're going to be scraping it off and reapplying."

Some weather tips are very simple. "Put ice in the mixes to slow down the drying a bit and, of course, keep your material in the shade," says Koury.

Also look out for strong wind in the forecast. It can throw around dust and affect curing times.

Working inside carries a whole other set of challenges. "You have to do a lot more planning," says Boyce. "You've got to set up your mix station outside as close as possible to the job and make sure you won't trap yourself in a corner."

Proper lighting is important, too, says Boyce. "If you don't have the right light when you're stamping you might mess up the stamping impressions because you're seeing shadows that aren't there. Also, you'll be using different sealers on indoor jobs than outdoors — water-based rather than acrylic sealers. So make sure you're showing accurate sample boards to the customer because you won't get the same look with a different sealer. You won't get the same shine unless you move to a urethane when working inside."

Boyce also cautions to turn off HVAC systems and ceiling fans since they can dry out the overlay too quickly or mix in dust — just like outdoor work on a windy day.



Photo courtesy of Westcoat

Photo courtesy of Rhino Concrete



Contractor Jim Boyce created this rustic wood-looking patio by stamping an overlay with Butterfield's Gilpin's Fall Bridge Plank pattern. The topping was colored with Butterfield's Burnished Taupe and antiqued with Storm Gray and Deep Charcoal.

slab," says Boyce. "Then we'll go in the next day and set up the mix station and, while one guy's getting all the colors accurate, we'll have two guys applying and one stamping. On the third day, it's really a half day as far as going in and washing the slab down, getting it ready for sealing. Really, we can do a 600- to 800-foot space in a three-day process without any problem."

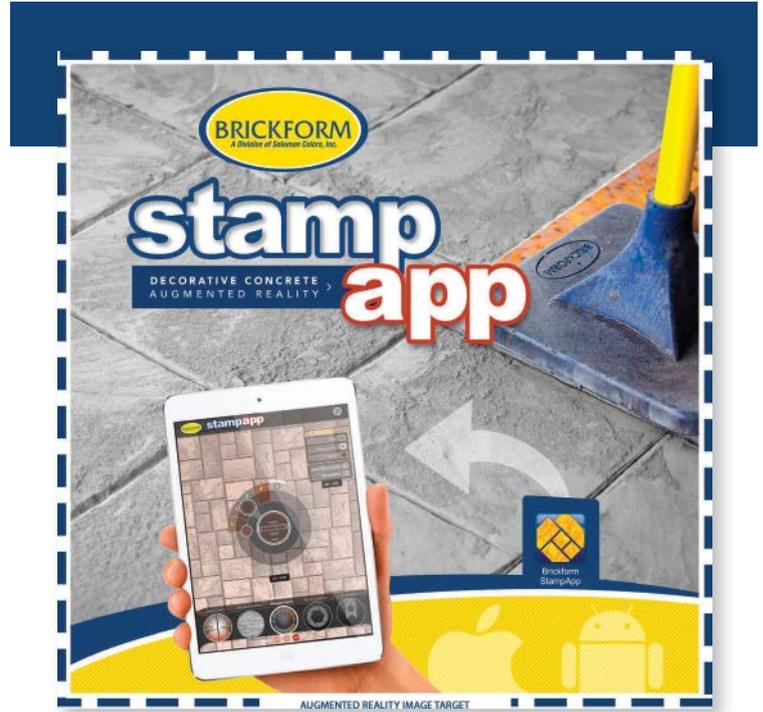
During the prep stage, says McNulty, "we'll make sure there won't be a moisture problem in the substratum. We'll use a vapor barrier or a moisture control system if we think there might be. For assurance, we almost always use an epoxy with a full broadcast of sand as a primer after diamond grinding. We'll conduct calcium chloride testing on interior concrete substrate jobs to test for moisture. We'll also prepatch cracks, if necessary. Then we'll start with diamond grinding the surface to take out surface stains and provide a good bond."

For the overlay stage, McNulty uses Westcoat TC-6, a dry polymer-based cement that comes in 50-pound bags. "We mix

Photo courtesy of Vegas Hardscape



A formerly drab concrete driveway comes alive with an Italian slate pattern.



welcome TO THE future

WITH DECORATIVE CONCRETE AUGMENTED REALITY

Ever wonder what your home would look like with the addition of stamped concrete? Find out with the Brickform StampApp!

Using advanced Augmented Reality technology, you can create your own custom stamped concrete using our most popular textures and colors. See how the colors and patterns work with your home by viewing it all together on your screen. Just download the app from **iTunes** or **Google Play** stores, point your tablet at the image target above, and get immersed in the exciting new app.

Print convenient tabletop image targets or request free full-sized image targets at our website:

www.stampapp.net



SOLOMON COLORS, INC. • (800) 624-0261
4050 Color Plant Road, Springfield, IL 62702 • 1371 Laurel Ave., Rialto CA 92376
An Employee Owned Company

Circle Reader Service Number 34

it with five quarts of water, and apply it to the surface with a 3/8-inch gauge rake to maintain consistency, and use a magic trowel and steel trowels to remove the gauge and spike shoe marks,” he says.

When it comes time for stamping, Boyce recommends a generous application of a liquid release first. “(The concrete mix is) almost a peanut-butter consistency, so if you get on it too soon (stamping) or you don’t have enough release material applied, you’ll start pulling on it and the stamp will stick to it.”

Koury advises making sure all edges are terminated effectively and properly beveled. Tires ramming continuously against an unbeveled edge could crack the surface.

For coloring or tinting, you’ve got two basic options. “You can add integral color which is pretty simple now,” says Serna, adding that his store carries 20 to 30 different colors. “It comes in one bag and all you do is add water.”

The other way, he says, “is to get the overlay down and then dust the color onto the surface before stamping.”

Serna says that the integral colors are mostly available in the mid-range tones. If you’re looking for a color that’s particularly light or bold, you should go with the dusting method.

When it comes to coloring, Boyce advocates using one very experienced person to do all the mixing. “You don’t really want to start having multiple people mixing because they’ll get different colors and consistencies,” he says. “I want it to look like a stamped concrete hardscape, not like an overlay. If you don’t control your mixes you can get blotching really quickly and you’re not going to be able to get it out.”



Photo courtesy of Butterfield Color

Watch and learn

If you want to see the full process of how to use a stampable overlay to transform an existing interior concrete floor, visit www.butterfieldcolor.com/training-videos.php and click on the first video listed. The video, which features Butterfield Color’s T1000 Stampable Overlay, is available in both English and Spanish.

The tutorial covers proper application, necessary tools and professional techniques, including floor preparation, priming, mixing, coloring, stamping, texturing, detailing, antiquing, saw cutting and sealing.

Boyce adds additional steps to give his customers a more vintage look.

“Typically, we’ll add three or four different colors in our antiquing schemes to provide good depth on the overlays,” he says. “Especially on the wood (look). We’ll put two broad antiquings over the top and then I’ll go back and hand-antique the knots in for a realistic look.”

Do the job right, experts maintain, and you’ll end up with stamped concrete surfaces that fool the eye, please the wallet and win you referrals.

Training help available

You’ll find plenty of help online. Check out current training offerings at www.concretedecor.net and subscribe to our newsletter for updates. Tutorial videos are available at www.concretenetwork.com, www.butterfieldcolor.com and from various sources on YouTube. One-on-one training is also regularly available through Westcoat and Southbay. And the Concrete Decor Show is planning to host a stampable overlay workshop run by Stone Edge Surfaces (formerly Flex-C-Ment) in Florida this November.

In addition, Koury recommends reading International Concrete Repair Institute guidelines for concrete prep before applying toppings. 

-  www.rhino-concrete.com
-  www.southbaydcs.com
-  www.vegashardscape.com
-  www.westcoat.com

FEELING WEATHERED?
WE CAN HELP WITH YOUR CURB APPEAL!

S-1800 Super-Stamp® Gray & S-1801 Super-Stamp® White are ready-mix proprietary blends of a specially modified water-resistant, acrylic co-polymer resin. They’re mixed with various sized aggregates formulated to maintain a 1/4” thick profile that can be stamped or textured using specially designed tools and templates. Super-Stamp eliminates the need to remove and replace concrete, whether new or old, while beautifying and increasing curb appeal.

- Revolutionary 1/4” overlay system
- Does not require the use of a bond coat or primer
- Available in white and gray
- S-9500 Color Stain™ can be applied over the finished, stamped product to create a natural look that resembles true stone or a custom colored appearance
- Designed to be part of a system and is not intended to be used alone

Super-Krete® Products
Decorative Concrete and Concrete Repair Systems
Super-Krete Products is a division of Arizona Polymer Flooring

APF
Arizona Polymer Flooring
800.562.4921 | 623.435.2277
www.apfepoxy.com | www.super-krete.com

BRILLIANT BEYOND THE SURFACE™

AQUA SHIELD®

DUST-FREE

FIRE RETARDANT CONCRETE PROTECTION

- 10MIL / 25MIL / 40MIL THICKNESS
- LIQUID RESISTANT
- IMPACT RESISTANT
- MADE IN USA
- RECYCLABLE
- REUSABLE



BIG JOBS NEED BIG PROTECTION.

 **TRIMACO**

www.trimaco.com | 800.325.7356

 facebook.com/TrimacoLLC

 twitter.com/TrimacoLLC

 instagram.com/Trimaco_LLC

The Polishing Consultant

How Asbestos Abatement Affects Polished Concrete

by David Stephenson

ASBESTOS is a class of minerals valued because of its strength, flexibility and fire resistance. These minerals are made up of thin fibrous crystals that are made of millions of smaller microscopic fibers called fibrils. Asbestos has been mined for about 4,000 years but became common in the late 1800s, with widespread use continuing through the late 1980s. While asbestos was used in many different materials for a variety of reasons, the area that affects the decorative concrete industry is its use in floor tiles and mastic or glue for floor tiles.

There's no way to tell if tiles or mastic contain asbestos just by looking at a floor. Some characteristics give clues, but to be safe any vinyl tile and tile mastic installed before 1990 should be tested prior to removal.

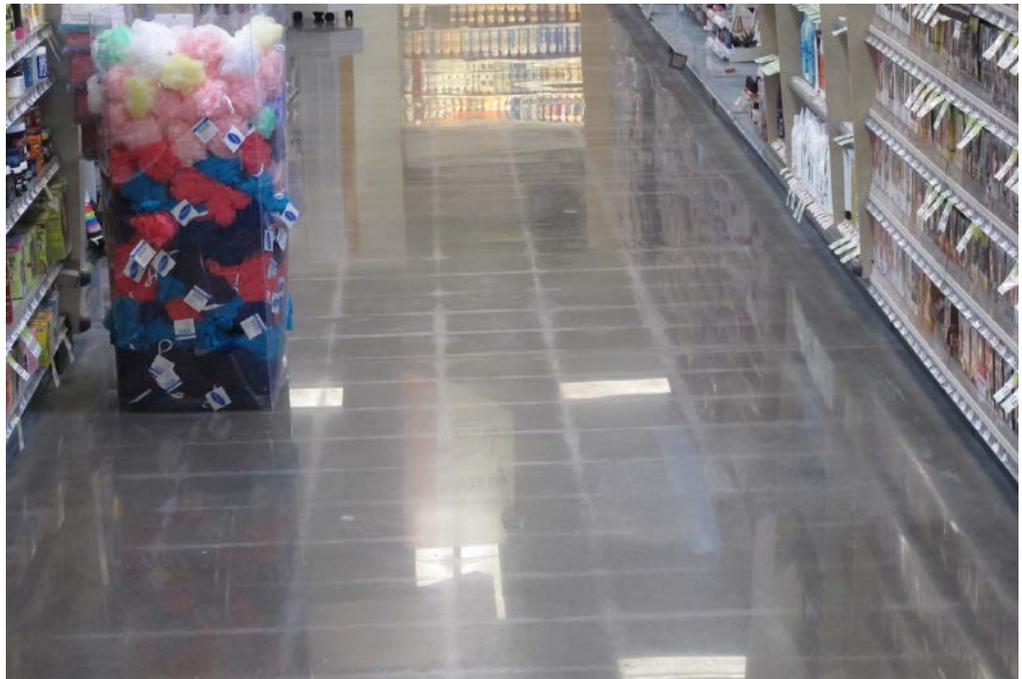
What makes asbestos so dangerous is that when the materials are disturbed, those microscopic fibers are released into the air. When breathed into lungs, these fibers can't be expelled or dissolved so they build up very quickly. They not only can cause several types of cancer but they also can limit the amount of air one can breathe.

The Environmental Protection Agency and OSHA have approved processes called asbestos abatement to remove tile, glue or mastic that has greater than 1 percent asbestos identified through testing. Since the usable life cycle for floors installed from 1970 until 1990 has passed, more and more remodeling projects are involving owners who are finally having to abate.

When the brand standard is polished concrete, this causes confusion and issues at the time of construction. In this article, I intend to clarify what to expect and give you a plan of action for what needs to be done after abatement to provide an acceptable floor finish.

Asbestos in the tile only

Polished concrete contractors should never try to grind floors that contain asbestos. Abatement contractors are specialized and must totally and



Asbestos tile tends to show ghosting after removal.

methodically encapsulate an area so none of the contaminated dust or fibers leak out.

When the tile alone contains asbestos, it can be removed without destroying the concrete underneath. However, be aware that floors where the tile alone is removed tend to have a much greater chance of ghosting patterns being visible in the surface. (See photo above.) I see this result in about 20 percent of the floors that must be abated.

These floors are fine to polish using standard polishing processes, as long as your customer is aware that the VAT (Vinyl Asbestos Tile) pattern will be visible in the surface paste of the polished concrete. Dying the floor won't hide this pattern. In fact, it tends to exaggerate the ghosting.

Asbestos in tile and glue

Most of the floors that have asbestos tile also have asbestos glue or mastic. When this situation occurs, the glue, including what's imbedded into the pores of the concrete and any cracks, must be 100 percent removed

during the abatement process.

The most common resulting finish after abatement looks like the floor has been shot blasted. (See photo below.) The top 1/16 to 1/4 inch of the concrete is entirely removed to ensure that all asbestos containing material is gone from the site.

As a polisher, this type of abatement is harder to deal with. First, you must explain



When the glue or mastic is abated, the finish is usually shot blasted, removing the entire paste cap of the slab.

to your customer that the resulting finish will be exposed aggregate. There is no way to use the existing slab and not expose the aggregate after the paste cap has been removed. This will also affect the color of the floor.

Different areas of the country have different color aggregate in the concrete — typically white, gray, tan, brown, dark brown or black aggregates. As these are exposed, they'll determine the overall color. You can dye the floor, but the rocks are typically too dense to accept color. However, the cement surrounding the rocks will take color just fine.

This situation requires large samples to be completed to show the overall look of the aggregate with the selected dye color. I recommend a minimum of 250 square feet per sample area.

Fill the voids

All areas with exposed aggregate need to be grout coated. During the process of mixing and placing concrete, the aggregates trap air in small bubbles. When you expose these aggregates, these small air voids are exposed, too. They are typically the size of the tip of a ball point pen, but there will be thousands of them.

If these holes aren't filled, they'll lower the overall gloss of the polished concrete finish and trap dirt and grime for the remainder of that floor's life. After you place your sample, you should select a grout color that is a close match to the concrete or the concrete after dye. This way when you grout the floor and grind off all the material remaining at the surface, the filled voids will match the overall look of the floor. (See photo below.)



When aggregate is exposed, you need a grout that is close to the color of the cement paste. Seen here, the grout in the light reflection area is not yet as high gloss as the rest of the floor. When polished it is almost impossible to see if the color is selected properly.

Up your comfort level

Polishing floors that have been abated is not something to be afraid of. Abatement contractors are required to have the floor tested after they complete their work to ensure that all asbestos-containing materials have been removed. The concrete can be polished if you have a good idea what to expect.

Over the next five years, you'll see more and more floors being abated. This is a result of the age of the buildings, the durability of the flooring material installed 30-40 years ago and legislation that requires abatement.

Some manufacturers are developing systems to aid with projects involving

asbestos removal. One that comes to mind is Skudo, a floor protection manufacturer that has developed a mat system to encapsulate asbestos floors and allow a cementitious overlay to be installed without affecting the dangerous substrate.

With the knowledge you've gained from this article, I hope you'll feel comfortable providing quality polished concrete floors where asbestos abatement has occurred. 🛠️

David Stephenson owns Polished Concrete Consultants, based in Dallas, Texas. As a consultant, he offers decorative concrete programs for retailers and troubleshooting for a wide range of clients. Contact him at david@polishedconsultants.com.


POLISHED
 CONCRETE UNIVERSITY

STEP by STEP
ONE WEEK
TRAINING
SCHOOL

PCU will give you the advanced technical skills & knowledge of providing complete floor projects from start to finish including:

\$1,500.00 **SPACE IS LIMITED. SIGN UP TODAY!**

- Self Levelers
- Micro Toppings
- Epoxy & Polyaspartic Floors
- Stains & Dyes
- Topical Polished Floors
- Mechanically Polished Floors

 (855) 890-7880

 polishedconcreteuniversity.com

 facebook.com/polishedconcreteuniversity

Circle Reader Service Number 47



AN AMERICAN GRINDER COMPANY!



CONCRETE GENIE
\$5,750
 Ideal for residential & commercial



BABY MAMMOTH
\$12,495
 Ideal for light commercial



MAMMOTH
\$18,995
 Ideal for commercial & residential

Circle Reader Service Number 48

Your One Stop Shop For Polishing Equipment & Supplies!

 xtremepolishingsystems.com

 877-958-5732

 facebook.com/xtremepolishingsystems

 youtube.com/user/XtremePolishing



Gauging the Grinder

Polished concrete contractors must first zone in on objective

Photo courtesy of David Padgett, Concrete Polishing Solutions

by Joe Maty

KNOW your business and you'll know what kind of equipment fits your needs.

Sounds simple enough, right? But when the business decision involves one of the largest and most important investments a polished concrete contractor will make — a grinding/polishing machine — an understanding of the business and its objectives is essential.

That's a primary message from David Stephenson, a former contractor and now president of Polished Concrete Consultants, who advises contractors on a range of business and technical issues.

Jim CuvIELLO, a longtime polished concrete contractor and owner of CuvIELLO Concrete and Terrazzo Polishing, delivers a similar message. The polished concrete contractor's market positioning — residential, commercial or both — is pivotal in determining strategic business decisions on core equipment investments.

What's your line?

Stephenson has been there and done that, and knows polished concrete and its history from the early days of its rise to prominence in the decorative concrete trade.

"In the world of polished concrete, you have a couple of different types of contractors," Stephenson says. "So you need to decide what kind of contractor you'll be and what kind of market you'll target."

This boils down to:

- The contractor that specializes in larger projects and square-foot volume, or
- The contractor that seeks to build a custom-design type of business that makes its mark with artistry, creativity and skill.

This positioning strategy plays a central role in determining what kind of machines the contractor should consider, he says.

Porsche or pickup truck?

A sizeable share of the grinder market

consists of high-performance machines that produce great-looking results, along with lighter weight and options that offer wide speed variability and a great deal of control. These units, typically belt driven, can turn out "super-good floors, high-quality floors," Stephenson says. This kind of machine is "tuned for performance," but can require more maintenance.

The other category of grinder consists of the "pickup truck" variety — robust, built heavier, used as much for demanding prep work or coatings and grout removal as for polishing and honing. These grinders are workhorses, churning the square footage and boasting durability and reliability. The polish is serviceable, but certainly not museum grade.

Stephenson recalls an occasion as a contractor some years ago where a machine of this type fell off a truck into a highway, and "it ran just fine. Years later it was still running, even though it had bounced down the highway."

When looking to start up a polished concrete contracting business or add this component to a contractor portfolio, the business owner needs to ask whether the objective is an industrial-polishing focus — delivering acres of polished concrete in institutional buildings, office buildings, schools, big-box stores, warehouses and other large spaces. Or is the contractor's business model built around smaller projects that feature artistry, skill, creative expression and unique concepts?

The contractor's geographic market also figures into the business model and resulting equipment decision making, Stephenson says.

In a major metropolitan area such as Chicago, Houston and New York, logistics play a role. Is there room for a generator and the ability to move the equipment adequately? Does a propane-powered machine make more sense? And where is the greatest potential to pursue clients — residential and small-business customers or sprawling warehouses, big-box stores and office space?

"With smaller contractors, they may have gotten sold on a piece of equipment without knowing the kind of job they are going after, and find they have a high-performance grinder when they need a heavy-duty machine," Stephenson says.

Right-sizing for the market profile

Cuviello, the founder of the Concrete Polishing Association of America, now part of the American Society of Concrete Contractors, says the contractor's market focus can also factor into some very basic equipment functions.

"Is it residential, commercial or both?" Cuviello asks. In the residential market, three-phase electric power is rarely available on-site. The choice for the contractor is transporting a generator or using machines that run on 110-volt or 220-volt single-phase power. This, in turn, can translate into a need for a heavier power cord; heavier also means weightier.

What about the contractor's range of services? If this includes heavy surface prep as well as polishing, a machine with adequate weight and power will be needed, Cuviello says.

Job size and surface dimensions also make a big difference in determining grinder decisions. Smaller machines make sense if buildings are divided into many

rooms and tight corners are prevalent, while open areas of 1,000 square feet or more are best handled with a machine with a larger working dimension. On the other hand, a contractor could optimize productivity by using several smaller machines on one large project or multiple smaller projects, Cuviello says.

Do the research

Stephenson advises doing the research to find out what kind of equipment the manufacturer specializes in — and even

look at the kinds of projects they profile on their website.

Once the business model takes shape, the owner can narrow the choice of grinding equipment to a few candidates. From there, it's a matter of investigating the machine maker's track record on quality, service and, of course, the price tag.

"Especially with polished concrete, price should be viewed as the least important thing," Stephenson says. "One machine may cost thousands of dollars less than another

(continued on page 46)



RUNYON **SALES**
SURFACE PREP **RENTAL**
RENTAL & SUPPLY **REPAIR**

Your Concrete Polishing Equipment & Supplies One-Stop Shop
Our goal is to keep you happy, and most importantly, help you grow your business.

GRINDING & POLISHING



DUST EXTRACTION



MIXING & OVERLAYS



Contact US TODAY to schedule an OSHA Training

REPAIR WORK & EDGING



MAINTENANCE



COLOR & CHEMICALS



full-service Rental | Repair | Stocking Distributor

runyonsurfaceprep.com | 888.988.8620



Model	MSRP	Total weight (lbs.)	Grinding pressure (lbs.)	Power requirement	Propane option?	Cutting-path width (in.)	Est. sq. ft. per hour, metal bonds	Est. sq. ft. per hour, resin bonds	Wet cut option?	Drive type	On-board computer?	Remote control option?	Vacuum requirements
ASL MACHINES USA www.aslmachinesusa.com													
 T2	\$4,590	300 w/o optional 44		220/240V 1 or 3 phase	No	20"	2,000-3,000	2,000-3,000	Yes	Rotary gear	Yes	No	300-400 CFM
 PRO 9	\$18,750	802		Propane	Yes	30"	5,000-6,000	5,000-6,000	Yes	Planetary, gear	Yes	No	300-400 CFM
 RT1	\$25,500	932		380/440V 3 phase 220/240V 1 or 3 phase	No	30"	6,000-7,000	6,000-7,000	Yes	Planetary, gear	Yes	Std.	300-400 CFM
AZTEC www.aztecproducts.com													
 UltraEdge	\$8,495	478	75-175	Propane	Std.	13"	750-1,000	1,000-1,500	Yes	Gear	No	No	Dust control ports included
 Refresher	\$8,995	500	330	Propane	Std.	30"	750-1,000	1,000-1,500	Yes	Planetary, belt	No	No	Dust control ports included
 UltraGrind	\$13,995	930 w/ water	Up to 780 lbs.	Propane	Std.	30"	750-1,000	1,000-1,500	Yes	Planetary, gear	No	No	Dust control ports included
BARTELL GLOBAL/INNOVATECH www.bartellglobal.com													
 P1800	\$10,995	390	220	208/240V 1 phase	No	18"	400	700	Yes	Planetary, belt	Yes	No	258 CFM
 P2400	\$18,350	652	378	230V 1 phase	No	24"	800	1,300	Yes	Planetary, belt	Yes	No	353 CFM
 P32N	\$24,725	900	604	400VAC or 460VAC 3 phase	No	32"	1,200	1,800	Yes	Planetary, belt	Yes	No	353 CFM
BLASTRAC NA www.blastrac.com													
 BGS-250-115 V2	\$2,590	165		115V	No	10"	350	n/a	No	Gear	No	No	184 CFM
 BG-250MKII	\$3,999	322		Gas or electric	No	10"	750	n/a	No	Gear	No	No	184-290 CFM
 BMG-435-115V and BMG 435-230V	\$5,995	254		115V or 230V	No	17"	500	700	No	Planetary, belt	No	No	184-290 CFM
CONCRETE POLISHING SOLUTIONS www.go2cps.com													
 G-250	\$17,900	600	342-414	230V 1 phase	Yes	25"	450-500	3,500-4,000	Yes	Planetary, belt & gear	On electric model	No	400 CFM
 G-290	\$19,500	730	400-470	480V 3 phase	Yes	29"	500-600	4,500-5,000	Yes	Planetary, belt & gear	On electric model	No	400 CFM
 G-320D	\$24,500	896	715	480V 3 phase	Yes	32"	600-800	5,500-6,000	Yes	Planetary, belt & gear	On electric model	No	400 CFM
DIAMATIC www.diamaticusa.com													
 BMG-555 PRO	\$9,900	600	150	230V 1 phase	No	22"	Up to 650	Up to 800	Yes	Planetary, belt	Yes	No	260 CFM
 BMG-735-P	\$19,900	890	500	230V or 480V 3 phase	Yes	28"	Up to 900	Up to 1,000	Yes	Planetary, belt	Yes	No	370 CFM
 BMG-780 PRO	\$23,900	961	600	230V or 480V 3 phase	No	30"	Up to 1,200	Up to 1,400	Yes	Planetary, belt	Yes	Yes	370 CFM



NOW AVAILABLE IN MORE THAN 50 LOCATIONS IN NORTH AMERICA

**RENTALS • TOOLING
TREATMENTS • TRAINING
EQUIPMENT**

Come and join your polishing professionals – the industry's most complete service and distribution network.



- ARAMSCO
- PANTHEON
- TOM DUFFY
- STANDFAST
- SAFETY EXPRESS

TOM DUFFY COMPANY
WHOLESALE FLOORING PRODUCTS

AramSCO
A SAFEGUARD INDUSTRIAL COMPANY

interlinksupply

SAFETY EXPRESS
an AramSCO company



**PANTHEON
SALES + RENTALS**



SAN DIEGO • PHILADELPHIA info@diamaticusa.com • (866) 295-5512 • www.diamaticusa.com

©2016 The Diamatic logo is a registered trademark of Global Polishing Solutions, Inc.

Model	MSRP	Total weight (lbs.)	Grinding pressure (lbs.)	Power requirement	Propane option?	Cutting-path width (in.)	Est. sq. ft. per hour, metal bonds	Est. sq. ft. per hour, resin bonds	Wet cut option?	Drive type	On-board computer?	Remote control option?	Vacuum requirements
DRAYGON LLC www.draygon.com													
 Draygon Shine 17"	\$9,995	465	212-280	Propane or electric	Std.	17"	500+	1,100+	Yes	Belt	No	No	250 CFM
Draygon Shine 21"	\$9,995	465	212-280	Propane or electric	Std.	21"	550+	1,200+	Yes	Belt	No	No	250 CFM
Draygon Shine 27"	\$9,995	465	212-280	Propane or electric	Std.	27"	600+	1,400+	Yes	Belt	No	No	250 CFM
HUSQVARNA www.husqvarnacp.com													
 PG 450	\$5,840*	240	152	220/240V 1 phase 110/120V 1 phase	No	18"	225	225	Yes	Planetary, belt	No	No	236 CFM
 PG 680 RC	\$40,000*	1,097	660	380/480V 3 phase	No	27"	1,000	1,200	Yes	Planetary, belt & gear	Yes	Yes	400 CFM
 PG 820 RC	\$44,000*	1,182	737	380/480V 3 phase	No	32"	1,200	1,400	Yes	Planetary, belt & gear	Yes	Yes	400 CFM
KLINDEX www.klindex.it													
 Hercules 650	\$13,145	518	440	220/240 1 or 3 phase	Yes	26"	484-915	539-970	Yes	Planetary, gear	Drive inverter	No	600 CFM
 Expander 850RX	\$42,345	1,067	970	380/480 3 phase	No	34"	1,100-1,615	1,078-1400	Yes	Planetary, gear	Drive inverter	Yes	640 CFM
 Expander 1000RX	\$73,640	2,894	1,466	380/480 3 phase	No	40"	2,150-3,200	1,723-2,370	Yes	Planetary, gear	Drive inverter	Yes	724 CFM
PREP TECH SYSTEMS www.preptechsystems.com													
 PT PRO 25	\$19,745	959	683	208/240V 3 phase	No	25"	400-700	700-1,400	Yes	Planetary, gear	No	No	200-250 CFM
 PT PRO 30	\$23,595	1,123	859	208/240V 3 phase	No	30"	650-950	900-1,650	Yes	Planetary, gear	No	No	200-250 CFM
 PT PRO 34	\$25,245	1,327	921	208/240V 3 phase	No	34"	950-1,250	1,200-1,950	Yes	Planetary, gear	No	No	200-250 CFM
SCANMASKIN SWEDEN AB www.scanmaskin.com													
 ScanCombiflex 330		143		110V	No	13"			No	Planetary, belt	No	No	247 CFM
ScanCombiflex 450		198		110V	No	17.5"			No	Planetary, belt	No	No	247 CFM
 ScanCombiflex 800		1,036		Propane	Std.	32"			No	Planetary, belt	No		312 CFM

* Manufacturer's list price

(continued from page 43) similar grinder, but if one machine breaks down more than the other, the cost savings evaporate. The loss of just one job due to an equipment failure can amount to as much as the cost difference of the machines."

Contractors nowadays are getting sales pitches from more and more overseas

companies, especially from China. But Stephenson advises caution.

"When they break down, it's harder to get parts," he says. The contractor might buy the grinder and find a year later that it's gathering dust in the shop, a victim of the difficulty of keeping it running.

For smaller companies, in particular,

choosing the right kind of grinder is key. A larger contractor — one with eight or more grinders, for example — might carry a bigger, heavier-duty machine along with nimbler, high-performance models, Stephenson says. Smaller contractors may not enjoy that luxury.

"You've got to decide what you want to be — architectural or industrial." 

Model	MSRP	Total weight (lbs.)	Grinding pressure (lbs.)	Power requirement	Propane option?	Cutting-path width (in.)	Est. sq. ft. per hour, metal bonds	Est. sq. ft. per hour, resin bonds	Wet cut option?	Drive type	On-board computer?	Remote control option?	Vacuum requirements
SUPERABRASIVE www.superabrasive.us													
 Lavina 25-X	\$12,990	555	310	200/240V 1 or 3 phase	Yes	25"	600-900	1,000+	Yes	Planetary, belt	No	No	286 CFM
Lavina 30G-FX	\$18,990	628	393	Propane	Yes	30"	900-1,100	1,500+	Yes	Planetary, belt	No	No	330 CFM
L32M-X self-propelled	\$26,290	1,245	715	400/480V 3 phase	No	32"	1,000-1,300	1,500+	Yes	Planetary, belt	No	No	380 CFM
TERRCO INC. www.terrco.com													
 701-S	\$13,250	775	440	230V 1 phase	No	27"	400	450	Yes	Gear	Yes	No	300 CFM
 3100 - 3P self-propelled	\$27,500	1,425	1,090	230V or 460V 3 phase	Yes	28"	1,500	2,500	Yes	Gear	Yes	No	600 CFM
 6200	\$34,500	2,300	1,885	460V 3 phase	No	54"	2,500	10,000	Yes	Gear	Yes	No	700 CFM
WERKMASTER www.werkmaster.com													
 Scarab	\$2,395	20	20	110V	No	7-10"	10-15	50-100	Yes	Belt	No	No	100 CFM
 Titan XT	\$17,950	580	480	230V 1 or 3 phase	Yes	20"	600-800	700-1,000	Yes	Belt	RPM display	No	300 CFM
 Colossos XT	\$24,950	820	700	230V or 460V 3 phase	Yes	24"	800-1,000	1,000-1,750	Yes	Belt	RPM display	No	500 CFM

LAVINA

by  **SUPERABRASIVE**

SELF-PROPELLED GRINDING AND POLISHING

No more pushing your grinder!

SPRING SAVINGS!

- ✓ Minimum impact on the operator who just sets the grinder path.
- ✓ Constant speed of grinding & minimum risk of operator's mistakes going too fast or too slow.
- ✓ Forward & Reverse options, plus Neutral gear for moving the machine.



L32M-X-HV
32" work path, 6x9" heads
25 hp motor; 3 phase, 380-460V

L30LM-X
30" work path, 3x13.2" heads
15 hp motor; 3 phase, 220 V

L25LM-X
25" work path, 3x9" heads
15 hp motor; 3 phase, 220 V

www.superabrasive.com

OSHA Respirable Crystalline Silica Regulations Do Not Impact All Decorative Products

by Chris Sullivan

THERE has been quite the dust-up (pardon the pun) about the U.S. Occupational Safety and Health Administration new respirable crystalline silica regulations impacting the construction industry. It has been front and center at industry trade shows, in newsletters and educational seminars over the last six months. OSHA recently delayed the enforcement of the new regulations until Sept. 23, 2017, because of the number of questions and level of confusion on how to implement the new regulations.

The new regulations comprise two standards: one for construction and one for general industry and maritime. The decorative concrete industry is a very small segment of the construction industry, but it will fall under the new regulations just the same.

The polished concrete segment of our industry appears to be the primary focus of the new regulations because of the amount of concrete dust consistently produced over long periods of time. What I find interesting is that these same new regulations are impacting color hardener and release powder even though they are considered low exposure products.

Dust basics

Full disclosure: I work for ChemSystems Inc., a manufacturer of color hardener, release powder and decorative overlay products. This article is about clearing the air (sorry, these puns are just too easy) when it comes to the impact of the new regulations on these other industries, as well as for educational purposes.

I've recently been privy to many conversations regarding the new regulations and how they're interpreted by installers, municipalities and government agencies, specifiers and manufacturers. Comments include "we can't use color hardener anymore because of the silica content listed on the Safety Data Sheets" or "release powder will cause lung cancer" or "I have to



Photo from ConcreteDecor archives

get out of the overlay business because we produce too much dangerous dust when we break bags."

These statements threaten our industry, are generated from ignorance and/or hysteria and, in most cases, are blatantly false.

Before I address why these products aren't as bad as made out to be, let's first clarify a few things.

Safety is, and should always be, the top priority on any job site.

"It's considered that dusts are solid particles, ranging in size from below 1 μm (a unit of length equal to one millionth of a meter) up to at least 100 μm , which may be or become airborne, depending on their origin, physical characteristics and ambient conditions."

Not all dust is dangerous in regard to long-term health. In fact, most dust is considered inert. The human body has an amazing cleaning and filtering system for trapping airborne dust as it enters the body.

Dust of certain materials, when inhaled

long term, can be considered detrimental to humans. It's the cumulative effect of dust over time that has the negative impact on your health.

The construction standard doesn't apply where exposures will remain low under any foreseeable conditions, such as when performing tasks like mixing mortar. This applies to color hardener, release powder and cement-based overlays when used in an exterior setting under most conditions. It's always good practice to protect against dust so a good quality HEPA (High Efficiency Particulate Air) dust mask is always recommended.

Make up and exposure

I've come up with a name for products in the decorative industry that produce dust by their physical makeup and/or application: "passive dust-producing" products, with the big three being color hardener, release powder and cement-based decorative overlays.

All these are powders that produce

dust when handled and/or installed per manufacturers' guidelines. What they don't have in common with the key industries the OSHA regulations are targeting (grinding, dry polishing and cutting cement-based products) is that they don't all contain respirable crystalline silica. Those that do contain very small amounts that often never reach the point of being inhaled.

This means that exposure is limited and, in some cases, is not a factor at all. The OSHA document states, "The construction standard does not apply where exposures will remain low under any foreseeable conditions," which I think is vague and unclear.

Color hardener – Each manufacturer has its own proprietary formula, but in general the ingredients are 70 to 80 percent silica sand, 10 to 20 percent portland cement, 3 to 10 percent pigments, and 1 to 5 percent other fillers and chemicals. Portland cement is considered a dust producer, but its main health effect is dermatosis, or damage to the skin.

Although silica sand does contain respirable crystalline silica, it's contained in the sand grain. Even the smallest size sand used in color hardener is larger than the 100 µm size established as the maximum for a dust. This means that color hardener, while containing a large volume of silica sand, is not producing much respirable crystalline silica because the particles are too large to be inhaled. Of course, there will always be a small amount of dust produced from friction and breakdown, but according to multiple SDS researched, the amount ranges from >0.1 percent to <1 percent by weight.

The last major ingredient is the pigment. Most all pigments used in color hardener are metal-based oxides (iron, cobalt, chrome) and contain no respirable crystalline silica. It's important to also note that when color hardener is applied by hand, it's thrown away from the body, which will minimize inhalation.

Release powder – Generally it's composed of 90 to 97 percent calcium carbonate and/or calcium stearate, and 3 to 10 percent pigment, all of which have zero respirable crystalline silica. Calcium carbonate and calcium stearate are used in many foods and pharmaceuticals as inert fillers. Release powder doesn't contain any respirable crystalline silica.

Decorative overlays – The ingredients can vary widely depending on product and manufacturer, but once again most are 10 to 30 percent portland cement, 60 to

70 percent silica sand, and the remaining ingredients are fillers and supporting chemicals, most of which aren't respiratory crystalline silica producers. Consult the SDS of the product you're using for full details.

Why the hysterics

In my research, I couldn't find one government agency, city, municipality or county that has a written policy prohibiting the use of color hardener, release powder or other decorative passive dust-producing materials, yet I hear more and more about these products being prohibited from use for dust control and/or silica exposure. If you know of an official written policy, please email me!

"I can't argue that these products can be dirty, but there is a difference between dirty and dangerous."

The negative rap associated with color hardener, release powder and, to a lesser extent, decorative overlays is due to the fact that they're dirty. The images of installers covered from head to toe with color, or the horror stories of covering the neighbor's car with color on a windy day, don't help the cause. Colored runoff going down the drain in a neighborhood is another common complaint, especially in today's hypersensitive and environmentally conscious world.

Rich Cofoid Sr., product manager for Increte, is familiar with these issues and how perception and regulations can impact our industry, even when the reality is vastly different. "If precautions are taken to limit runoff and keep it out of pools, ponds, streams, etc., then there usually isn't a problem," he says. "The use of straw buoys to capture the release before it enters a storm drain (actually before it enters the curb or street, as staining of the street is usually when a contractor starts getting nasty calls) is all it takes."

I can't argue that these products can be dirty, but there is a difference between dirty and dangerous. I've also seen companies

with good housekeeping practices that can mix and apply these products without getting it all over themselves and/or the surrounding buildings and landscaping.

I think, and many in the industry agree, that color hardener and release powder produce the best-looking colors and most realistic surface when stamping concrete. It would be a significant loss if they were falsely regulated.

Do your own homework

"The new OSHA standard requires employers to limit worker exposure to respirable crystalline silica and to take other steps to protect workers." The new standard isn't intended to brand certain products as environmentally unfriendly, especially when the new regulations don't apply.

I encourage everyone to do their own research and not fall victim to industry rumor, gossip or unfounded hysterics. Educate yourself on what is and what isn't a respiratory crystalline silica producer, and follow the guidelines that pertain.

Safety is important, but overreach and nonspecific regulations can have an adverse effect. As Cofoid says, "If left unchecked and unanswered, many good products will end up with bad PR or, worse yet, become illegal and/or highly regulated." 🛠️

To view an OSHA fact sheet on its crystalline silica rule in construction, visit

🌐 www.osha.gov/Publications/OSHA3681.pdf.

Chris Sullivan is vice president of sales and marketing with ChemSystems Inc. and a member of the Decorative Concrete Hall of Fame. He has led seminars and product demonstrations throughout North America. Reach him at questions@concretedecor.net.

Industrial-Grade Pressure Washers

15 GPM 2200 PSI

\$8,599

18 GPM 2000 PSI

\$9,499



WaterCannon.com
800.333.9274

WATER
CANNON.com



Photo courtesy of Rick Lobdell

Medallions Part 2: Flirting with a Fleur-de-lis

by Rick Lobdell

LAST issue, I wrote about how a compass rose changed my world. Subsequently, I became obsessed with different ways to make medallions on concrete. To me, a medallion is any centralized image that becomes a room's focal point. I'm going to reiterate this more and more in upcoming articles. My concrete life might have started with a compass rose but before I knew it I despised them.

They were so easy to make that I soon tired of them. This quickly began to work to my advantage though. In a sales call, every other concrete contractor was offering a compass rose. I began to offer everything but one and quickly began to stand out from a design perspective. A relatively simple design, a compass rose can be produced by most contractors. You can even buy a

prefabricated stamp for your projects. And if you install tile, you can go to Home Depot and buy a tile that has a medallion as part of the design.

In this wide world of decorative concrete, we need to find ways to stand out. Just being a competent contractor who can produce a compass rose on concrete won't help you do that. You need to have many medallion designs in your portfolio to show how far you can take a project. Once you have those you can truly stand out in a crowd of decorative concrete contractors.

Good for a French flair

A fleur-de-lis is a great next step in building that portfolio. There are so many variations to this image that it's hard to get bored doing them. Thanks to the New

Orleans Saints football team, everyone knows what this image looks like.

While the fleur-de-lis has appeared on countless European coats of arms and flags over the centuries, it's particularly associated historically with the French monarchy. The three petals represent the medieval social classes: those who worked, those who fought and those who prayed.

Be careful not to use this image too much because with its French roots it won't fit every house's decor. For



FreeImages.com



Photo by Rachel Paul courtesy of Concrete Mystique

example, I don't think it would look good at a Spanish villa. During my initial sales calls with clients, I pay close attention to their home's decor. If I see wrought-iron work or images that have a slight fleur-de-lis look to them then I will bring it up. If the house has a Spanish influence, I dismiss the fleur-de-lis for that project.

A fitting design if it fits

One of the most important points to my concrete design work, or specifically the sale of the project, is the sold design must fit the house. It should look like it was there from the initial architect's or designer's conception. I cannot stress this point enough.

These days because of my extensive portfolio, I gain clients' trust by finding what they want. Clients always ask me what I would do or want to do. As much as they think they care about what I want, they really don't. Most clients can't afford what I "want" to do.

Instead of focusing on my particular wants, I look for what they find appealing. Once I find an image they like, I run with it. I encourage you to have many different types of medallions in your portfolio because you need to prove you can pull off any number of designs.

It took me years of drawing out designs to get the portfolio I have today. I doubt there's a contractor in my town that can successfully produce a third of my designs. Most of my clients take a look at my website and say, "I didn't know there were this many possibilities with concrete." I gain clients' respect and trust quickly and keep it once I create a design based on their input.

Endura

**Apply
Decorative
Concrete
Theory**

*High Performance, Easy to Use
Decorative Concrete Solution
Prep • Stain • Seal*

NL

NEWLOOK
INTERNATIONAL

www.GetNewLook.com

Circle Reader Service Number 26

Half and half

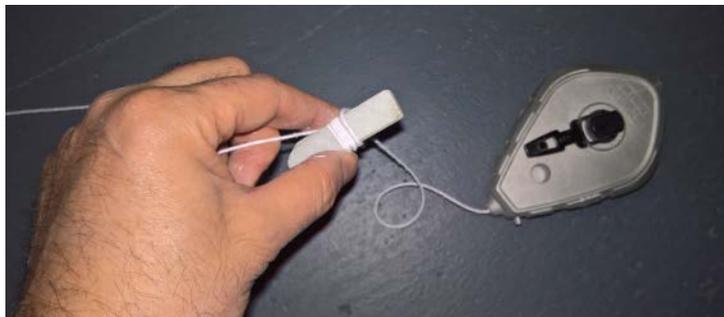
I started using fleur-de-lis slowly because, like I've said, it doesn't fit every house. Nowadays, I use variations of it in my medallions (more on that next issue).

For now, let's break down how to layout a fleur-de-lis. Like the compass rose, I start with a big X in the center of the floor. The first thing I do for this type of medallion is frame it with a circle border. This helps define the size of the fleur-de-lis and helps you visualize an end product. If you create a circle first, you won't waste time when it comes to drawing the entire medallion.



Photos courtesy of Rick Lobdell

A circle takes seconds to draw if you take your chalk line and use it as a string. Wrap a generous amount of string around a piece of soapstone and then spin in a circle keeping the other end of the string on the center point. Then make a circle within the circle, creating a round border. It will frame the fleur-de-lis nicely. In my video for this project I made a 5-inch-wide border. The outside circle is 7 foot in diameter.



Once you have the border laid out, plan the size of the fleur-de-lis. I left a 7-inch gap between the border and the fleur-de-lis. Now comes the tricky part, drawing the fleur-de-lis. First, draw half of it before trying to accurately mimic the drawing for the other half. Adjustments can be made at any time but try to get that first side as close to perfect as possible. This is where you should practice how to draw that perfect curve. You aren't going to get it right on the first attempt. Just wipe off and adjust until you feel you have the first half the way you want it.



Once you get the first half to your liking, start plotting points for the other half. Plot as many points as necessary. I plot the farthest outside edges of the image and where the tips land. Then follow those points and draw the other half of the image. They will not look exact the first time.

Sometimes I like the second half better than the first and go back and make minor adjustments to it. These plot points are a guide. The more you make, the more exact you will get. In my next article, I'm going to take an in-depth look at how to plot points properly on concrete.

Remember that a fleur-de-lis has three sections — for those who worked, fought and prayed.





Now you can finish off your curves and separate it into three different parts. At this point, I realized the tips of the center were too plain. I adjusted those tips and finished the image. I now can use the existing shape to my advantage to keep everything centered and consistent.



Now you have a basic fleur-de-lis. Once you master it, you can start getting creative with more complex versions. Like I always say, keep it simple at first. 🛠️

For a video overview on how to draw a fleur-de-lis, go to <http://bit.ly/2q4avXw>

Rick Lobdell, a classically trained artist with a master's in fine arts in painting from the Savannah College of Art and Design, has also studied math and drafting. In this series, the owner of Concrete Mystique Engraving in Tennessee will explain how he lays out his well-known designs. He can be reached at rick@concretemystique.com.



BN Products - USA, LLC.
Wickenburg, Arizona 85390

The BNR7000 TwinMaster™ Mixer

New for 2017. Our Model BNR7000 TwinMaster™ Mixer is unlike any other mixer you have ever tried. An innovative and patented mixing paddle in conjunction with a specially engineered 1400 watt power mixer actually spins the single paddle in two directions at the same time.



This virtually eliminates bucket spin when using a standard five gallon container. This unique tool is shipped with two specially designed TwinMaster™ Paddles that are ideal for use with epoxies, cements, mortars, high-viscosity materials, plasters, paints, sealers and more...

For more information
Call: (800) 992-3833
mail@bnproducts.com
www.bnproducts.com

new

Circle Reader Service Number 04



Your Complete Fast-Track Flooring System



CTScement.com • 800.929.3030

Circle Reader Service Number 10

KINGDOM PRODUCTS™





IMPRINTA
Premium Quality
Stampable Overlay

Premium Quality Two-Component Stampable Overlay System Designed To Take Beautiful Textured Imprints

www.kingdom-products.com (570) 489-6025

Conti's Custom Masonry

Circle Reader Service Number 23

DO YOU HATE YOUR GRINDER?

They said it was the best. Do you still believe that?



- ⚙️ Does your equipment spend more time in the repair shop than on the job?
- ⚙️ Does your grinder leave you worn out and tired at the end of the day?
- ⚙️ Are you paying for costly services and repairs?

Get the Last Grinder You'll Ever Need

Designed by Concrete Professionals for Concrete Professionals

Prep Tech Gear-Driven Concrete Grinders are no joke! Get the Highest Pressure on Tool, giving you the MAX productivity of any grinder and polisher on the market.

Call For Your Free Gift (888) 487-7371
Limited quantities available

 **PREP TECH SYSTEMS**
THE GEAR-DRIVEN ADVANTAGE
pretechsystems.com · (888) 487-7371

Circle Reader Service Number 28

Get 10,000 Designs

Mongoose³

Transform Concrete Old Or New
To Look Like Wood Plank, Tile, Brick, Circles,
Curves & Patterns

Engrave-A-Crete

1-800-884-2114

www.EngraveACrete.com



Circle Reader Service Number 14

THE EASIER WAY TO DISPOSE OF SLURRY

- (1) Use AQUAMaxx to reclaim water for reuse
- (2) Use ECO-QUICKgel to solidify slurry for disposal

GELMAXX[®]
Slurry Solutions & Excess Water Management

GELMAXXUSA.COM | 855.322.3335



Circle Reader Service Number 16

 **JUSTCUT, Inc.**

Cut out the Middle Man!



 **Justcut, Inc.**
www.justcutinc.com
817-385-0330

Circle Reader Service Number 22

CONCRETE POLISHING HQ

1-888-799-CPHQ (2747)

For more information
email us at orders@cphq.net

Our
SERVICE
and
SUPPORT
Go
UNMATCHED

Sales • Support
Rentals • Training
Same Day Shipping

www.ConcretePolishingHQ.com

Circle Reader Service Number 07

ON
sale
NOW

visit the
bookstore at
ConcreteDecor.net



KNEEL, SIT & ROLL

on the
RACATAC

with
**CHEST
SUPPORT**

Free up both hands
and work more
comfortably and efficiently!



PAT# US6,302,413, B1



- *Aluminum Frame
- *Completely Adjustable
- *Tool Tray
- *2" or 3" Casters
- *Waterproof EVA Kneepads



www.racatac.com Email: racatac@bellsouth.net Tel: 337-886-1222

Circle Reader Service Number 31

LIQUID METALS

METALLICS THAT ROCK

24 ROCKIN' COLORS
Including Classic Hits such as
CHERRY PIE

www.liquid-metals.us

Circle Reader Service Number 11

Artificial Rock

GFRC * Acrylics * Water Features * Cements * Stucco *
Landscaping * Waterfalls

⇨ Dependable Long Service
⇨ Worldwide Distribution
⇨ Low/No... Maintenance
⇨ Fast & Easy Cleanup
⇨ Rugged Construction
⇨ Simple & Versatile
⇨ Sealed Bearings
⇨ Variable Speed
⇨ Maneuverable

The CARROUSEL® & U-Blend® System
.....will do them all!
Reference #2017CD

Quikspray inc.
Box 327, Port Clinton, OH 43452
419-732-2611
www.Quikspray.com

Circle Reader Service Number 30

REGISTER FOR THIS FREE WEBINAR TODAY!

MOISTURE TESTING

OF CONCRETE FLOOR SLABS

WWW.WAGNERMETERS.COM/WEBINAR • 800.207.2164

Circle Reader Service Number 44

BECOME A DISTRIBUTOR AND STOP TROUBLESHOOTING SEALERS!

TRINIC STAMP SHIELD

Provides stain protection by penetrating and chemically reacting with the natural materials found in concrete and stone.

- For concrete, pavers and natural stone
- Permanent part of the surface
- Will not chip or peel
- Will not bubble or turn white

"After 30 years of trying, Trinic's StampShield put an end to my sealer callbacks. When a customer calls now, it is to thank me for a job well done." - Robbie Bauman, Bauman Brothers Concrete, 30 years in trade

40 Grossett Drive, Suite 200, Kirkwood, NY 13795
1 (800) 475-1975 | (607) 775-1948 | www.trinic.us | @trinicllc

Circle Reader Service Number 41

Sparkle Grain

"adds a sea of diamonds to your concrete"

The Sparkle Grain Finish is a broadcast application that produces an eye-catching sparkling concrete surface. Sparkle Grain can be applied to integral or dust-on color for exterior and interior uses. It makes an excellent longwearing, non-slip surface.

Pacific Palette Concrete Products
P.O. Box 5176 - Santa Cruz, CA 95063
831.457.4566 www.sparklegrain.com

Circle Reader Service Number 32

BDC SUPPLY

for all your decorative concrete supplies, tools, equipment, rentals & training.

We ship anywhere in the U.S. and offer free Chicagoland deliveries.*
*Restrictions apply.

120V Blaster
Only \$3,600

941 Sak Drive, Crest Hill, IL • www.bdcsupply.com • 800.781.6799

Circle Reader Service Number 03

Floored by Common Cents

by Stacey Enesey Klemenc

AFTER installing a stamped and colored concrete driveway in Minnetonka, Minnesota, Matt Vilella of Concrete Science in nearby Corcoran was approached by his client's neighbor and complimented on a job well done. As luck would have it, during the conversation the man asked if Vilella did epoxy work. He said yes and the talk turned to something the man had

always wanted: a wall-to-wall penny floor.

"After the client got over the price" — these floors tend to cost a pretty penny as they are extremely labor intensive — "he hired us to do the project in his home office," Vilella says. The project, which involved just over 44,000 coins, was laid out by four installers. "Together, they glued down 2,500 pennies per hour," he says.



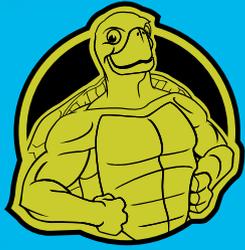
Before putting the pennies in rows, a base coat of E100-PT4 tan pigmented epoxy from Elite Crete was applied, he says, adding that you can also use a black-tinted epoxy and get good results. Next, his crew used a Loctite glue product to adhere the pennies to the floor. After they were glued down, they flooded the floor with E100-PT1 crystal clear epoxy from Elite Crete. As a final step, they applied a protective clear coat of Spartic-All, a polyaspartic also from Elite Crete, that was treated with aluminum oxide to boost its abrasion resistance.

Vilella says he went to the bank to get that many pennies, which tended to be all shiny and new. "That's the bulk of what is needed to do the job but a variety of old tarnished pennies is also needed to get the right patina look," he says.

So he filled several 5-gallon water cooler bottles with water and mixed each one with a set amount of acid, so that the ratio was varied. Then he tossed some pennies in each bottle and let them sit in the mixture until the desired tarnish was achieved.

 www.concrete-science.com

Photos courtesy of Concrete Science



CONTRACTOR STRENGTH
FLOORSELL®

BREATHABLE

LIQUID RESISTANT CONCRETE PROTECTION

- 45 MIL THICKNESS
- SPILL BLOCK TECHNOLOGY
- IMPACT RESISTANT
- MADE IN USA
- WALL PROTECTOR
- RECYCLABLE
- EARN LEED POINTS



BIG JOBS NEED BIG PROTECTION.

 **TRIMACO**

www.trimaco.com | 800.325.7356

 facebook.com/TrimacoLLC

 twitter.com/TrimacoLLC

 instagram.com/Trimaco_LLCC

P.O. Box 25210
Eugene, OR 97402

Presorted Standard
U.S. Postage PAID
Permit No. 39
Lebanon Junction, KY

Electronic Service Requested

Sent to you by:

concrete ²⁰¹⁷
DECOR SHOW
INNISBROOK



November 6-10, 2017
Innisbrook Resort, Palm Harbor, Fla.
ConcreteDecorShow.com

THE **P**OWER OF **P**ROPANE

19 HP!!!

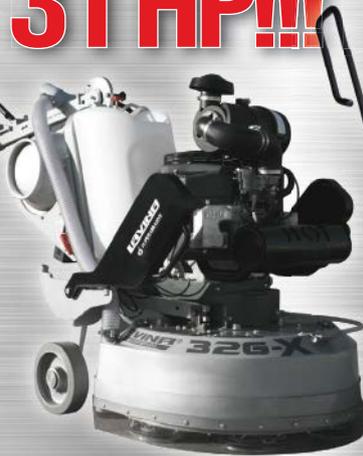
31 HP!!!

31 HP!!!

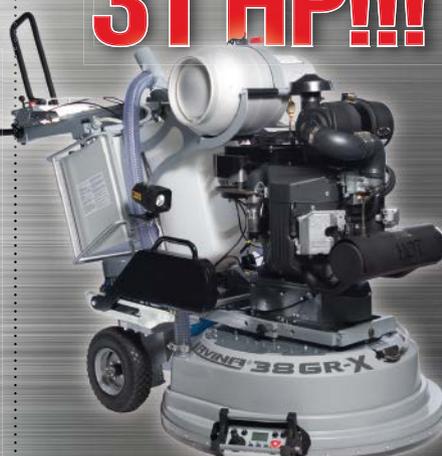
410 CFM



L30GF-X



L32GF-X



L38GR-X



**PROPANE VACUUM
V32G-X**



Interested In Becoming A Dealer???

Call Us For More Information 1-888-799-CPHQ (2747)



**IN-HOUSE
FINANCING!**

CALL US FOR MORE INFORMATION
1-888-799-2747

Our **SERVICE** and **SUPPORT** Go **UNMATCHED**

Sales ♦ Support ♦ Rentals ♦ Training ♦ Same Day Shipping

CONCRETE POLISHING HQ

1-888-799-CPHQ (2747)

For more information
email us at orders@cphq.net
or call 1-888-799-CPHQ (2747)
www.ConcretePolishingHQ.com
Se Habla Español!



Circle Reader Service Number 08