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## Publisher's Letter

**Dear Readers,**

Last month *Concrete Decor* magazine hosted its first design charrette at Nashville's popular youth organization, Rocketown. The outpouring of support from educational and industry organizations in Tennessee was so exceptional we're planning to make the charrette an annual event in each city we visit with the Concrete Decor Show & Spring Training.

After the successful Spring Training program at the Concrete Decor Show in Phoenix last March, a design charrette was a fun and engaging next step in our efforts to connect the architectural, landscape, interior design and arts industries with the rapidly expanding decorative concrete market. With nearly 120 registrants, the event in Nashville was not only educational, but also set the stage for a number of property improvements that will be taking place in workshops and demonstrations at the much-anticipated 2011 Concrete Decor Show & Spring Training event.

The architectural and design community's ability to understand and embrace the creative opportunities decorative concrete offers is just one of the things that *Concrete Decor* and its annual event are striving to improve each year. The fact that students from universities and art colleges are so excited about decorative concrete is an indication that an exciting road lies ahead.

While it would have been impossible for all our readers to be involved in the charrette, I was pleasantly surprised to learn that there is another opportunity all our readers can take advantage of, namely internships. Students from five CIM (Concrete Industry Management) Programs and numerous other nationally recognized art and design institutes are eagerly seeking opportunities for their upcoming summer breaks. I can't think of a more enriching environment for these young people to get involved with than a company that is constantly pushing the envelope of innovation.

Besides opportunities to take part in educational programs and improvements at Rocketown, the Concrete Decor Show will provide attendees with opportunities to meet many of these students in person. Student activities will be taking place on the show floor. Find time during the event to better understand what these students are learning. You'll be glad you did!

FYI: See this issue's Final Pour article at the back of the magazine to read more about the recent design charrette in Nashville.

Enjoy!

Sincerely,

Bent Mikkelsen, Publisher

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Concrete Decor
The Journal of Decorative Concrete

**November/December 2010**
**Volume 10 · Issue No. 8 · $6.95**

**Publisher:** Bent O. Mikkelsen
**Co-Publisher:** Ernst H. Mikkelsen
**Editor:** John Strieder
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**Circulation:** Meg Kilduff

**Editorial:** (877) 935-8906, news@protradepub.com, Fax: (541) 341-6443

**Advertiser Services:** (877) 935-8906, info@protradepub.com, Fax: (541) 341-6443
**Eastern U.S. Sales:** Donna Flood, donna@protradepub.com, (770) 967-3373
**Western U.S. Sales:** Troy Ahmann, troy@protradepub.com, (702) 869-4342

**Subscriptions:** USA (one year): $22.95; Canada (one year): $32.95; Other countries: $64.00; All prices in U.S. dollars

**Subscriber Services:** (877) 935-8906, circulation@protradepub.com, Fax: (541) 341-6443

**U.S. Postal Service Mail Address:** Professional Trade Publications Inc., P.O. Box 25210, Eugene, OR 97402

**Other Shipping:** Professional Trade Publications Inc., 228 Grimes St., Eugene, OR 97402

*Concrete Decor*™ The Journal of Decorative Concrete is published eight times a year by Professional Trade Publications Inc. Bulk rate postage paid at Lebanon Junction, Ky., and additional mailing offices.

ISSN 1542-1597



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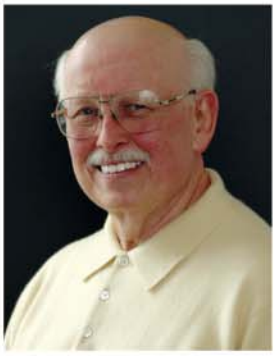

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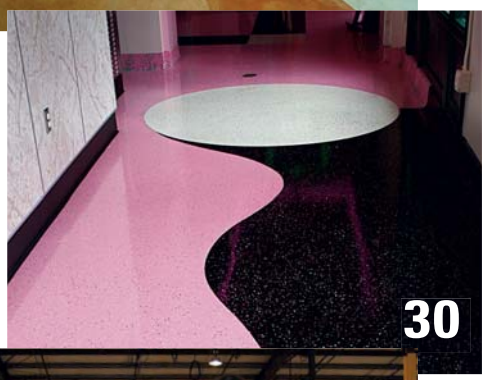
# Features



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On the Cover: Darryl White and his crew at Concrete Flooring Solutions installed this floor at Alabama Robotics Technology Park in Tanner, Ala., with an overlayment of Rapid Set TRU, a hdyraulic cement manufactured by CTS Cement Manufacturing Corp., followed by a polish up to 800 grit. For more, see page 34.

Photo courtesy of CTS Cement Manufacturing Corp.

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# Industry News

## New event for coatings industry

The Society for Protective Coatings has launched a new technical conference and trade show, dubbed SSPC 2011 featuring GreenCOAT. The technical conference and trade show will highlight the latest innovations, solutions and products in the protective coatings industry. The inaugural event will take place Jan. 31 to Feb. 3, 2011, at the Mandalay Bay Resort in Las Vegas, Nev.

SSPC 2011 will feature protective, marine and industrial coatings programming. Attendees will have the opportunity to interact with protective coatings professionals at the exhibit hall and networking events, participate in technical sessions, workshops and training and certification programs, and attend industry meetings. The event's GreenCOAT programming will highlight environmentally responsible coatings solutions.

**www.sspc2011.com**

## Portland Cement Association: No growth in 2010 cement use

The economic momentum that was gathering steam early in the year has dissipated to a large extent, and along with it, so has the potential for an increase in cement consumption in 2010, according to a recent economic forecast from the Portland Cement Association.

For the calendar year 2010, PCA predicts nearly flat growth, with a 0.3 percent increase in consumption from the year before. This is projected to be followed by small increases of 1.4 percent in 2011 and 4 percent in 2012. A period of sustained growth is only forecasted for 2013 and beyond.

"Unfortunately, future gains in construction activity are dictated by labor conditions today," said PCA chief economist Edward Sullivan in a PCA press release. "Slow job growth leads to slower home purchases and start activity, it undermines the speed at which state deficits can heal impacting public construction, and it implies low occupancy rates for the nonresidential market."

**www.cement.org**

## Stonhard makes donation to children's health foundation

Members of Stonhard Inc.'s sales management team recently met with Cook Children's Health Foundation to present them with a donation of $20,000.

Stonhard has completed more than $1 million worth of flooring within the Cook Children's Heath Care System and cultivated the relationship for nearly 10 years.

The donation will be used by the Cook Children's Health Foundation to help fund the organization's many initiatives. Cook Children's is currently undergoing a $250 million expansion project. Cook Children's also works closely with the Children's Miracle Network. Cook Children's Heath Care System never turns away a child, regardless of a family's ability to pay for care.

**www.stonhard.com**

## Mapei hires sales director

Mapei, a leading global manufacturer of flooring installation and concrete restoration systems (CRS), has hired Kevin Smith as national sales director for the CRS business unit.

Initially, Smith is focusing his efforts on promoting the sale of Mapei's concrete mortars, grouts, waterproofing and repair products to the concrete restoration market segment.

Smith has a sustained history of successful sales management in the construction industry. During the last 20 years, he has concentrated on sales in the United States and Canada for such companies as Coastal Construction Products, Sika Corp. and, most recently, for CETCO Building Materials.

**(800) 426-2734**

**www.mapei.com**

## Spancrete hires sales manager

Spancrete, a leader in the precast and prestressed concrete industry, has hired Chuck Gilbert as regional sales manager in Illinois, where he will oversee sales of Spancrete products and services throughout the state.

Gilbert brings more than 30 years of construction and precast concrete experience to his new role, and he will use his extensive knowledge of precast building systems to build customer relationships and grow the company's Illinois precast business. Gilbert will promote the company's wide array of products and capitalize on Spancrete's value engineering and design-assist capabilities.

Previously, Gilbert was a sales professional working for a precaster in the Illinois area.

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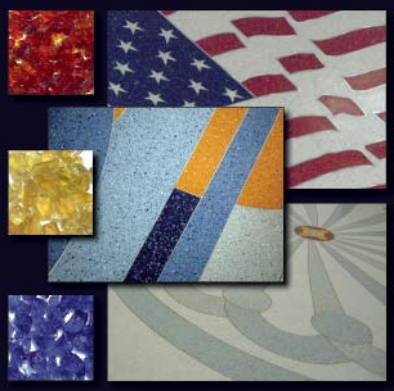

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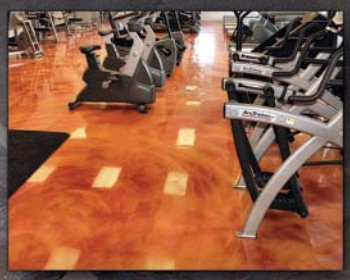

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## Allen Engineering puts agency in charge of Southwest sales

Jay Allen, president of Allen Engineering Corp., recently appointed Meridian Pacific Sales Associates to represent the Allen Engineering product line in the southwest United States. Meridian Pacific is an independent sales representative agency made up of an experienced team of equipment salesmen.

Ryan Yocum will be covering Arizona, Utah and Clark County (Las Vegas), Nev. Yocum is based in the Phoenix, Ariz., area.

Chris Watson will be covering Northern California (north of Fresno) and the rest of Nevada outside of Las Vegas. Watson is based in Sacramento, Calif.

Donny Valentine will be covering Southern California (south of Fresno). Valentine is based outside San Diego, Calif.

www.alleneng.com

## Stone Construction appoints district sales manager

Stone Construction Equipment Inc. has announced the appointment of George Moser, from Dawsonville, Ga., as district sales manager.

Moser was part of the Stone sales team from 1993 to 1999. He has amassed a wealth of experience with both Stone equipment and Stone customers. He has logged 25 years in construction equipment sales, most recently with Allied Construction Products, a manufacturer of attachments. His new responsibilities will include serving the needs of equipment dealers and rental houses in the states of Georgia, North and South Carolina and Tennessee.

www.stone-equip.com

## Artisan hired as divisional manager for Antex Western

Robert Chaney has been named divisional manager for British Columbia at Winnipeg, Manitoba, building solutions company Antex Western Ltd. He previously worked for his own decorative concrete firm, Tru-Glaze Ltd., based in Victoria, British Columbia.

Antex Western's new B.C. division will offer carpet and resilient flooring, Reazzo recycled terrazzo flooring and countertops, cement and epoxy terrazzo, polished concrete, stone and tile, Ardex underlayments and toppings, urethanes and epoxies, and more.

The company also has offices in Edmonton, Alberta, and Ft. McMurray, Alberta, as well as Winnipeg.

www.antexwestern.com

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# How to Find the Right Salesperson

Our current economic conditions have left many trades competing for the same project. These conditions remind me of a conversation I had with Mike Barlow about one of his experiences in Africa. Mike is a freelance wildlife photographer that spends many months a year in the wilds of Africa shooting pictures for National Geographic and Field & Stream, among others. He told me about a terrible drought year, when watering holes were so few and far between, animals that normally would not be within miles of each other drank from the same hole at the same time.

*by Doug Carlton*

Mike's story of basic survival and creatures satisfying a common need is not unlike what many contractors are facing today. How can you separate your business from the others waiting in line to sustain themselves with the same job you need? Should you add a salesperson to help market your work during times like these?

A few in the decorative concrete industry are good at the trade and great salespeople as well, but not many. If sales are not your thing, then now is the time to push ahead of the competition and find the right person. Having had a salesperson for more than eight years, I can say they can be worth their weight in gold. The key is to set up a pay structure that won't strain your cash flow during lean months. The benefit is having a person that is promptly following up on all leads and closing new work while you are out doing what you do. Let's answer some questions like where to find, train and pay the right person.

## Finding them

Let's assume that right now is the right time to add a salesperson to your business. Finding the right person is key because this person will be your mouthpiece when you are not available to describe your services to a prospective customer. If I were to come to your town to help you look, the very first type of person I would look for would be someone who is known in the local contracting community. This person would probably be an experienced salesperson looking for a change, or better yet, a contractor looking to slow down. Someone who is over 50, established, patient and financially stable will sell differently from someone young and aggressive. What I like about an older or experienced person is that they will connect better with the type of person buying our services. This type of building rapport is very important considering the competitive nature of today's market.

Nevertheless, finding the right

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*— Wayne Francis, Financial Associates*

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person is as much about matching your personality type as anything else. I know plenty of successful salespeople who I wouldn't want working for me for free. They just aren't my type.

Consider finding someone part time if this hire is your first taste of building a sales team.

## Training them

Having the new salesperson train by spending time with you personally will lay the foundation of this whole sales gig. Let this person shadow you for a week or two while you are on sales calls, follow-ups, callbacks, everything related to your business. This establishes how you want things handled when you are not available. Cut corners here and you will find yourself answering questions all day, defeating one of the purposes of have a salesperson.

You must put in place a person who thinks for himself or herself and in return trusts that you will stand behind their decisions. Many times my salesman, Scott Reeder, has called to tell me he had to adjust a price or throw in a second color to land the job. In return, many times he has called to say he "sold up" a job by adding a stained patio to a stamped job. They must feel comfortable looking at each job individually and making real-time decisions that are best for the business.

Sending new salespeople to a $400 seminar is not necessary when starting out. They can learn plenty from you and your crew. In the future, maybe, but don't spend the money at this time. Send them off with a portfolio of honesty and good pictures. They don't have to sell the decorative concrete industry, because it has been proven. They just need to sell themselves and your company.

## Paying them

For this to work, establishing the right pay structure is so important. I like low-salary, high-commission pay structures myself. This trickles a few bucks out during lean months but gives incentive to your salesperson. If you cannot afford to pay a salary, then look for a person who is semiretired that would be fine with the "eating what you catch" pay structure. This salesman type will most likely not be as aggressive but would do fine returning sales calls and following up on leads.

Part of the pay structure could include vehicle allowances, fuel, cell phone and bonus levels. Things like health insurance could be important to some but a waste of money for others — it depends on the individual. Don't be afraid to sit down and ask real questions before committing to a pay structure. Overpaying a new salesperson will be an anchor dragging behind your business unless they are closing plenty of work. Track their ratio of closings to sales calls to see how they improve, and don't be afraid to let them sell out of your comfort zone if your local market calls for it.

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

# SUCCEED
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**"I was talking non-stop to very interested buyers!"**

*— Tamara Taylor, Modello Designs*

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# Top Troubleshooting Stories of 2010

It's that time of year again — the time when I review the hundreds of questions and situations I dealt with in 2010 looking for those special few that made me pause and just think, "Really?"

*by Chris Sullivan*

There is no shortage of situations to choose from. In fact, it seems that the number of off-the-wall and strange-but-true questions and situations only seems to grow each year. Those that make the cut are rolled into this "best of" column. I hope you enjoy a snapshot of what I think is the funny, the bad and the ugly when it comes to helping the industry solve problems.

## The great gasoline gaffe

Let's start with one of my favorites from 2010. It was early spring, and I, along with a decorative installer, were visiting a stain job he had recently completed. The project was part of a small strip mall that was under various stages of construction. After walking the floor and discussing various "why," "where" and "when" aspects of the stain job, we noticed a fair amount of commotion going on next door, where a large foundation slab was being finished with ride-on power trowels.

Apparently someone on the finishing crew thought a lubricant was needed to aid the power trowels as they made their last few passes across the slab. Apparently no water was readily available, but quite a few gas cans used to fuel the power trowels were sitting close by. Do you see where this is going? Needless to say, one of the finishers started emptying a gas can onto the concrete to aid in lubrication. At this point, myself, the stain contractor, and almost everyone else were moving quickly and with purpose to get a safe distance away from the gas-soaked concrete.

Our pyromaniac power-trowel driver jumped back up on his machine and within minutes of gliding along the now gas-lubricated surface caught a rock and sparked off the slab. I would be lying if I said it was a magnificent explosion seen for miles, but the initial orange flame crawling across the slab accompanied by the whoosh of igniting gas fumes was impressive. The finisher was fine, expect for a few singed hairs and a true sense of embarrassment. I have to say that actually seeing a slab of concrete ignite and burn with a Sterno blue flame for 20 seconds did create a lasting impression. I am not sure if this scenario is ready for "Jackass: the Movie, Part IV," but it's not something you see every day, and that's a good thing.

## Arguing with labels

A question I often get deals more with the person trying to change my mind to appease their sense of urgency than with any actual application process. I often wonder why some people think that if they ask the same question 27 different ways, the answer might somehow change. For example, the classic and most common of these types of questions is the "how long to wait before applying sealer" question.

"I have a new stained or colored or stamped or whatever concrete slab, and I am having the plant of the month club over this week, and I want to know if I can seal it today, or do I REALLY need to wait the 28 days as clearly stated on the directions?"

Depending on my mood, the answer can vary from a detailed explanation of why it is important to wait to sarcasm: "No, you don't have to wait, but it will probably fail within six months."

This exchange is often followed by a laundry list of irrelevant details from the user, then the same question, "Do I have to wait the 28 days to seal," asked again. This begins another back-and-forth between me and the persistent questioner, with the same result. In the end it becomes painfully obvious that all they want is the smallest amount of "maybe" from me, which will give them the confidence that breaking the rules, cutting corners and just plain lack of common sense might actually pay off. It is also not surprising that six to 12 months later these are the same people who are back asking how to deal with a sealer failure.

## Heat stroke of genius

Last but not least in the crazy category is the sealer situation of the year. Our story begins with a typical sealer complaint. A contractor was looking for a full refund for sealer purchased from a distributor, stating that the product did not work at all. In fact, the sealer was so faulty that his roller actually stuck to the surface as he rolled the sealer down. Having heard this, my interest was piqued. I had to dig into this further to see what exactly would cause a liquid sealer to flash off so fast it became glue.

Well, as with most complaints, the devil is in the details, and it did not take much to uncover those associated with this issue. The job took place in southern Colorado in late July. The daytime temperature was hovering right around 100 F with a warm wind blowing about 15 to 20 knots. There was not a cloud in the sky, with the sun beating down hard. The applicator picked midafternoon to start applying the sealer. Most would say this was the absolute worst time to even consider sealing concrete, right? Well, not for our unsuspecting contractor, who not only failed to read the directions and limitations but also had a lapse of common sense.

Oh yeah, I also forgot to mention that the project in question involved sealing dark concrete pavers on a rooftop — so you can add another 10 F in surface temperature. Needless to say, I had a hard time composing myself when the contractor started to complain to the distributor, demanding a refund and going on about the product being defective. When asked to produce the smoking gun, he brought in the roller firmly embedded in a pan of sealer that was rock hard. This roller with attached handle now makes a nice coat hanger in the distributor's showroom. As far as the contactor and his claim, a quick read through the application guidelines and the case was closed.

As we close out another year, I sense that 2011 will hold good things for the industry. The last three years have been hard, but those that survived are in a better place to face the challenges that lies ahead. I look forward to a new year and to helping solve more problems in and around the decorative concrete industry.

*Chris Sullivan is vice president of sales and marketing for ChemSystems Inc. He has presented seminars and demonstrations throughout North America, including at World of Concrete and the Concrete Decor Show & Spring Training. Contact him at trowelanderror@protradepub.com.*

Photos courtesy of the concretist

Flowers in the wine department: Loose floral vignettes at a Nugget Market in California were created with the help of Photoshop-altered watercolor renderings.

# Freehand Means Freedom for You and Your Customer

So many things in construction, in concrete, involve straight lines. Or rectangular shapes with right angles. Or, if the architect is really bold, perhaps, a skewed grid at 45 degrees. There are a few nuts that opt for circles, even ellipses, and the very occasional freak asks for a spiral.

*by Michael Miller*

Whether more utilitarian or more exotic, these are forms that every general contractor and every concrete guy is familiar with. We all have the tools and the formulae to produce these lines, angles and shapes. But they require attention to detail, are easy to be critical about and take time. Time is money. And being judged when your attention to detail was less than just right is money with wings that flies out of your bank account or wallet.

As less of a structural and more of a finishes guy, I have tools and formulae too. And, very occasionally, I have to use them. But we've been fortunate to develop patrons who appreciate that they get the best value (more "bitchin" details, more art) when we're able to work freehand.

Freehand is faster, it's more fun, and it gives clients less opportunities to judge us critically. Obviously, this is good for us. It's also good for them. They're able to enjoy surprises (and, boy, does every job yield surprises) and they don't have to be judgmental. It's amazing how an 89.5-degree angle or a less-than-perfect circle can turn an otherwise great client into a real jerk. And who wants to have to be a jerk?

One of our special clients is our good friend and patron, Jeff Albright, facilities director for California grocery store chain Nugget Markets. Jeff must've been a great kid to buy presents for. He



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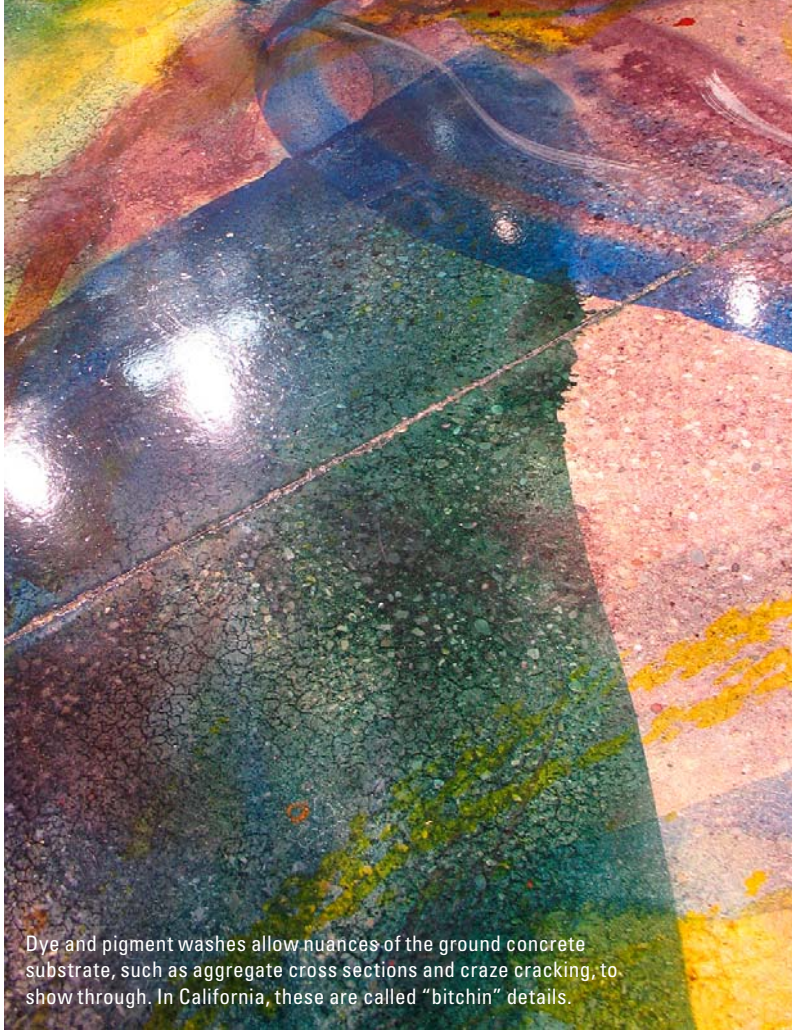
Kelley Burnham wields really big brushes and even mops to yield a really big "watercolor." Art techniques such as bleeds work equally well on rag paper and ground concrete.



Dye and pigment washes allow nuances of the ground concrete substrate, such as aggregate cross sections and craze cracking, to show through. In California, these are called "bitchin" details.

lets you know what he wants and is then happy with what he gets. "Grandma, I'd like a firetruck please. Oh great, a police car ... I really love it!" Jeff is smart and he works hard too. He's also lucky and he knows it. He's thoughtful, puts in the time, and then accepts what the universe has in store for him. Both Nugget Markets and the concretist have thrived as a result of this.

The photos featured in this column are of our third Nugget Market, where we worked with Jeff. The theme he suggested was "sunflowers." This was expanded into "florals." A ground and patina-stained field was punctuated with loose floral vignettes delineating departments and specialty areas. These ideas were elaborated through Photoshop-altered watercolor renderings. Jeff and his Nugget crew were responsible for the grinding, while the concretist treated this "canvas" as one really big watercolor.

All layout and material application was by hand and by eye, with no mechanical aids. If a petal was an inch off, great! If it was a foot off, even better! This is a really fun and liberating way to work. It makes you look forward to putting in the extra time if, while in mid-process, it's determined that another one or two sunflowers will really make the composition. And it's normally the artist or the artisan team who makes this decision. No need to find Jeff. Better that he be surprised.

The field was stained with Patinaetch stain by

Concretist artist associate Martin Webb applies thinned water-based acrylic, intensely saturated with Deso Dye Concentrates and Aquacolors from Colormaker. The layout and material application was done by hand and by eye, with no mechanical aids. That's one really big watercolor!

Colormaker and enhanced with Colormaker's Deso Dyes and Aquacolor micronized pigments. Floral vignettes were produced with really large brushes, mops and sponges applying saturated combinations of these same dyes and pigments in a thinned-down water-based acrylic solution. Art techniques such as bleeds work just as well on rag paper or ground concrete. The floor was sealed by us with Surtec's Stone Seal and finished by Jeff's guys with Surtec's FS-600. Both the seal and the finish were also water-based acrylics.

What's great about this system is that dye/pigment washes allow all of the nuances of the substrate to show through — aggregate cross-section, crazing, even the occasional construction-related trauma such as spalls. This is both art AND sensory concrete at its best! Jeff didn't like it. Not at all. He was surprised. And he knows he's one lucky guy, blessed really, so he loved it.

We're lucky, too, lucky to have had Jeff as our client and to have been able to work by hand and by eye.

In between our second and this third market for Nugget, Jeff opened another store for which the budget was a bit skimpy. He's a really capable guy with a really capable crew. He knew he couldn't afford the concretist on this one and (thank God) decided to struggle through it himself. I give thanks because what he was looking for was a 50,000-square-foot checkerboard, with the squares further delineated by saw-cut joints. No room for error! The only "art" was in templated and blasted logos. He was able to eliminate our subcontractor markup and did a really super job. It looked great. It also took about five times as long as he thought it would to complete. Hence, next store, he went back to the concretist working by hand and by eye.

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



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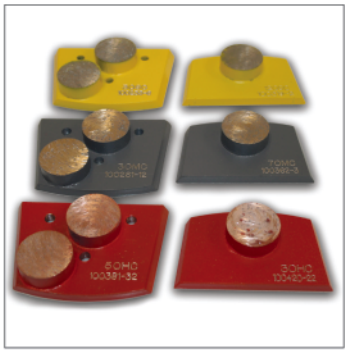

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# Mock-ups Make Sense

You can fine-tune your concrete polishing bid by figuring out before the job begins how the concrete is going to grind, what diamonds you will need and how to prepare. Walk on the slab, pour some water on it, scratch at it and put a diamond on it.

*by Jennifer A. Faller*

Finally, do a polishing mock-up on the slab. Answers you get from the pre-polish investigation and mock-up will give you the advantage every time.

Does the concrete absorb water? This will tell you whether it is sealed or if it is just unsealed and dirty.

Is the concrete reactive? Place a drop of etching acid on the floor to see if it fizzes and reacts. "Yes" means the concrete is unsealed. "No" means that the concrete has sealer or densifier that inhibits absorption, which directly affects densification.

Does the concrete scratch easily? The answer will determine what diamond grit and bond to start with and whether heavier densifier application is needed.

Are cracks visible? Cracks and holes can be invisibly corrected with a silicate-based repair material like Certi-Shine Fusion during grinding.

Put a straightedge down on the slab — how much light is shining through underneath it? Plan more time to cut the floor flat if needed.

## Strip it good

Removing coatings from concrete before polishing it demands expertise in removal, and technique depends on the coating chemistry, thickness and condition. Is the coating made of acrylic, enamel, epoxy, urethane, layers of multiple products, or something else? How thick is it? Is the coating worn through or intact?

Trowel-down coatings often contain fillers that are harder to remove. Sometimes the owner knows the details, but if there is no information at all, trial and error and your own experience will ferret out the secret combination to remove that particular coating.

Chemical stripping methods excel in some circumstances. Chemical stripping will not affect the cut of a formerly coated floor, reducing the chance of random scratches. When the owner worries that mechanical methods will increase the risk of aggregate exposure, chemical stripping is ideal. Also, chemical stripping allows a head start on a project when all your equipment is tied up on another job.

During mechanical removal, coatings that cannot tolerate the heat and friction of grinding may melt and gum up the cutting surfaces of tools.

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Again, chemical strippers may help with these kinds of coatings.

Different strippers are effective with different coatings, so it is important to test samples of various strippers during the mock-up to find the most effective product for each coating.

Most chemical strippers are either oil-based or solvent-based. Oil-based chemical strippers are extracted from soybeans, pine, or citrus (D-limonene) sources. These are often less of a safety concern for workers and can be easier to dispose of. Check with local authorities regarding disposal, and comply with all federal, state and local regulations.

Oil-based strippers require time to work. Scoring the surface of the coating can be helpful. Apply the stripper to the entire surface and allow it to work for 20 to 30 minutes. After the coating has softened, scrub using a floor buffer with a brush like a Nylo-Grit or Strata-Grit brush. Manual pole scrapers and blades are fine for small areas, leftover edges and around drains, but they are impractical for large areas. Scrub until the coating fully releases from the concrete.

Remove the softened coating and stripper waste by shoveling it into concrete dust, sawdust or kitty liter. After stripping, the floor must be cleaned and degreased.

Solvent-based strippers are usually based on xylene, toluene or methylene chloride. Certain coatings will respond better to one type of solvent than another. Acrylic sealers, enamels and many other paints can be removed with aromatic solvent strippers, but industrial coatings such as epoxies and urethanes will often require chlorinated solvents.

Solvent-based strippers require more worker safety gear and ventilation measures but can offer faster working time. Apply the stripper to one small area at a time. Allow the coating to soften, then scrape it up and remove it. Clean up before moving to the next area and repeat the process until the entire coating has been removed. Degrease and clean the floor, then proceed to the initial grind.

## Mechanical removal of coatings

If you choose to remove a coating mechanically, it can be accomplished with several different types of equipment, including ride-on floor scrapers, scarifiers, shotblasters and surface shavers. Diamond grinders can be outfitted with coating removal tools, including polycrystalline diamond (PCD) cutters, scraper discs and metal bond tooling.

Use an equipment manufacturer or rental company as your resource. Knowledgeable representatives will recommend appropriate equipment. On-site demonstrations can prove equipment effectiveness before renting or purchasing. Figure out ahead of time what surface profile the equipment will leave behind, as some equipment may leave too severe of a profile.

Mechanical methods are also effective for removal of floor coverings, which can offer plenty of surprises. Was the carpet installed directly to the concrete or is there VCT under it, and what is underneath that? Most floor coverings are installed after the application of cementitious leveling compounds. In these cases, the floor may not be as flat as it may have first appeared.

## Definition of a mock-up

The mock-up will indicate which diamond bond and grit should be used for the first cut and help you estimate diamond consumption. It will give you a plan A and a plan B. All of this information is required before you can tell the owner, "Yes, I can polish your concrete, this is the price and it will take me this many days."

A mock-up is defined as a full-sized (typically 10-foot by 10-foot) physical model performed to spec. The mock-up should be done with the same machines, diamonds and chemicals that will be used for the actual job.

Install the mock-up in an area where you and the owner have the lowest expectations — in other words, where there is staining, cracking or discoloration. Create two halves on the mock-up. On one half, fill the cracks, apply a finish coat or use a stain. Finish the other half with densifying and polishing only. The differences between the options will be obvious to the owner when both are viewed side by side.

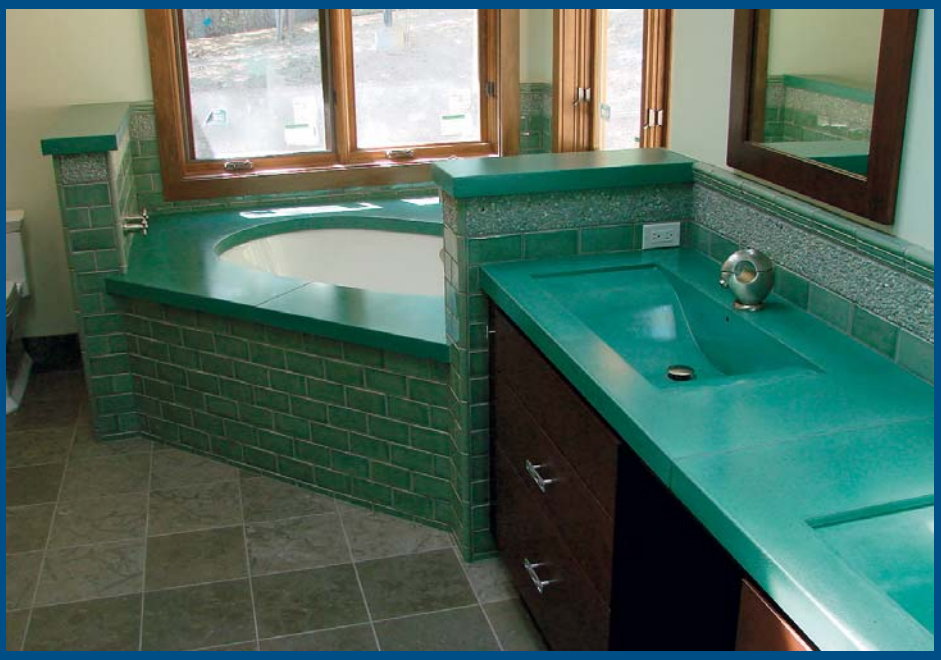
Make sure that the mock-up is procedurally complete, but do not spend all day doing a flawless mock-up that cannot be reproduced on a real production schedule. A residual grease stain or a trace of a footprint can help condition the owner to not expect miracles on the full project. We all want to get the contract, but realistically we need to be able to afford to duplicate the mock-up when the contract is awarded.

Finally, charge for the mock-up. You are an experienced craftsperson and your time is valuable. When the mock-up is approved and the contract is signed, deduct the mock-up price from the final invoice. This way the owner will not waste your time and will have an investment in the outcome. It is easier to work with committed customers than tire-kickers.

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

# Dave Pettigrew, Diamond D Concrete

## Santa Cruz, Calif.



Photos courtesy of Diamond D Concrete

*by Natasha Chilingerian*

Dave Pettigrew first fell in love with construction in the sixth grade. His uncle, a carpenter, had just built his own home in Salinas, Calif., and Pettigrew thought, "That's how you do it." He began working in carpentry soon after, and at age 18, poured a concrete foundation for the first time. At that moment, Pettigrew found his true passion.

"There was something about pouring the liquid material into the forms, giving you a foundation to build on," Pettigrew says. "It's always been a magical material for me."

Today, 59-year-old Pettigrew heads Santa Cruz, Calif.-based Diamond D Concrete, a contracting company that designs and installs a vast variety of concrete projects in the Santa Cruz metro area. The company creates countertops and pool decks, places driveways and concrete overlays, and completes demolition, engraving, staining, cleaning and paving projects. Diamond D also offers concrete staining design and installation services nationwide.

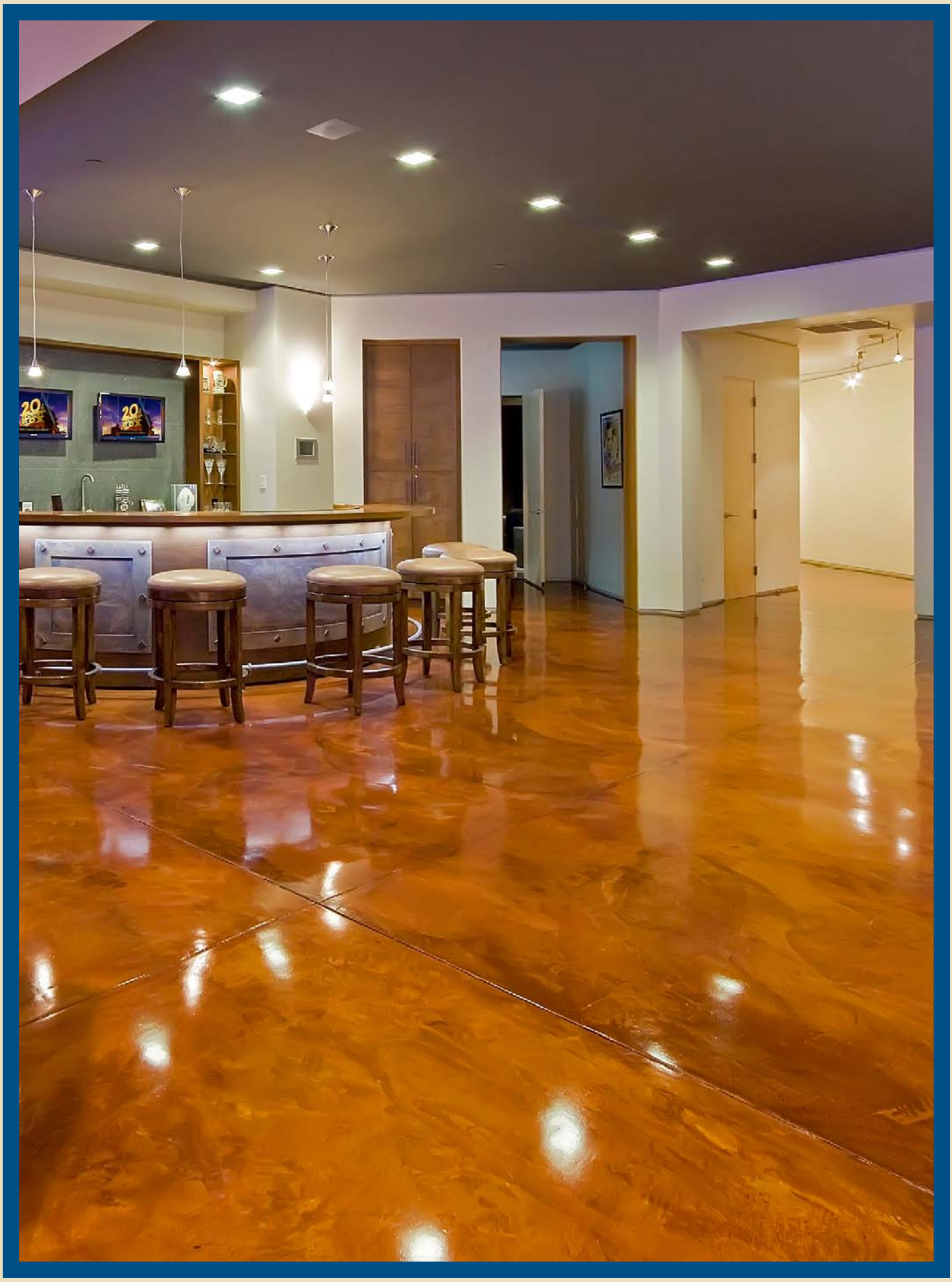
Pettigrew and his nine-man team consistently have their hands full with jobs for residential, commercial and government clients.

Diamond D Concrete was established in 1989 when, after working on his own as a concrete contractor for two decades, Pettigrew hired several workers to assist him with rebuilding hundreds of homes destroyed by the Loma Prieta earthquake. "I started this business with a wheelbarrow and a shovel," he says. "I had the desire and will to succeed."

A year later, Pettigrew witnessed a technique that he says instantly struck a chord with him — acid staining. Ever since, he's preferred acid staining to all other methods of coloring concrete on interior floors.

"Acid staining is the old-school way," he says. "It gives you that deep, lush patina color that you're looking for, and you can really see the character of the concrete."

One significant example of an acid stain job by Diamond D Concrete is "The Wave," a 14-foot-high ocean wave structure in a city-owned Santa Cruz skate park on which workers began decorative artwork three and a half years ago. After sandblasting the wave structure, they stained it a blue-green sea mist color and sealed it with an antigraffiti sealer from Surtec Inc. Finally, they created an intricate design — based on a drawing by Santa Cruz artist Jimbo Phillips — on the wave. Using a sandblasting mask as a stencil, workers sandblasted away parts of the stained surface to create an image of splashing, foaming water.



Pettigrew added finishing touches to the wave a year and a half ago by hand-applying a microtopping material in a white color, adding more detail to the foam design.

## Cast-in-place stairs and big pours

Another Diamond D Concrete project that's caught the eye of many is the "Floating Staircase." Two were installed as part of an extensive luxury home project in Los Altos, Calif. The outdoor staircases are comprised of concrete steps that are held in place by walls on one side only.

The steps were originally designed to be three inches thick, but Pettigrew suggested tapering their thickness from five inches on their supported ends to three inches on the ends that jut out into the air.

To create the staircases, workers drilled holes six inches into the 12-inch-thick concrete walls, then installed all-thread rods to support each step. Forms were built in Pettigrew's shop, transported to the site and set up on stair horses so the steps could be poured in place. Low-strength fiber-reinforced concrete filled the forms, and the forms and stair horses were removed after 28 days. To finish the job, Pettigrew ground the steps with 400-grit diamond pads, acid-etched, stained the steps in an auburn color and sealed them with a lacquer wet-look sealer.

Pettigrew says he's proud of much more than just those at this job site. The project included radiant-heated concrete floors in the basement, a wine cellar floor, and countertops made using recycled glass pieces.

"That was one of my favorite homes to do," Pettigrew said. "The recycled glass I used was hand-blown

art glass, and the basement floors were microtopped and stained on top of the radiant heat technology in a breathtakingly beautiful auburn color."

Pettigrew says he's signed several interior projects for this winter, and next spring, Diamond D Concrete will take on another city project with an ocean theme. The company has been chosen to complete a project outside the Monterey Bay National Marine Sanctuary in Santa Cruz. It's a sandblasting and staining job on a patio that surrounds a full-scale whale's tail sculpture. Pettigrew says he'll use blue and green stains to make the concrete look like a splash of water.

## Contractor or artisan?

While this article honors Pettigrew as an "Artisan in Concrete," he tends to shy away from the term. "I hear the word 'artisan' applied to Diamond D Concrete, and it's hard for me because I don't see myself as an artist," he says. "I'm a good concrete contractor with an eye for color. My job is to listen to my customer, to see in my mind's eye what they see. Then I can truly build what they see."

Recently, Diamond D Concrete poured 332 cubic yards of concrete in a single day to create the foundation for a 7,400-square-foot home — an accomplishment that would impress any contractor.

"That's an epic amount to pour and finish in one day," Pettigrew says. "Pouring this much concrete is like dancing with the demon. We are alright as long as we can keep tempo, but anyone who has ever poured concrete knows the feeling when you fall behind."

However, he obviously has an

artistic side too. He's been inspired by cave art to develop decorative concrete designs, and he designed a large lizard for the floor of a client inspired by a gecko on a T-shirt.

Pettigrew attributes his success to his dedicated work ethic, the personalized attention he gives to every one of his customers, and perhaps most importantly, the diversity of his portfolio.

"I'm a finisher — I finish what I start no matter what it is," Pettigrew says. "The reason why I've been able to roll through these economic upheavals we've had is because I've diversified when it comes to construction. We're always busy because we're always doing different things."

Why is concrete contracting work so satisfying for Pettigrew? Well, he knew from the beginning that it was destined to be his livelihood. But he also loves the satisfaction it brings to his clients. When the work is complete, a Diamond D Concrete client is left to enjoy a work of art, whether it's a dream home, relaxing public space or beautiful workplace.

"I'm grateful to have a company that's so well thought of," he says. "We get to help people make their dreams come true."

**www.diamonddcompany.com**

Photos courtesy of Westcoat Specialty Coating Systems

# Corvette Diner

## San Diego, Calif.

*by Natasha Chilingerian*

Even for the most skilled decorative concrete contractors, a big job can become a trial-and-error process and an opportunity to learn something new. At the Corvette Diner in San Diego, where Life Deck Coating Installations put in vibrant floors to match the restaurant's '50s vibe, a lesson was learned that other contractors can take note of: In a busy restaurant where floors endure abuse, a matte finish is a better bet than a glossy one.

The Corvette Diner job involved the application of epoxy that shows off checkerboard, curve and circle patterns in black, white, bubblegum pink and turquoise. Life Deck Coating Installations workers finished with a high-gloss topcoat for extra sheen. The result was a surface that's fun and

### Project at a Glance

**Client:** Cohn Restaurant Group, San Diego

**Contractor:** Life Deck Coating Installations, San Diego

**Designer:** Design Perspectives, San Diego

**Timeline:** Three to four months for original installation of floors throughout Cohn Restaurant Group's Corvette Diner in spring 2009; a few days to refinish floor of restaurant's party room in summer 2010

**Project specs:** 10,000 square feet of colorful epoxy floor coating; refinishing work on approximately 1,000 square feet

**Materials supplier:** Westcoat Specialty Coating Systems, San Diego

**Materials used:** EC-72 Epoxy Patch Gel, Epoxy Slurry System; EC-34 Epoxy, EC-31 Epoxy Clear and EC-95 Clear Polyurethane topcoats (for original finish), SC-66 Waterbased Polyurethane Satin Sealer (for refinish)

playful, similar to the atmosphere of the restaurant, where waitresses wear bouffant hairdos and poodle skirts, the burgers and shakes are monster-sized and oldies blare from the jukebox.

But approximately one year after the floors were finished, their gloss had slightly dulled and minor scratches began to appear due to a high amount of foot traffic and rough contact with tables and chairs. The solution? Even out the surface with a satin sealer that's less likely to show signs of abuse. Life Deck Coating Installations workers recently went back in to refinish the restaurant's most popular spot — the party room — with the new sealer as a test run. So far, it's proved to be a sturdier choice.

"We had applied high-gloss finishes in restaurants before, but this particular one seemed to have dulled faster," says Life Deck project manager Gil Koury. "It's always a good idea to possibly think of using a satin finish for the floor of a high-volume restaurant."

## Black, white and pink

The entire journey began back in spring 2009, when Life Deck began the original floor installation for restaurant owner Cohn Restaurant Group. Using products from specialty coating systems manufacturer Westcoat Specialty Coating Systems (which, like Life Deck, is owned by Pacific Pebble Corp.), workers covered about 80 percent of the restaurant's floors with unique designs in shimmering colors.

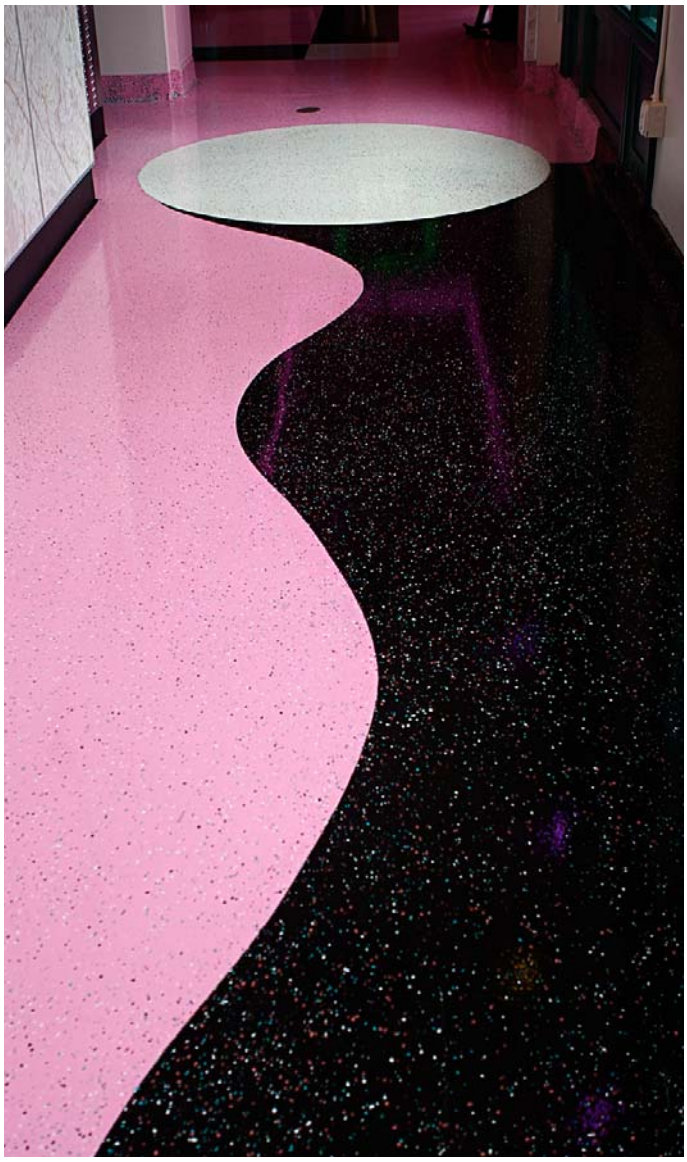
Crews worked on the diner's bathroom floor, arcade room floor and several themed-room floors, varying patterns from room to room. One room's floor is covered with a pink and white checkerboard pattern, and a custom fleck design was placed to spice up the squares. In a walkway, a long curved line separates solid sections of pink and black and leads to a large white circle.

Koury and his workers completed the floor over the course of three to four months. First they smoothed out the uneven surface with Westcoat EC-72 Epoxy Patch Gel. Then they installed Westcoat's Epoxy Slurry System to add a strong, even layer to the floor.

They saw-cut patterns into the floor, Koury says, and colored the patterns with Westcoat EC-34 epoxies in black, white and a custom-blended pink, along with acrylic paint chips in black, white, pink and turquoise. They finished with two topcoats — EC-31 Epoxy Clear and EC-95 Clear Polyurethane — to protect the floor and give it sheen.

Koury worked with hospitality and restaurant design company Design Perspectives to develop the patterns and colors. "It's a '50s diner, so we were for sure going for a '50s feel to it," he says. "It's very dramatic. The way it looks with the color combinations and the way it was designed is definitely unique."

Cohn Restaurant Group president and founder David Cohn says the floor's design evokes personality, just as his restaurant does. "The Corvette Diner was designed to create a fun, lively dining environment that featured the colors, patterns and vibe of the 1950s. The floors were brought to life with a palette of pink, black and white with a variety of patterns, including



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checkerboards and playful curves that complemented the surrounding theme."

In early 2010, when minor scratches and dulling became visible, Life Deck launched the refinishing plan. "It didn't look bad — it had just dulled a bit because of all the traffic in the restaurant," Koury says. "One room had a lot of tables and chairs in it that were being moved, and there was some scratching, so we applied a satin polyurethane finish."

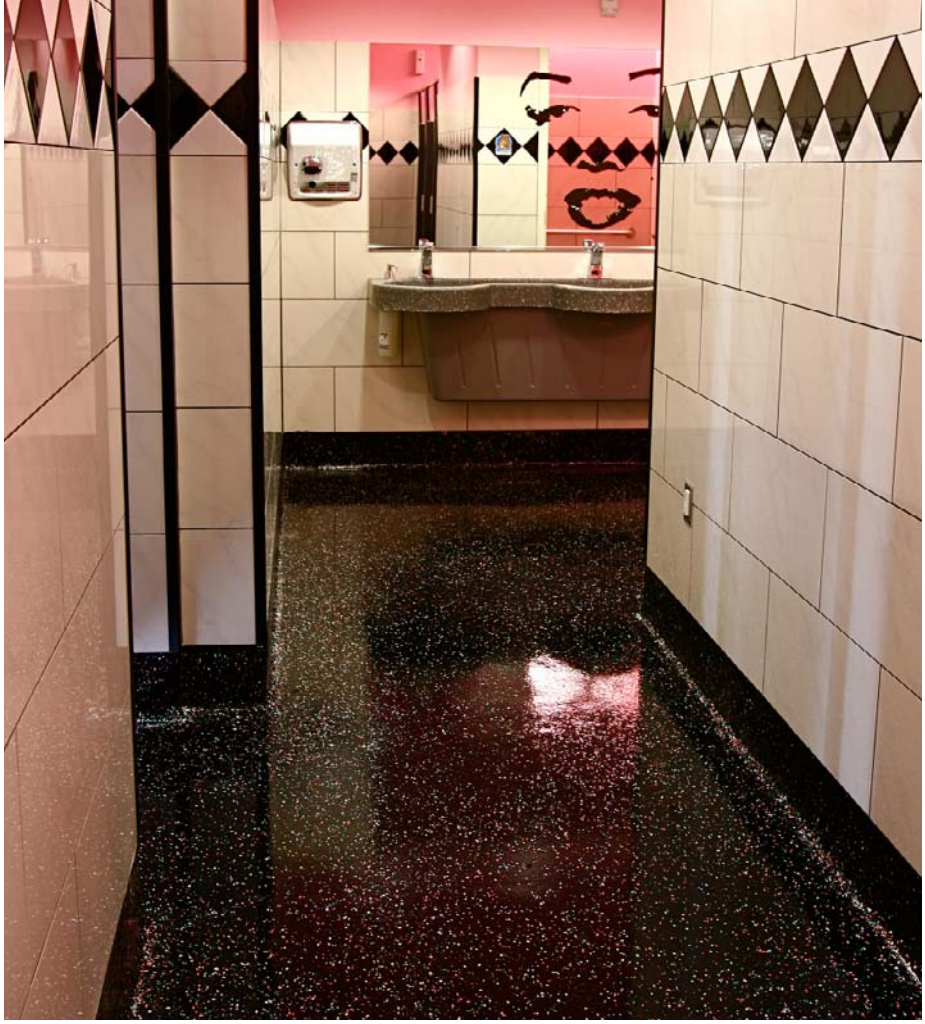
The restaurant closed for a few days while Life Deck employees got to work on the party room, which comprises about 10 percent of the entire restaurant's floor surface. First, they sanded the surface with 50-grit sandpaper and wiped it down with a solvent. Then they applied two coats of Westcoat's low-odor, low-VOC polyurethane satin sealer, SC-66. The floor's design hasn't changed, and the only visible difference from the first go-around is slightly less sheen. Since scratches are easier to see on glossy surfaces, a more-matte finish was just what the floors needed.

"The satin finish shows fewer scratches and holds up better," Koury says. "It just has more of an even look versus a high-gloss."

So far, the new finish has been scratch-resistant, and Life Deck Coating Installations may refinish the remainder of the restaurant's floors at a later date. Most importantly, this minor setback never kept compliments on the floor from rolling in, and the Corvette Diner team has been consistently pleased with the contractor's hard work.

"Our customers often comment on the unique floor designs as they walk to their tables," Cohn says. "We feel that the Life Deck floor is a great compliment to our overall design and concept, and we enjoyed working with their professional team."

**www.lifedeck.com**



Surface preparation equipment manufacturer SASE Co. routinely tests different machines on polishable overlays at its East Coast headquarters in Knoxville, Tenn., to find out which diamonds work best in which sequence.

Photo courtesy of SASE Co.

# polishable overlays

## Thin coatings that can be polished work wonders on floors new and old.

But applying them right takes know-how.

*by Stacey Enesey Klemenc*

Polishable overlays are making substantial headway into the realm of decorative concrete. Tom Graf, owner of LifeTime Floors, which manufactures the polymer-modified Artera and the portland cement-based Mosaic toppings, thinks the general state of the economy is one reason why. "Buildings aren't being built at the rate they were before, so a lot of our business involves what we can do with existing concrete floors."

However, contractors take heed: Not everyone is up to the task of properly installing them.

"It's a field reserved for only the most skilled in the business," says Bruce Burton, technical services manager for construction repair systems at Mapei North America, the company behind the polymer-modified Ultratop system. "We get calls from three to four customers a week (about overlays). Fifty percent say we have the best product on the market while the others say they can't get the job done no matter what they do."

Burton says his company also gets mixed reviews from diamond manufacturers. He recalls a time when his company sent material with the same batch code (which identifies the ingredient mix in a given batch) to three manufacturers of diamonds for testing. "One said it was too soft. Another said they got acceptable results but not great. The other said the product was the best thing they ever used. All of which means it's very complicated."

Jim Harvey, creator of Deco-Pour, a portland cement-based overlay, emphasizes patience and education when working with polishable overlays. "You can't go in and rush through this process," he says. "You need to be trained by someone familiar with the product. I think we should only sell to technically competent contractors or we'll ruin it for everybody."

### Each brand is unique

David Landrey, director of technical services for Raeco Specialty Cements, defines polishable overlays as "any type of a thin-bonded topping system that's suitable as a wearable surface for heavy-duty traffic when polished." No sealers or waxes are needed. When fully cured, these toppings boast a compressed strength of anywhere between 4,000 and 6,500 psi.

But the generalization stops there. Manufacturers use a wide variety of ingredients to produce these toppings, from portland-based, calcium-aluminate and other fast-setting cements with

### Estimate thickness correctly

Correctly estimating the thickness needed to get the job done right is one of the biggest issues a contractor faces when applying a polishable overlay, says David Stephenson, president of American Concrete Concepts in Springdale, Ark., who has been working with them for six or seven years.

If you think you'll only need a 1/4-inch overlay and it ends up being a half-inch, your cost has doubled and your headache has just begun. "A polishable overlay is very expensive," Stephenson says. "When you bid on an overlay project, it's very important to know how much material to purchase." Too much and you'll end up with a lot of extra product. Too little and you're out of luck. "Once you get going on the job, you have to have it all there to finish it out. You can't stop and go get more."

Photo courtesy of LifeTime Floors

POLISHABLE OVERLAYS: A DECORATIVE CASE STUDY

# Productivity Inc., Minneapolis, Minn.

When Productivity Inc. built a new showroom in Minneapolis, Minn., more than three years ago, the company chose to top the floor with Artera, a polishable polymer-modified fiber-reinforced cementitious overlayment made by LifeTime Floors. "They went with our system because it was able to withstand the load transfer of forklifts and heavy machinery," says Tom Graf, owner of LifeTime Floors and Concrete Arts Inc., the Hudson, Wis., company that finished the 12,000-square-foot floor.

But durability wasn't the only thing Productivity wanted for its new showroom. The Midwest distributor of machine tools, fabrication equipment, tooling and assorted accessories also sought a decorative finish that was both high-gloss and low-maintenance. And that's what it got, Graf says.

"It's been three-plus years since we finished that floor and they haven't had to apply any sealer or waxes," Graf says. "I was in there not too long ago and it doesn't look any different than the day we left it."

Gresser Inc., of Eagan, Minn., installed the showroom's 8-inch structural slab and Concrete Arts topped it with 1/2 inch of Artera. To achieve the monolithic look the client desired, a gray-based topping was integrally colored with Prism Pigments' Charcoal color and mixed with salt-and-pepper colored granite.

It took Graf's three-man crew three weeks to finish the 10-step polishing process. "The floor has a lot of granite, which is a very hard aggregate," Graf says. "The biggest obstacle was trying to get rock uniformity. We had to use metal-bond diamonds and wet-cut the first three steps to expose the aggregate before we went to a dry process.

"The floor was hardened and taken up to a 1,500-grit sheen. Then a stain resist was applied and the floor was burnished as the very last step."

Although the showroom wasn't a LEED project, it could have qualified for LEED points, Graf says. "Twenty percent fly ash was used in the base slab. And the granite was recycled or mined within a 200-mile radius."

Besides its environmental pluses, Artera has other notable attributes, Graf says. "It creates a totally breathable surface so you don't have to worry about vapor emission problems. And the install costs — including the polishing — are lower than with a traditional terrazzo application."

trace amounts of polymer to complex polymer-modified formulas, some complete with hardeners and others reinforced with fibers. Overlays may be self-leveling or trowelable. They can be applied with or without aggregates or other decorative elements such as glass or metal flakes. Their makeup truly runs the gamut.

"A lot of contractors aren't familiar with polymer-modified systems," says Graf. "They are generally sticky and contractors often get frustrated with them."

Also, Landrey adds, mixes high in polymer content are not as polishable.

Whatever the overlay is made of, properly prepping the substrate is key to a successful job. It must be free of contaminants, properly profiled and primed. The overlay is generally applied between 3/8 inch and 5/8 inch thick, but it can be put down much thicker if necessary, up to 1 1/2 inches or more.

If a job calls for a thicker application, Graf says, it's much more cost-effective to use a cement-based topping without polymer modification. "Polymer-modified systems get really, really spendy at anything over 3/4 inch thick."

Whether a job is large or small, Landrey says, installing and polishing an overlay generally takes a minimum of four to five days. The polishing process itself involves at least seven steps. The rule of thumb is to wait at least 24 hours before polishing. Some installers prefer to wait longer.

If taken to a full polish, says Graf, both polymer and portland-based systems are breathable, sustainable and can reap LEED points for a project.

## Why use a topping?

Probably the most common reason a polishable overlay is installed is to cover an existing substrate that needs serious attention: it's badly stained, deeply trenched, not level, or has inconsistent aggregate, unsightly patches or ghosting from VTC tiles.

One of an overlay's most attractive decorative attributes is that colored overlays can be replicated, a feature relished by many big box stores across the nation. "If you can make a sample at the shop, you can reproduce it on the floor," says Joe Zingale, sales representative for CTS Cement Manufacturing Corp., the company that makes the self-leveling, interior/exterior overlayment called Rapid Set TRU.

"If a customer has multiple locations, overlays are easier to duplicate in store after store because they are consistent in makeup," he says. In contrast, the shade of regular concrete can vary depending on where a batch's raw materials came from.

Burton agrees. "With overlays, you can deliver a consistent color and high-quality finish while retaining the natural look and feel of polished concrete," he says.

But make no mistake about it. Polishing concrete and polishing concrete overlays are two different animals. Do some research on the toppings you're considering — call

Photo courtesy of LifeTime Floors

Among the polishable overlayments on the market today are several featuring cement-based systems, such as the Mosaic topping manufactured by LifeTime Floors. The topping is designed to be applied wet on wet between 1/2 inch and 5/8 inch thick on freshly poured concrete slabs. After it's cured, it should be ground down and taken up to a full polish. Seen here is a Mosaic floor at the University of Texas, San Antonio.

various equipment manufacturers and ask what brands they have worked with, what results they got and what to expect when working with a certain product. "If they say you polish it the same way you'd polish normal concrete, hang up. If they say the overlay systems are quite different than regular concrete, they deserve more questions," Burton says. "At the end of the day, pick a manufacturer you trust that has tested the product with a specific hardener, diamonds and equipment."

Following manufacturer recommendations and mix instructions, try polishing an overlay in your own basement or garage where you can perfect your technique before you take on a job. "We've had contractors who have bid on 20,000 square feet of retail space who have never polished our toppings," Burton says. "Way too frequently, it just doesn't work out."

Photo courtesy of SASE Co.

Before the polishing process can begin, an overlayment must be properly raked and spread.

## Choosing the right diamonds

Whether overlays have high polymer content or feature hydraulic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cement and silica sand, they are all very aggressive on diamonds, says John Abrahamson, manager of East Coast operations and marketing for SASE Co., a company that specializes in surface preparation equipment. "We have special diamonds designed for overlays because they are tricky and react differently."

Harvey of Deco-Pour notes that while traditional tools are used to place and polish his portland-based overlay, determining the process took a lot of trial and error. "While the only difference from traditional concrete (polishing) is the size and sequence of the diamonds used, it took us about four years to find the ones to do the job properly."

Before tackling a job, contact your diamond supplier, Abrahamson suggests. If asked, most leading companies will direct you to purchase certain diamonds to be used with specific products.

When you use the right diamonds, you'll get the proper wear and they'll last longer, he says. "When grinding soft concrete use a hard-bonded diamond, and if the concrete is hard use a soft-bonded diamond."

Polishing polymers can get a bit tricky, notes Burton of Mapei. If you

POLISHABLE OVERLAYS: A DECORATIVE CASE STUDY

## Alabama Robotics Technology Park Tanner, Ala.

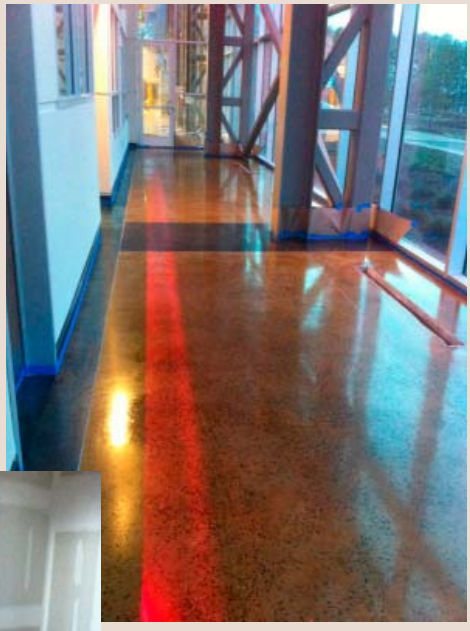
Polishing 52,000 square feet of floor is never an easy task, but some jobs can be more demanding than others. This was one of them.

It took contractor Darryl White and a crew of five 11 weeks to prep, polish and finesse the artwork for the floors of Alabama Robotics Technology Park, a robotics maintenance training center in Tanner, Ala. It celebrated its grand opening Nov. 10.

The biggest obstacle White had to overcome was getting the facility's floor in the 4,000-square-foot front lobby to the specified 5/8-inch recessed depth. "We wrote the specs for how to do the recess work and gave them to the (installing) contractor and GC, who did it the way they wanted anyway," says White, owner of Concrete Flooring Solutions, based in Alabaster, Ala.

Subsequently, his crew had to bushhammer out the 1 5/8-inch overage with a jackhammer and bushing tools after the building — which features a 58-foot glass curtain wall — was already built. To make matters worse, the lobby's underground air ventilation system had to be completely redone to get the floor back to architectural specifications.

When that was accomplished, White's crew applied 5/8 inch of Rapid Set TRU, a hydraulic cement manufactured by CTS Cement. During the application they simultaneously seeded and broadcast 3,500 pounds of multicolored recycled crushed glass at the same time.



Photos courtesy of Concrete Flooring Solutions

Then using HTC diamonds and grinders, the floor was ground wet and polished dry to 800 grit, White says, noting that the 11-step process started with a 60-grit steel diamond. "When we were done, it turned out to look like a sheet of glass. Considering we had to jackhammer it out, it was a pretty amazing feat. We do more than 1 million square feet of polished concrete a year and I've seen it all. This was a huge leap in the overlayment process."

Besides polishing, the job also entailed coloring the topping in a crosswise pattern with three different L.M. Scofield acetone liquid dyes. The crew also used a mongoose concrete saw to cut and score various geometric shapes into the floor, grouting the saw cuts to create a level surface.

White has nothing but praise for the TRU topping. "TRU is a wonderful substitute for concrete because it's similar to polishing regular concrete. That's what makes working with it so nice.

"It colors and saw-cuts well. We found we can do some pretty amazing stuff with it."

start polishing a polymer topping after it has set for only 24 hours, you will be polishing a surface that hasn't yet reached its cured hardness of 6,000 psi. "Maybe it's only 2,500 psi at that point," he says. "You have to work with it as a soft product. People who are successful know how to read the (topping) and compensate for individual circumstances by adjusting equipment and pads."

Burton says that for the purposes of polishing and grinding, it's best to treat polymer toppings as if they were soft no matter their age. "Ultratop and others would rather dent than cut."

Finally, Paul Lundberg, director of sales and operation for VMC Technical Assistance Corp., advises contractors to avoid using metal-bond diamonds when polishing overlays high in polymers. "Metal bonds leave scratches that are difficult to remove," he says. If you can, start with a resin-bond diamond or a hybrid diamond, if necessary.

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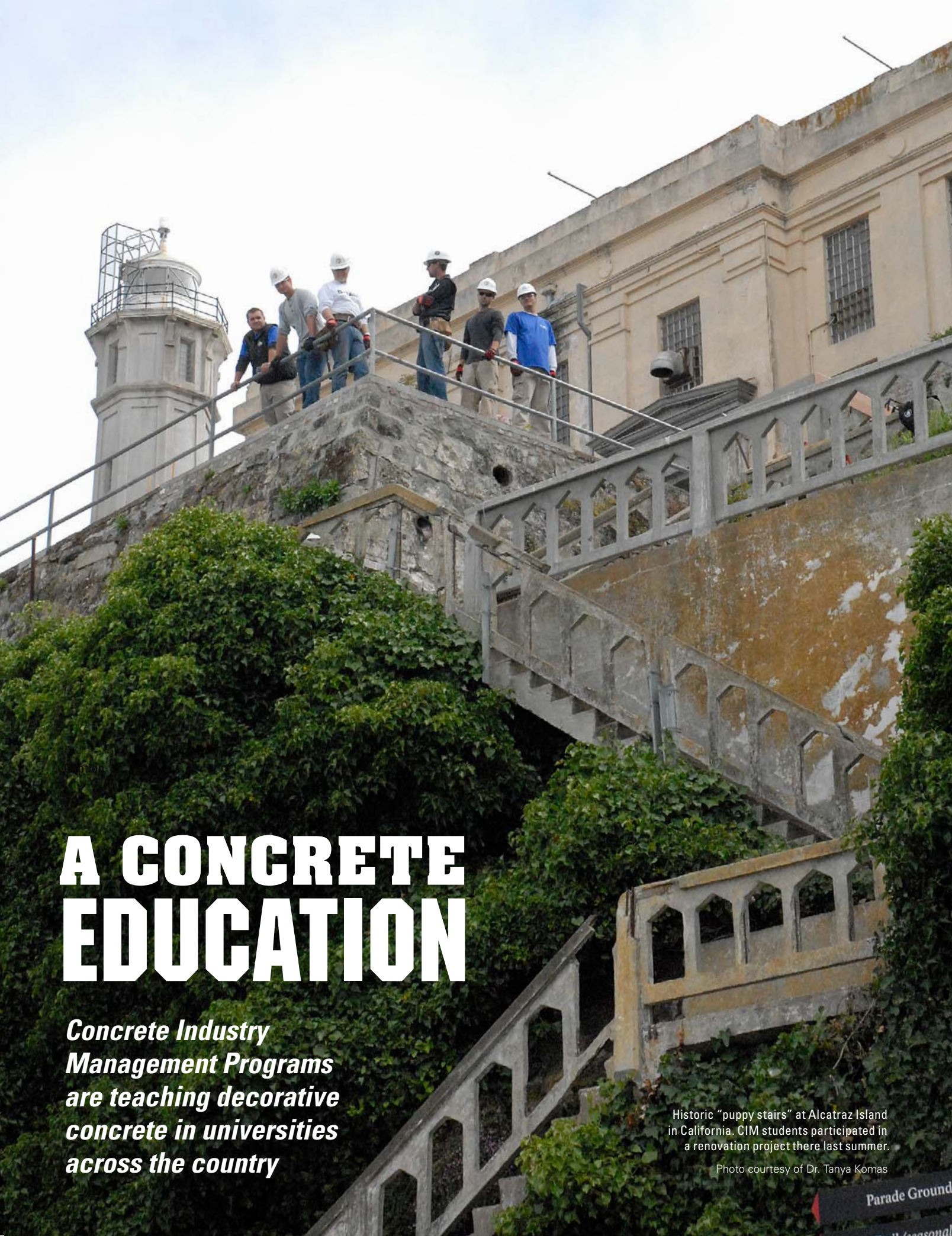
overlay SEARCH

**Polished overlay manufacturers**

- www.decopour.com
- www.lifetimefloors.biz
- www.mapei.com/US-EN
- www.raecoinc.com
- www.rapidset.com (CTS Cement Manufacturing Corp.)
- www.sasecompany.com
- www.vmctac.com

Photo courtesy of American Concrete Concepts Inc.

Once extremely rough concrete, this floor in a retail and office complex located in Rogers, Ark., features a polished overlay installed by David Stephenson and his crew at American Concrete Concepts Inc.




# A CONCRETE EDUCATION

***Concrete Industry Management Programs are teaching decorative concrete in universities across the country***

Historic "puppy stairs" at Alcatraz Island in California. CIM students participated in a renovation project there last summer.

Photo courtesy of Dr. Tanya Komas

Photo by Becky Linville

Josh Cornwall, a 2003 Concrete Industry Management graduate, works on a decorative concrete project on the Middle Tennesee State University campus in fall 2009. He is etching the pattern of the MTSU logo, which was later stained. The project was a collaboration between members of the ASCC Decorative Concrete Council and the MTSU CIM Program.

Photo courtesy of Dr. Kanya Thomas

MTSU student Rhett Bass visits Alcatraz to lend his skills to the California State University, Chico CIM Program's restoration efforts.

*by David Searls*

There's a lot to admire in the seat-of-the-pants way many of the concrete industry's leading decorative concrete pros have learned the art by picking up a book or looking over someone's shoulder, then convincing trusting family and friends to give them enough work to serve as a basis for a portfolio.

But there's also much to be said for a four-year, industry-supported multidisciplinary university program that teaches decorative concrete as part of a hands-on, degree-driven course of studies emphasizing the technology, artistry and business of concrete.

That's the appeal of the Concrete Industry Management (CIM) Program sponsored by the industry and currently offered through five universities in America. Under the CIM Program, schools offer bachelor's degrees from their schools of engineering along with minors in business administration from the business schools. The business degree includes coursework in accounting, project management, marketing and related subjects.

Two of the schools — California State University, Chico (CSU Chico) and Middle Tennessee State University (MTSU) — include decorative concrete as an elective to core courses that provide grounding in concrete contracting, engineering, sales, project and production management and new technologies.

"We've had great success in the five years we've been with the program," says Dr. Tanya Komas, director of the CIM Program at Chico State. "We graduated 14 students last year and all of them are employed."

That claim is particularly noteworthy in this economy, and a trend in which Clark Branum takes special pride. Branum, a nationally known decorative concrete expert, is a visiting lecturer for the Chico State program. "We're an aging breed, so to speak," he says. "When you bring in young people

## Universities offering CIM degrees

**Arizona State University**
www.cimasu.org

**California State University, Chico**
www.csuchico.edu/cim

**Middle Tennessee State University**
www.mtsu.edu/~concrete

**New Jersey Institute of Technology**
engineeringtech.njit.edu/academics/cim.php

**Texas State University, San Marcos**
www.txstate.edu

**Concrete Industry Management Program Home Page**
www.concretedegree.com

and train them properly, it's a major advantage to the industry."

### A decorative concrete course

MTSU was the pioneering school within the CIM Program, having started in 1996. But it's more recently, within only the last three years, that decorative concrete has been offered as an elective to students within the program, and initially only at Chico State.

"That's a great example of how key leaders were able to see an emerging market and a need within the industry and build a curriculum and craft a program that responds to those needs and opportunities," states Brian Gallagher, a national steering committee member of CIM and chairman of the CIM marketing committee. "They were also able to tap into local contractors and other industry resources to get their expertise into the classroom."

As decorative concrete tends to be an entrepreneurial, self-starting kind of a career choice, that's exactly how the Chico State team put their course together. "The students wanted it, so we we engaged a number of top industry professionals and learned it together," says Komas. "I worked with Clark, the real expert in this area, to see what a university-based decorative concrete

## CIM students work to restore Alcatraz

As undoubtedly the most colorful and memorable element of the U.S. National Park Service, the infamous Alcatraz Island gets more than a million visitors a year, and it shows. As a former military prison, federal penitentiary, bird sanctuary and, much more recently, a popular tourist destination within the Golden Gate National Recreation Area, The Rock's concrete walkways, railings and other structures are weathered and badly in need of stabilization and repair.

"The 150-year-old military structures beneath the existing Prison Recreation Yard, the tops of which we exposed during slab repair work in cooperation with NPS archaeologists, have what could be some of the very earliest concrete in the United States," says Dr. Tanya Komas. Her concrete repair and decorative concrete students in the CIM Program at California State University, Chico got the call to spend last summer making repairs.

Working under the watchful eye of NPS staff, archeologists (interested in the below-ground structures) and biologists (safeguarding the bird population), Komas' students painstakingly patched and repaired concrete a century old. The goal was to match as perfectly as possible the existing concrete work within the old prison rec yard and concrete stairs that are part of the old officers' row.

"The students started with mock-ups to decide on the best approach, then either formed and poured or hand-placed the repair material. As soon as the material would allow, they used decorative techniques to rough it up and scar it," Komas recalls.

Her group used three different kinds of materials from BASF to accomplish structurally successful repairs as well as formulate concrete coloration and textures that replicated the shades brought about by decades of

Photos courtesy of Zach Fernandez

moss growth and bird droppings, the rough textural conditions incurred by the harsh weather, and the effects of millions of hands and feet.

"The company's Zero-C mixes perfectly matched what we were doing," says Komas. "We shaped the Vertical Overhead Mortar mix like Play-Doh for hand placement in vertical applications, which was quickly followed by scratching and scarring to match the historic textures. We used the self-consolidating mix with wood forms in other places. The students devised a very creative method of texturizing the interior surfaces of their forms to match the historic texture in these cases.

"To achieve color matching, we dabbed on white and tinted microtoppings and an overall subtle application of color-matched water-based ecofriendly stains. All the while, we worked among the tourists and sea gulls."

Bureaucracy was as much a working challenge as the environment. "Operating under Secretary of the Interior guidelines, we had to be very minimalist in what we took out. It was a situation where standard practices didn't always apply, and that was a valuable lesson to students," says Komas.

"What they learned," says Clark Branum, "was to do structural repair properly with a blend of artistry and concrete."

curriculum would look like, how the flow of the lectures and accompanying hands-on lab exercises should work."

The course's first "textbook" was — and still is, for now — basically a collection of lesson plans, a manual that's grown as the class has taken shape on the bones of what's worked so far.

Dr. Heather Brown, Komas' counterpart at MTSU, picked up the decorative concrete class after that first year at Chico. As at the California school, MTSU students learn by doing.

"The students love being able to roll up their sleeves and learn concrete hands-on. They request fieldwork experiences to gain better insight into all aspects of construction," Brown says.

## Partnering with industry

The decorative concrete course is a 15-week semester-long program that involves classroom instruction and hands-on lab exercises every week on such topics as stamping, staining, texturing, project planning, sustainable aspects of decorative concrete, specialty applications and other pertinent subject areas.

Outside experts are brought in to present the material first — then the students put into practice what they've learned in the classroom.

During the class, students get to take their lessons into the real world and see the creative, technical and business aspects of the decorative concrete industry. "One student made a concrete guitar stand, another did work in fiber optics," says Brown.

Branum sees the benefits of the program from an industry perspective. "The hardest part of hiring is finding young people you don't have to train from the ground up," he observes.

To the decorative concrete industry, that's the number one reason to embrace the CIM Program.

*Want to learn more? Search online at www.concretedecor.net*

CIM SEARCH

PreiTech Corp. owner and project instructor Mike Eastergard helps CIM students construct a Sept. 11 memorial at 2010 World of Concrete.

Photos by Becky Marshall

# A 9/11 tribute at WOC

A memorable fieldwork project took top senior CIM students at MTSU and CSU Chico to World of Concrete in Las Vegas last February.

Under the tutelage of Ed Gruetzner, a decorative concrete practitioner who's also a retired firefighter from New York City, and Michael Eastergard, owner of PreiTech Corp., a concrete form company, students from both MTSU and Chico State created a bittersweet memorial to members of two companies of firefighters who were lost at the World Trade Center on Sept. 11, 2001.

"It was touching, listening to the fire-station chief talking about the firefighters he'd lost on 9/11," says Dr. Heather Brown, of MTSU's CIM Program. "The students were so proud to be involved."

The team created concrete silhouettes of two towers ranging to nearly 10 feet tall. (A two-inch height difference between towers mimics the effect of perspective.) Glass-fiber reinforced concrete was cast against faceted casting mats to produce a dramatic reflective mirrored finish. Onto that finish was engraved the names of the fallen heroes and the story behind the event. Unique casting mats were created for the project by Eastergard.

The CIM students who worked on the project were seniors. "It was an entirely extracurricular undertaking for a select group of students," says Dr. Tanya Komas, CIM Program, CSU Chico. "They'd taken the decorative class, so they had some knowledge of the process, but they still had to learn how to do GFRC."

Students practiced with samples of the GFRC panels before the show, then spent their in-show time erecting forms, fitting them together and sanding them, reports Brown.

The memorial was erected, displayed and then dismantled all under the keen observation of show attendees. It will be reinstalled and officially dedicated at a memorial park in New York across the street from one of the firehouses affected.

# Recipes: Polishing Effects

*by Kelly O'Brien*

For this collection of concrete recipes, we checked in with a few veteran polishers and asked them for creative techniques that add an aesthetic counterpoint to polished concrete floors. From a simple (and highly effective!) antiquing technique to a stained, stenciled and etched method for intricate pattern work, this batch of recipes is sure to have something to fire up your imagination.

As always, our goal with these recipes is to inspire you to try something new with your concrete work. But in the process of experimenting, it's super-important that you keep the basics in mind, too. For example:

**Read and follow the manufacturer's instructions** for any product you use.

Remember to **wear safety gear** anytime you're working with potentially hazardous materials, even concrete dust.

And always, always, always **do a sample** of any effect before you do the entire project — especially if it's a technique you've never tried!

## Floral Floors

Rachel Bruce – FLOORmap Stencil Designs
Springdale, Ark.
www.floormapdesigns.com

This technique can add depth and a delicate pattern to an already beautiful floor.

### Ingredients:

FLOORmap vinyl stencil: FIG113
AmeriPolish Solvent-Based Dye: Midnight Black
Muriatic acid solution, mixed 4 parts water to 1 part acid

### Directions:

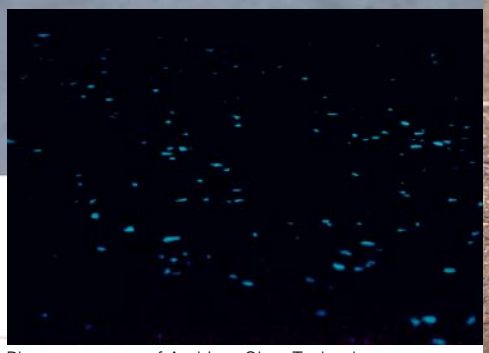
- After placing your concrete, grind surface to the point where you're using 400-grit abrasives.
- Once you've finished a pass with the 400-grit pads, clean the surface thoroughly to remove all dust and debris. Let the floor dry completely.
- Apply the FLOORmap stencil design to the surface, following the manufacturer's instructions to ensure that you have an even, secure transfer of the pattern.
- Mask the area from the edge of the stencil outward with masking tape and plastic sheeting, protecting the surrounding concrete from unwanted etching.
- Using a sprayer, carefully apply the muriatic acid solution to the exposed areas of the stencil pattern.
- Keep the surface evenly wet (reapplying solution, if necessary) for about 10 minutes.

Photo courtesy of FLOORmap Stencil Designs

- Once the desired amount of etching has taken place, thoroughly neutralize and power-wash the acid off the surface. Let dry completely.
- Remove the stencil from the surface, and clean the surface of any residual adhesive, dust or debris.
- Apply an even coat of AmeriPolish dye to the surface, and let dry completely.
- Clean any dye residue from the surface before continuing with the polishing process, stepping up your abrasives until you reach the desired level of gloss.

## Adventures in Aggregate

Dan MacLeod – Danamac Concrete Systems
Langley, B.C., Canada
www.danamac.ca



Photos courtesy of Ambient Glow Technology

Mild-mannered, terrazzoesque floor by day — photoluminescent phenomenon by night. This glow-in-the-dark effect can brighten up any surface.

### Ingredients:

Ambient Glow Technology 1/2-inch stone photo-luminescent aggregate

W.R. Meadows Inc. Spectrum 930 patina acid stain: Cinnamon

Neutralizing solution: 1 pound baking soda dissolved in 5 gallons of water

W.R. Meadows Liqui-Hard Ultra concrete densifier

W.R. Meadows Bellatrix concrete enhancer

Special equipment: a wet-grind polishing machine, a high-speed burnisher

### Directions:

- Place a slab of 35-megapascal (roughly 5,000 psi) concrete and seed it liberally with the AGT aggregate. Let cure for 28 days.
- Grind the floor wet, starting with 25-grit diamonds, to expose the aggregate.
- Continue with 40-, 80- and 150-grit diamonds, cleaning the floor between steps.
- Switch to using 50-grit resin pads, followed by 100-grit.
- Once you've finished grinding with the 100-grit resins, wash the floor thoroughly, let dry and mask off the walls.
- Apply an even coat of the acid stain over the entire surface. Let it dry, and then apply a second coat of stain.
- Once the second coat has dried, wash off and neutralize the floor.
- Densify the entire surface by applying the Liqui-Hard Ultra. Let the Liqui-Hard dry overnight.
- Begin polishing the floor using 200-grit diamond abrasives.
- Continue to polish, stepping up to 400-, 800- and finally 1,500-grit diamonds, making sure to clean the floor between each step.
- Once you've finished with the final grit, wash the floor thoroughly and let it dry.
- Apply two thin coats of the Bellatrix concrete enhancer.
- Burnish the surface to a high gloss with a high-speed burnisher.

## Role Mottles

Rachel Bruce – FLOORmap Stencil Designs
Springdale, Ark.
www.floormapdesigns.com

Photo courtesy of FLOORmap Stencil Designs

A few colors of dye, some common butcher paper and a little creativity are all it takes to get this handsome mottled finish.

### Ingredients:

AmeriPolish Solvent-Based Dye: Caramel, Saddle Brown and Walnut

Heavy butcher paper or masking paper, at least 24 inches wide

Special equipment: Preval sprayer or another aerosol sprayer

### Directions:

- After placing your concrete, grind surface to the point where you're using 400-grit abrasives.
- Once you've finished a pass with the 400-grit pads, clean the surface thoroughly to remove all dust and debris. Let the floor dry completely.
- Mix a batch of AmeriPolish dye that's equal parts Caramel and Saddle Brown. Apply an even coat to the entire surface area.
- Once that coat has been applied, mix a batch of Saddle Brown and spray it unevenly over the surface to create more depth and texture. Avoid any kind of distinct pattern when applying the darker color.
- Cut several 5-foot lengths of paper (three or four pieces). Tear off one 5-foot edge of each piece so you have a 5-foot-long ragged edge. Make sure your torn edge has plenty of "hills" and "valleys" for a more dramatic visual effect.
- Mix a batch of dye that's equal parts Saddle Brown and Walnut.
- Place your paper panels at random and fill an aerosol sprayer with the Saddle Brown and Walnut dye mixture.
- Position the sprayer above the paper and spray out towards the torn edge. Spray at an acute angle (close to 0 degrees), letting the dye settle out over the concrete surface. This approach will give your colors a nice, natural-looking gradient.
- Pick up the paper panels, rearrange them, and repeat the dye process. Make sure you vary the angles and positions of the paper often to ensure a random, nonrepetitive pattern.
- Once you've achieved the desired pattern, let the surface dry thoroughly.
- Clean any dye residue from the surface before continuing with the polishing process, stepping up your abrasives until you reach the desired level of gloss.

Photo courtesy of American Concrete Concepts Inc.

## Easy Antiquing

David Stephenson – American Concrete Concepts Inc.
Springdale, Ark.
www.acci-us.com

Ideal for distressed floors with lots of cracks, pits, chips or gouges, this versatile technique can be used to turn a fixer-upper into a masterpiece.

### Ingredients:

Prosoco Consolideck LS, Ashford Retroplate 99, AmeriPolish SureLock Densifier, or your preferred densifier

Prosoco Consolideck LS Guard, Ashford Retro Guard, AmeriPolish SureLock Stain Protector, or your preferred semitopical stain protector

AmeriPolish Water-Based Dye: Walnut or Midnight Black

Special equipment: pump sprayer, soft-bristled broom, shop-vac with squeegee attachment, high-speed burnisher

### Directions:

- Grind your surface to the point where you're ready to densify, then apply your densifier of choice. You can also choose to add base colors or any detail work to your slab at this point.
- After you've finished coloring, detailing and densifying, polish the floor to a 1,500-grit shine.
- After cleaning the surface, apply an even coat of your stain protection. Let it cure thoroughly.
- Mix enough AmeriPolish dye to spray-coat your entire slab liberally. Depending on your color scheme, you can use the Walnut (for an earthier look to your highlights) or Midnight Black (for a starker contrast). (You could, technically, use any available color for this step, but experience has taught us that only Walnut and Midnight Black achieve the contrast necessary for this technique to work.)
- This next step of the process should move fairly quickly, as the dye should only sit on your surface for a few minutes. (If your color sits any longer it will start to change the base color slightly as it soaks into the slab and migrates.) Spray out your dye and broom it if necessary to ensure even coverage. Make sure that any large defects are colored well.
- Let the dye sit for 2 to 5 minutes and then shop-vac all the color off the floor. Because of the initial coat of stain protection, the only areas that will take color will be the cracks, chips, pits and score lines, which will give the floor the gorgeous, antique-looking patina we're after.
- Once you have all the dye residue cleaned off with your shop-vac, there will still be a slight haze on the polished surface. This is best removed with a burnisher and a good burnishing pad.
- As a final step, to protect the newly dyed areas from collecting dirt, apply another coat of stain protection, let it cure, and then burnish the surface again to finish.

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Photo courtesy of Concrete Revolution

# Medical Facilities

*by Emily Dixon*

**Invision Sally Jobe, Denver, Colo.**

**Contractor: Concrete Revolution, Denver, Colo.**

To greet visitors to a new facility, the Invision Sally Jobe radiology center in Denver, Colo., was looking for an aesthetically pleasing reception desk featuring a concrete countertop. They weren't looking for anything flashy, and felt that concrete would be the perfect subtle material. The clinic's architect hired Denver-based Concrete Revolution to do the work.

The wave effect designed for the front of the countertop does more than just please the eye. "It's actually a functional element," says Concrete Revolution owner Allen Miller. "They create individual areas that patients come up to and stand in."

To develop the waves, Concrete Revolution was provided with a template fashioned by a millwork company and preapproved by the architect. Miller then constructed a mold using the template, and created the countertop using a wet-cast method and black integral pigment. To complete the look, he gave it a very light grind to expose a small amount of aggregate.

"When you look at it, it has some flecking and mottling," he says. "We only removed a tiny, tiny bit. Probably less then 1/32 inch was removed."

The end result was just what Invision Sally Jobe was looking for, and since then Miller has completed several other reception desk countertops for them.

**www.concreterevolution.com**

Photo courtesy of Westcoat Specialty Coating Systems

## North County Oral and Facial Surgery Center, Escondido, Calif.

**Contractor: Coating Pros, Temecula, Calif.**

For Kevin Ross and his crew, the North County Oral & Facial Surgery Center project is remembered well — partly thanks to an intruder and a police canine, but more on that later.

During the spring of 2009, the medical center was looking to build a new facility. Project designer Janet Petterson of Fallbrook, Calif., firm Design Waves contacted Westcoat Specialty Coating Systems, who in turn contacted Ross's company Coating Pros to work on the 800-square-foot lobby and other high-traffic areas.

To start construction on the lobby floor, Coating Pros shotblasted the existing slab and ground the surface around the wall edges. After vacuuming up the dust, Ross applied Westcoat's EC-12 Epoxy Primer, followed by EC-72 Epoxy Patch Gel to fill in joints and cracks.

The project's design called for four sections of color. To separate the areas Ross and his team installed metal terrazzo strips for a high-end look. Next, they poured Westcoat's Liquid Dazzle Epoxy in Sunset, Café, Jade and Ruby.

Each area was given a light sanding to remove any high spots, then sealed with EC-96 Satin Polyurethane Topcoat. In addition the floor was given a coating of Westcoat wax.

While many projects have unique challenges to overcome, Ross and his crew had to deal with something particularly off the wall. One evening, after one of the Liquid Dazzle colors was poured, the building's security alarm was triggered, dispatching police.

"We believe someone tried to enter on the roof," Ross says.

Officers entered the building and sent in a canine to find the intruder. Although nobody was found, the dog ran through the wet Liquid Dazzle and onto freshly installed carpet during the search. Ross was called to the scene, and he wiped down the dog's paws with solvent before having them professionally cleaned at the vet. Thankfully the dog is fine, and any damage to the flooring and carpet was easily fixable.

"We're very proud of this job," Ross says, adding they use photos of it in their marketing campaign. "In the end it turned out really well."

**www.coatingpros.com**

## Oklahoma Allergy and Asthma Clinic, Oklahoma City, Okla.

**Contractor: ADC Hardscape Artisans, Edmond, Okla.**

To serve as the focal point of their lobby, the Oklahoma Allergy and Asthma Clinic wanted a reception desk graced with a one-of-a-kind countertop. They designed a concrete countertop that incorporated soft lines and soothing green hues, which they figured would give the space a homey feel. The round, seamless countertop features integrated transaction towers and a channel rail for dim lighting under the front lip.

The original plans called for ADC Hardscape Artisans, of Edmond, Okla., to develop a countertop 10 feet in length and 2 feet deep that would be supported on only one side. To accomplish this, ADC owner Donnie Price constructed a piece only 1 1/2 inches thick using poured-in-place technology and getting assistance from plasticizers and fiberglass strands for strength. He used a green integral color and applied green and light-tan acid stain accents. The whole countertop was sealed with a polyurethane sealer that Price applied with a rough finish by tweaking its viscosity and applying it with a roller, though he is quick to note that it's still smooth enough to serve as a writing surface.

"The results are simply stunning," says Price. "It's a fully functional piece that adheres to the demands of the architect, project manager, superintendent and interior decorator, but most important of all, the client."

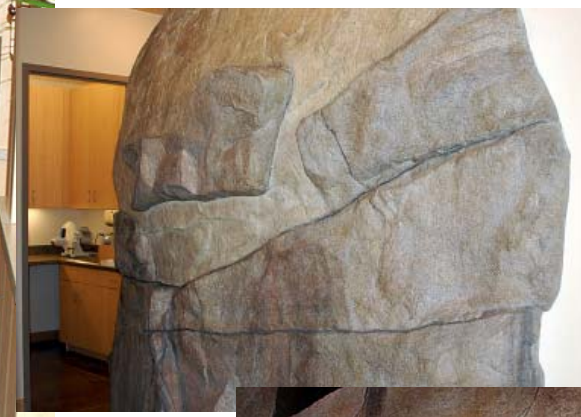
Photos courtesy of ADC Hardscape Artisans

While the piece could be supported on only side, Price says, the clinic strayed from that design element and opted for additional storage under the countertop instead.

In addition to the front reception desk, Price was also responsible for creating a precast countertop for the coffee service area, complete with holes for a sink and a trash receptacle. To construct that piece, Price mixed both white and gray cements and applied acetone dyes to create a reddish-brown countertop. It was sealed with a polyaspartic sealer.

Both pieces have enjoyed a positive response, Price says. "I really think we're going to see more of a demand for these."

**www.adcoklahoma.com**



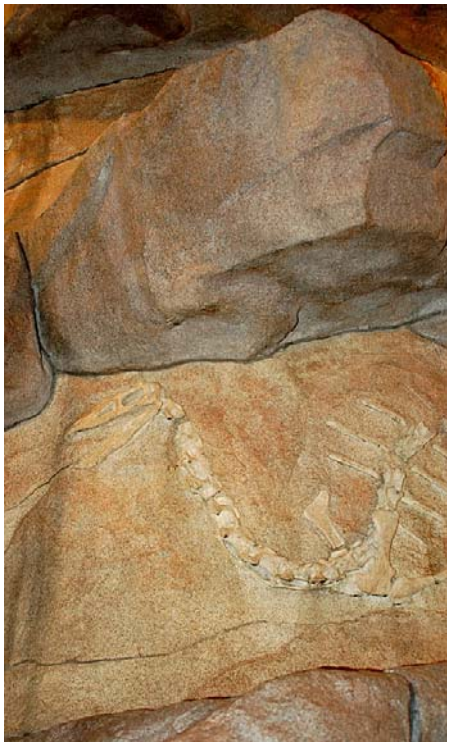
Photos courtesy of Colorado Hardscapes Inc.

## Li'l Teeth Dentistry, Aurora, Colo.

**Contractor: Colorado Hardscapes Inc.**

Many children have a fear of the dentist, but for the patients at Aurora, Colo.'s Li'l Teeth Dentistry, that semiannual teeth cleaning has become a whole lot more fun.

Dr. Andre Gillespie hired architect Paul Battista of Battista Design Group to create an atmosphere at Li'l Teeth that would encourage children to look forward to coming to the dentist. Since he wanted to appeal to children ranging in age from 2 to 14, Dr. Gillespie wasn't interested in cartoonish decor. Instead, he was hoping for a realistic dinosaur theme.



With that in mind, Battista met with Colorado Hardscapes Inc. in Denver to figure out the logistics.

"He came down to our office with a layout of the building and we discussed the process of shotcrete, staining, and other ideas," says Colorado Hardscapes business developer Karen Van Heukelem. "He saw our design center and got some ideas about what was possible, and he started to get really excited."

Several months later, this ordinary strip-mall dentist's office looks like a set from "Jurassic Park." As patients walk in, they are met with artificial flickering flames inside concrete light boxes atop faux stone columns on either side of a large wooden gate. The reception desk sports a primitive look thanks to a faux stone finish on its face that was stamped with a texture mat and hand-carved. The concrete floor was treated with a low-grit polish and stained with Bomanite earth tones. A T. rex footprint was imprinted in the floor using a blast mat fashioned after a template from Battista. The imprint was sandblasted, then stained a contrasting color.

The footprint leads kids into the rest of the office. A giant rock feature reminiscent of a fossilized dinosaur egg greets patients in the X-ray room. Doors to the storage room and a nearby closet have been given an artificial rock treatment to help them blend into rock features on the adjacent wall, where fossils from a raptor and other creatures have been cast into the surface. Wall-to-ceiling murals, stamped raptor footprints and additional light boxes complete the prehistoric experience.

Naturally a project of this scale is going to have a few challenges along the way. One such challenge was getting the large dinosaur egg into the office. In order to get the mold through the door and hallways, it had to be created and brought into the building in four pieces. Sculpted shotcrete and texture mats were used to achieve the desired texture and feel of the egg as well as the rocks it sits on.

"The project went very smoothly," says Van Heukelem. "Both the owner and the architect are very happy."

**www.coloradohardscapes.com**

Photo courtesy of Colorado Hardscapes Inc.

# Sandscape Texture System
## from Bomanite

*by Amy Johnson*

The Sandscape Texture system manufactured and sold by Bomanite is a happy union of utility and beauty. Its usefulness lies in its slip resistance and high durability. Its beauty lies in its consistency and attractive color possibilities.

The finished surface, which resembles sandblasted concrete, is achieved by applying a specialized surface retarder on top of a mix optimized for planned sand exposure. Then, the top 1/32 inch to 1/16 inch is removed. The result is uniform sand exposure with a texture that is consistent no matter how large the area.

This sand is also the key to the product's durability. In a broom finish, the paste layer is relatively fragile and prone to show wear, explains Terry Grimble, Bomanite director of technical services. Exposed sand, in contrast, stands up to traffic without showing wear patterns, so the finish remains consistent and fresh-looking.

Bomanite works with its network of qualified contractors to come up with just the right Sandscape mix design for a given project and locale. Each mix carefully balances colored sands with larger aggregates that can be depressed so only sand rises to the surface. Some native sands won't work, Grimble warns, because they contain particles that are

too coarse. And some aggregates are lighter than sand, so they will not stay down. So, for example, in locations where limestone aggregates are common, Bomanite imports heavier aggregates like granite or basalt.

Since so much sand is exposed, the color of the local sand determines the finished appearance, so Grimble strongly recommends creating samples with a mix that contains the local materials to be used on the job. When color is added, a color should be selected that will complement the sand.

Sandscape derives most of its color from the sands exposed as part of the process. This finish may have less color intensity than finishes for which the surface paste is not removed. To achieve a better-defined color, a contractor might want to increase the volume of colorant added to the concrete. Chemical stains and lithium silicate color systems can also be used. The Sandscape system is very receptive to color because the small grains of sand present so much area for color to settle around, Grimble explains.

To maintain a natural look, Bomanite recommends using a penetrating sealer to close the pores so the concrete will resist stains. A water-based matte finish sealer locks in the color and adds stain protection.

Consistency, durability and slip resistance make Sandscape a desirable surface for plazas, walkways, shopping centers and schools, according to the Bomanite website.

**www.bomanite.com**

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Photos courtesy of C2 Products Inc.

# The Bean Concrete and Wood Surface Sealer

# The Jelly Bean Pervious Concrete Pigment Pack

## from C2 Products Inc.

*by Natasha Chilingerian*

Indiana-based C2 Products Inc. offers an environmentally friendly, durable way to seal and stain concrete with its flagship products, The Bean and The Jelly Bean.

The Bean is a penetrating sealer containing soybean oil, surfactant and water that can be applied to pervious concrete as well as wood and nonpervious concrete. Its formula is designed to seep into surfaces.

When water comes in contact with a Bean-treated surface, the water will disperse, not bead. The Bean leaves a transparent finish on concrete and a satin-to-transparent finish on wood.

C2 Products founder Jim Miller says The Bean is fine enough to get into pervious concrete quickly without clogging its openings, while it is also very stable once it penetrates. "With a carrying agent that's comprised of approximately 60 percent water, its makeup allows for a nice mist on the surface and won't plug the holes of pervious concrete," he says.

Also, The Bean improves abrasion resistance because it improves surface strength, he says.

The Bean's ability to keep pervious concrete properly hydrated is yet another significant benefit. "In pervious concrete, you need moisture to be present long enough for the cement

paste to hydrate," Miller says. "The hydration gives it strength, which will keep the aggregate in place down the road and avoid what we call raveling." (Raveling is when the aggregate particles lose their bond and become loose.)

"With pervious concrete, we're worried about moisture loss right away at the surface," he says. "The Bean controls moisture loss by holding some in and letting some out."

On nonpervious concrete, The Bean provides some moisture control, but its primary advantage is protection, Miller says. It penetrates regular concrete as it cures.

Also, it repels moisture when concrete is under blankets or plastic, preventing condensation reentry marks from appearing. Miller says this last feature makes it the best product to use when covering concrete with insulated blankets. "If it's sprayed onto a surface in the winter before blankets are put down, it will protect against water and ice when the blankets come off," Miller says. "And additional prep work won't be required if you decide to put an acrylic down later. It's a cool insurance policy for your concrete."

Application of The Bean is similar on pervious and nonpervious concrete surfaces —remove any residual membrane sealer or curing compound from the surface, allow it to dry, and remove any oil stains. Shake the product thoroughly, then apply with a sprayer. (Coverage depends on surface porosity, as more product is required for more porous surfaces.) A milky film will appear after application and be absorbed into the surface. Simply clean up with dish soap and water. The Bean is designed to protect concrete for two years.

To add color to pervious concrete surfaces while sealing, add a 10-ounce pigment pack called The Jelly Bean to each gallon of The Bean prior to application. Two applications sprayed in opposite directions are typically required to achieve the best hue.

The small, pre-measured amount of soy-based liquid pigment in each Jelly Bean keeps contractors who use the packets from having to purchase more pigment than they need. "Every contractor's goal is to increase efficiency," Miller says. "If you have a small job, you can just add what you need, and it's much easier to store packets than gallon-sized buckets on a shelf."

Steve Hostetler, of Hostetler Concrete in Ellettsville, Ind., recently used The Jelly Bean pigment packets in red and brown along with The Bean to enhance a brick-patterned, stamped concrete job on the floor of a barn. He first sprayed on the red-tinted mixture to create red bricks, then used a brown-hued mixture to add borders to the brick shapes.

Hostetler says he achieved his desired color quickly and easily with The Jelly Bean pigment packets. The application resulted in a bright red color paired with a flat, matte brown.

"With other pigments, you often have to do a lot of mixing to achieve the right color," Hostetler says. "With this one, you just spray on one coat, and if you want a darker color, you hit it again. Anybody can do it."

The Jelly Bean pigment packs are currently only recommended for use on pervious concrete, but they're being tested for use in lower doses on regular concrete. And both The Bean and The Jelly Bean are harmless to plants and animals, saving contractors the hassle of covering nearby plants before use.

**www.c2products.com**

# Vacuums

*by Chris Mayo*

For many contractors, a shop or industrial vacuum may be an afterthought. At the very least, you may not put a whole lot of time into choosing the vacuum that specifically fits your company's needs. After all, the expectations you probably have for your vacuum are pretty simple: It should pick up dust and debris, and it should last a reasonably long time without requiring a lot of fussing.

According to Bryon (Bru) Bruington, technical sales director at Kut-Rite Manufacturing Co., that mindset is a mistake. "Contractors should put as much thought into choosing and maintaining their vacuum as they do into their grinders or diamond-blade saws," he says.

"A common misconception is that bigger is better. Contractors should consider their company profile (what type of work they typically perform), the ease with which the vacuum will accommodate their usual job, the efficiency of a vacuum, the maintenance required to keep the vacuum in top working order and, of course, cost."

A large-diameter hose might suit the needs of a flooring contractor but be too cumbersome for the more detailed work of a countertop specialist, Bruington notes. "Or perhaps the type of work you typically do requires a vacuum that can handle a lot of rolling around. In that case you should pay attention to the strength and durability of the casters."

Choosing a filter is also a consideration. Jobs that fall under EPA rules for either asbestos or lead paint abatement require that contractors be certified and use a high-efficiency particulate air (HEPA) filter. While HEPA filters are the cleanest available, they can be cost-prohibitive for contractors who are not required to use them. HEPA filters aside, most manufacturers offer a variety of filters for their vacuums.

HEPA or not, filters tend to get clogged by fine dust, reducing the efficiency of a vacuum. Many manufacturers offer a choice between manual and self-cleaning options. Most manual cleaning systems feature a type of push rod, allowing the operator to agitate the filter by pushing the rod, thereby knocking the dust off. Self-cleaners generally work in one of two ways — utilizing the vacuum exhaust system to agitate the filter or requiring attachment to a compressor.

"It's important to consider the man-hour ramifications when choosing between a self-cleaning and a manual-cleaning vacuum," says Chris Hudson, president of Pathfinder Concepts LLC. "If your jobs generally require a lot of vacuuming, your crew may spend a lot of time manually agitating the filter. In that case a self-agitator probably makes sense. On the other hand, if a vacuum is only needed sporadically, the less expensive manual systems may be more appropriate."

"Whatever features a contractor

chooses, it's important to remember that concrete dust is abrasive. It's hard and aggressive on the innards of a vacuum," says Bruington. "Today's vacuums are precise operating systems. They need to be maintained like any other high-end tool. A little maintenance can go a long way — clean the filter regularly, replace the filter when it wears out, and spend some time cleaning the mechanical parts."

### CDC Larue Industries Inc. — Pulse-Bac PB-565 HEPA Dust Collector

The PB-565 is equipped with patented Pulse-Bac automatic self-cleaning vacuum control technology. Ideal for capturing dust generated by surface preparation equipment, manufacturing machinery, or for general job site cleanup, the PB-565 offers these features:

- The Cyclonic Debris Management System reduces filter exposure to debris.
- Three twist-off HEPA-rated spun-bond polyester filters last 10 times longer than conventional filters.
- Certified to eliminate 99.97 percent of dust particles that are at least 0.3 micron in size, as per federal HEPA guidelines.
- Sturdy wide-stance dolly for easy, stable maneuverability.
- All metal parts are galvanized or powder-coated to withstand the harshest environments.
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### CS Unitec Inc. — CS 1225 H Wet/Dry HEPA Vacuum

The CS 1225 H exceeds the federal EPA filtration standard of 99.97 percent of dust particles at 0.3 microns, capturing 99.999 percent of particles up to 0.1 microns. This vacuum also includes:

- A tool-to-hose adapter to easily connect portable power tools such as grinders and saws.
- A Power Take Off outlet, which activates the on/off switch from the power tool switch.
- A 10-second shut-off delay to clean out any dust left in the hose following power-tool shutdown.
- An automatic shut-off sensor protects the motor and filters during wet vacuuming.
- The Electromagnetic Pulse Filter Cleaning System shakes HEPA filters to remove dust, maximizing suction and doubling filter life.
- 15 feet of hose and 25 feet of power cord.

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**www.csunitec.com**

## HEPA certification and hazardous dust: Make sure your new vacuum fits the bill

Several pages into the Environmental Protection Agency's new Renovation, Repair and Painting Rule, there is a statement pertaining to the use of HEPA certified vacuums: "HEPA vacuum means a vacuum cleaner which has been designed with a high-efficiency particulate air (HEPA) filter as the last filtration stage. A HEPA filter is a filter that is capable of capturing particles of 0.3 microns with 99.97 percent efficiency ..."

Today, that's a starting point when you're looking for a vacuum, especially if the scope of work you perform includes renovations or demolition. In those cases, a HEPA certified vacuum may be required.

According to Chris Hudson, president of Pathfinder Concepts LLC, there are additional things contractors should consider when dealing with potentially hazardous dust: "A lot of people look at how efficient a vacuum is in picking up dust, but they don't think about how they're going to empty it when it's full. Concrete dust weighs about 12 pounds per gallon. A few gallons and you're dealing with some real weight. Additionally, if you're releasing hazardous dust when you empty the vacuum, the HEPA filter is really a moot point."

Some manufacturers offer vacuums that feature a bottom port to which a plastic bag can be securely attached, creating a closed system into which the operator can empty hazardous material. Another option is the Longopac bagging system, which is a similar concept — a closed system utilizing securely attached plastic bags.

"Many manufacturers offer HEPA options with their vacuums," says Bryon Bruington of Kut-Rite Manufacturing Co. "Just like with non-HEPA applications, contractors should consider the full scope of options when they're choosing a vacuum."

## Diamatic USA — BDC-317P

The BDC-317P heavy-duty dust collection system is relatively quiet and designed for multipurpose use. The vertical profile is compact and offers great maneuverability with large wheels and two swiveling/locking casters. The BDC-317P also features:

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## Dustless Technologies — The Dustless HEPA Wet/Dry Vacuum

The Dustless HEPA Wet/Dry Vacuum gives contractors a cost-efficient way to comply with EPA Renovation, Repair and Painting Rule lead regulations, and it boasts some important distinctions between it and other HEPA vacuums:

- Approved for hazardous materials such as lead and asbestos, whereas many other HEPA vacuums are only recommended for allergens.
- The HEPA filter is certified to ensure minimum filtration efficiency of 99.97 percent of dust particles at 0.3 microns.
- Certified to meet airtight standards so as to not compromise the performance of the filter.
- Disposable Micro Pre-Filter greatly extends the life of the HEPA filter by capturing everything but the smallest particles.
- Baffle wall inside the canister keeps water from reaching the HEPA filter.
- Holds up to 40 pounds of dirt and debris.

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**www.dustlesstools.com**

## Hilti USA — VC 40-U

The VC 40-U vacuum complies with the EPA lead-related Renovations, Repair and Painting Rule when used with the HEPA main filter. This vacuum's features include:

- Hilti AirBoost filter technology for consistent high-suction performance.
- Very good handling thanks to compact design.
- Full exploitation of tank capacity due to placement of filter and hose connection in the upper part of the machine.
- Robust housing to withstand the harshest job-site conditions.
- New tank concept for easy and virtually dust-free dust removal.
- Maximum total load of dust: up to 40 kilograms.

**(866) 445-8827**
**www.us.hilti.com**

## Husqvarna Construction Products — Husqvarna DC500

The Husqvarna DC500 vacuum is a highly mobile and versatile unit for following both wet and dry grinding. This vacuum includes:

- A three-way filtering system for efficient containment of dust.
- Particle filtration rate of 99.9 percent of dust particles at 1 micron.
- A unique bag-disposal system that contains messy and hazardous substances.
- Quietness during operation.
- Compact design.

**(913) 928-1442**
**www.husqvarna.com**

## Kut-Rite Manufacturing Co. — KleanRite K2 and K3 Vacuums

The KleanRite line of vacuums feature strong, solid construction and cutting-edge innovations. These vacuums include these features:

- Electronic keypad with LED indicators that monitor the performance of the main and HEPA filters.
- Manual filter shaker to quickly clean the main filter.
- Oversized handle for easy push or pull.
- Accessory storage tray and cable holder.
- Liquid and solid sensors that

automatically shut off the machine when maximum capacity is achieved.

✆ **(877) 786-5067**

**www.kutritemfg.com**

## Pathfinder Concepts LLC — DustFinder DF31Z

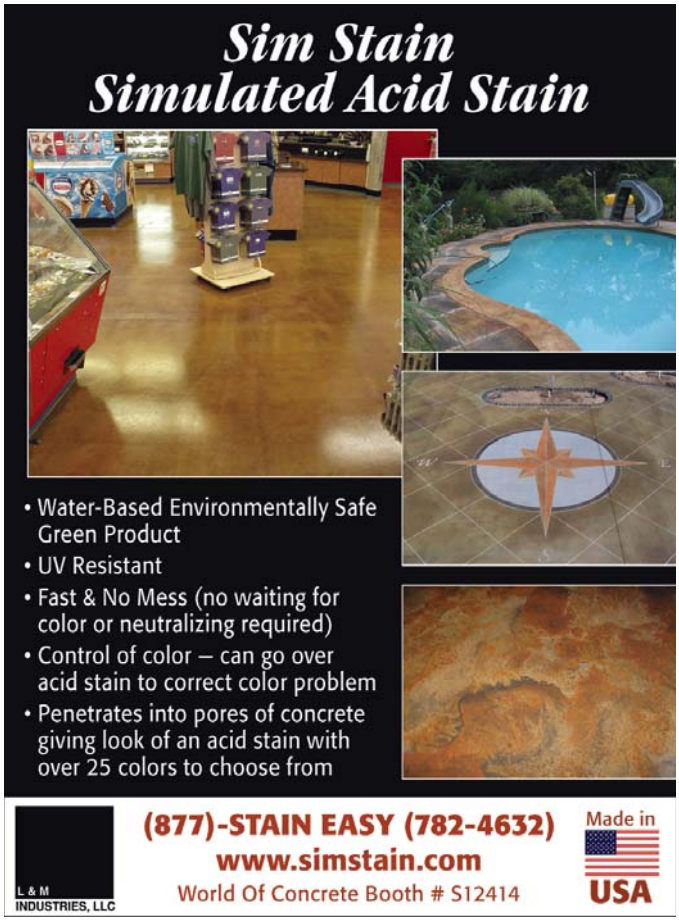
The DustFinder DF31Z answers the need of fast, dependable and continuous dust collection. Designed with patent pending "reverse blast" filter-cleaning technology, the DustFinder system keeps the filter clear of debris in order to maintain constant cubic feet per minute.

Features include:

- High-efficiency spun-bond polyester filters with patented Ultra-Web technology.
- User-friendly tank dump valve.
- Ergonomic cart with large caster wheels.
- Push-button hose-inlet locking mechanism.
- 120-volt and 240-volt models.

✆ **(877) 261-6002**

**www.pathfinderconcepts.com**

# Product News

## New Kingdom Products line: hardeners, release agents, colorants and sealers

Concrete Texturing LLC has unveiled a new line of decorative concrete products called Kingdom Products. The line offers 35 popular colors of color hardener and antique release agents and a variety of dyes, stains and sealers. Additional products are in the testing phase and are slated to be introduced by spring 2011.

Kingdom Products was founded by Bart Sacco, an industry veteran who also operates Pennsylvania-based Concrete Texturing Tool & Supply and the Concrete Kingdom Decorative Training Center. The line is produced in the company's new state-of-the-art facility for manufacturing dry cement-based products.

All of the products are formulated with top-quality raw materials, and they are processed on the best processing equipment available. From the blending phase through product packaging, the equipment has stainless-steel contact surfaces, and the entire custom-built system was designed to eliminate cross-contamination of products or color changes between batches.

**www.kingdom-products.com**

## GG releases sealer

GG Innovative Products has created Endurable Sealer, a new water-based sealer that comes with a 10-year warranty.

Endurable Sealer is 100-percent UV stable, can accept forklift traffic in as little as 24 hours, is countertop safe, and is resistant to oils, brake fluid, and Skydrol. In addition, the sealer contains no VOCs and is low-odor. It can be applied via sprayer, roller or microfiber applicator and is available in a matte or gloss finish.

**(503) 719-8580**

**www.gginnovativeproducts.com**

## New wastewater recycling system for countertop shops

The Concrete Countertop Institute has developed a new solution for handling and recycling wastewater in

concrete countertop shops. The Sludge Buster provides a simple, inexpensive and compact way to collect, treat and recycle wastewater produced when wet grinding or when cleaning tools and equipment.

The Sludge Buster consists of a three-stage barrel that weighs 34 pounds and has a diameter of 23 inches. The fabricator uses a shop-vac or another method to deposit wastewater in the barrel. Within minutes, the Sludge Buster filters out and separates aggregate, sand and fines and chemically treats the water. Treatment by a special filter pod removes remaining sediment, reduces turbidity, and reduces the pH to meet EPA standards for construction water discharge. The resulting water can be captured for reuse or disposed of down the drain or outdoors. The resulting clean aggregate and sand can also be reused, and the small volume of treated fines can be disposed of responsibly.

The Sludge Buster system may be ordered from The Concrete Countertop Institute. Refills of the filter pod, which treats up to 200 gallons of wastewater, are also available, as is an optional 24-foot extension hose.

**(866) 386-7711**

**www.concretecountertopinstitute.com**

## New Lythic SPD Protector raises the bar for stain protection

Lythic Solutions has announced new Lythic SPD Protector, which it calls a major advance in stain protection for exposed concrete floors. Lythic SPD uses a different type of chemistry from other stain protector products: a two-part polymer combined with nano-sized colloidal silica that bonds better and shields the concrete more effectively.

"Lythic SPD Protector was exposed to very strong acid — muriatic acid — and to oil for a full 24 hours in laboratory testing," said Lythic president David Loe in a news release. "There was no damage to the concrete. Any visible effects were easily buffed out of the Lythic SPD Protector layer. Yet, the product does not feel like a coating. It is clear, not overly glossy, and thin enough to maintain a real concrete look and feel."

Lythic SPD Protector can be applied to almost any troweled, burnished or polished concrete. It resists staining and etching while still allowing moisture to evaporate from the slab. It is shipped as a two-part solution that gets mixed 1:1 immediately prior to use. It is rolled on with a short-nap mohair paint roller, and it dries in about two hours to approximately 1-mil thickness. SPD is compatible with dyes and stains and is warrantied not to peel. Maintenance with the Lythic cleaning system fortifies the surface to keep SPD effective in blocking stains and etching. Lythic Solutions estimates that the material will add about 30 cents per square foot to the cost of finishing a floor.

**www.lythic.net**

## Proline now offers form liners

Proline Concrete Tools has added form liners to its selection of decorative concrete products. Proline currently offers three types of form liners: step liners, edge liners and form skins.

The form liners are flexible, reusable liners that transfer a texture to edges, corners and risers of cast-in-place steps, countertops, pool copings and wall caps. They are made of high-quality and lightweight polyurethane for extreme durability, resulting in a variety of lifelike natural stone textures. In addition, Proline's form skins are sized to fit form lumber.

Proline anticipates adding more choices to this line in the upcoming months.

**www.prolinestamps.com**

## Polishing system from NewLook

NewLook International Inc. has unveiled its new NanoSet Polishing System. The comprehensive system includes NanoSet Densifier, NanoSet Protector and NanoSet Cleaner.

The NanoSet Densifier is a sustainable blend of inorganic polymers that densify and strengthen the structural integrity of concrete up to 1/4 inch. Its technologically advanced, water-based formula with concentrated, nano-sized silica particles penetrates deeply into architectural concrete surfaces to reduce freeze-thaw damage, improve wear resistance and improve the bond between NewLook's Concrete Color Stains and treated concrete. NanoSet Densifier is used for polishing and winterizing concrete, and it is sold in concentrate.

The NanoSet Protector is a finishing sealer and conditioner applied during the polishing process, and it is also sold in concentrate. It introduces additional silica into the substrate, along with a clear polymer that provides additional protection against stains, acids and soil. It enhances the aesthetics of integrally colored or stained concrete, giving it a brilliant shine that compliments the aesthetics of exposed aggregate.

The NanoSet Cleaner is a premium-grade cleaning solution that combines cleansing action with suspended silica technology. It cleans soils and contaminants from the surface as it introduces additional silica into polished concrete surfaces. It is recommend as part of regular building maintenance for maximum value, and it, too, is available in concentrate.

**www.getnewlook.com**

## Tygar introduces curb machine

Tygar Manufacturing LLC is taking its best-selling curbing machine to new heights by introducing the next-generation Bengal curb machine, the TG1000 XL.

The Bengal has been significantly enhanced to provide more strength and longevity, as well as new choices in curb shapes. Improvements include an integrated cabling system, a new and improved hopper liner, and a larger number of standard mold shapes.

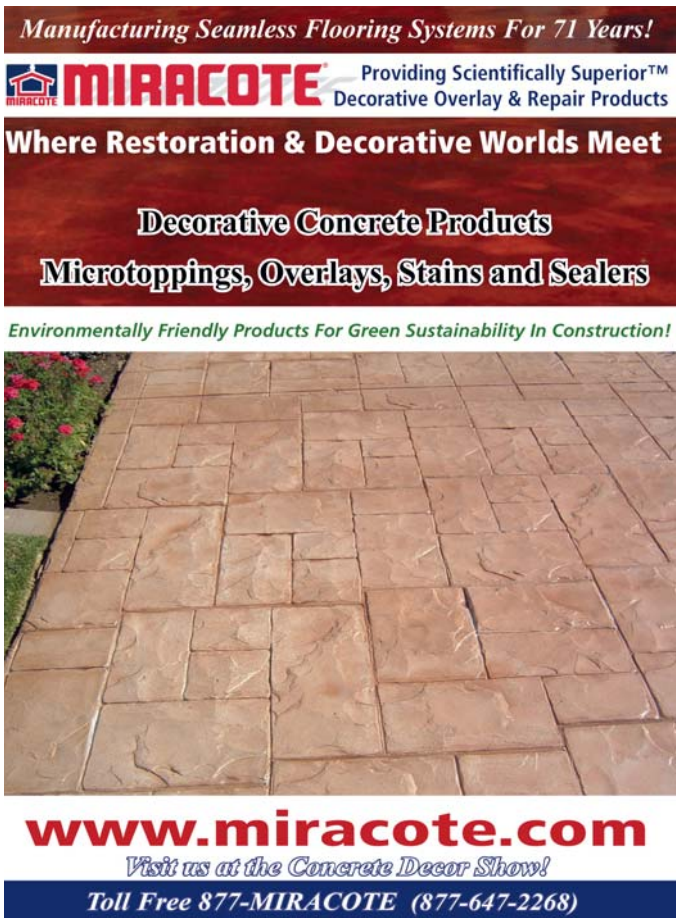
Tygar's improved liner is designed to provide even greater functionality to the extrusion and cleanup process. Offering a 6-inch by 4-inch round cap mold along with Tygar's three other standard molds, the Bengal

now has more shapes to offer than any other standard curb machine on the market. In addition to the increased functionality of the Bengal XL, the machine has the versatility to produce more than 30 different stamp patterns, 25 distinct curb shapes, 24-inch walkways, and curbs with accent lighting.

Last year, Tygar introduced CurbCable, which has proved effective as a method of embedding steel cable into landscape curbing. As a standard feature on the new Bengal XL, the system is completely seamless as it extrudes a braided galvanized cable into concrete curbs to give strength and longevity to any curbing project. The product is especially popular in northern climates, where Tygar's system fully mitigates any possible adverse impact from freezing or thawing. Used along with Tygar's special additives, the CurbCable system virtually eliminates the threat of separation or deterioration in landscape curbing.

**(888) 398-9427**

**www.tygarmfg.com**




## Lura introduces roller screed attachment

Lura Enterprises has released a new attachment for use with its Lightning Strike roller screed. The new Wall Walker is designed to hang off the top of a wall and adjust down in quarter-inch increments, allowing you to strike off a floor as far down as 54 inches. This will allow your floor to be as flat as the top of the foundation.

**(701) 281-8989**

**www.luraconcretescreed.com**

## Fourteen-in-one multi tool from Hyde

Hyde Tools has released the Hyde 14-in-1 Multi-tool, which offers four screw bits in the handle plus 10 other common uses.

Hyde's newest tool combines the company's trademark high-quality, lightweight design with a tool that can scrape paint, spread compound, clean rollers, remove putty, open cracks, set nails, scrape contours, scrape convex surfaces, open cans and pull nails. In addition, four screwdriver bits are securely stored in a drawer in the handle. They are inserted into the handle end for quick, easy use.

**(800) 872-4933**

**www.hydetools.com**

## Hilti releases new impact wrench, flashlight

Hilti's new cordless SIW 18T-A CPC lithium ion high-torque impact wrench delivers more torque and packs impressive battery performance into a rugged, compact design for complete mobility. The impact mechanism incorporated in this Hilti tool has been finely tuned for maximum efficiency when fastening metal bolts, wood lag bolts and concrete screw anchors.

Also new from Hilti is the drop-resistant SFL 18-A CPCP Lithium Ion Flashlight, which provides cool white light for 4,000 hours.

Each product comes with Cordless Power Care to help make sure the lithium-ion batteries are used to their full advantage. Each battery cell is monitored individually to prevent deep discharge, overcharging and overheating. The battery status indicator shows, at the touch of a button, how much energy is left in the battery.

**(800) 879-8000**

**www.us.hilti.com**

FOURTH ANNUAL

Concrete Decor
The Journal of Decorative Concrete

Welcome to *Concrete Decor* magazine's fourth annual Decorative Concrete Training Guide – the industry's go-to source for locating training in virtually every aspect of decorative concrete. Whether you are interested in learning new skills or refining techniques you and your staff already use, this Training Guide will point you in the right direction.

The Decorative Concrete Training Guide includes an A to Z Company Index that provides easy access to information about the industry's training opportunities. Also, a Training Index identifies the wide range of training services available and the companies that offer these specialized training opportunities.

Whether you are a beginner or advanced, the Training Guide helps you find classes that fit your specific needs. It can direct you to training services offered in Spanish, online webinars, books, DVDs and even on-site training for your staff.

While this print Guide tells you who offers training, *Concrete Décor's* online Training & Events Calendar at www.ConcreteDecor.net tells you when and where classes are being held. Online calendar information is updated on a daily basis.

Keep this handy reference near you at all times. New business opportunities appear on the horizon every day. The Decorative Concrete Training Guide and the online Training & Events Calendar will help you get ready for whatever lies ahead.

Have questions? Give *Concrete Decor* a call at (877) 935-8906.

# 2010/2011 Decorative Concrete TRAINING GUIDE

# A

Arizona Polymer Flooring
7731 N. 68th Ave.
Glendale, AZ 85303

p: 623-435-2277
f: 623-435-8585
www.apfepoxy.com

APF 2 1/2 day trainings include instruction on surface preparation, color chip flooring, dyes and staining techniques as well as polymer concrete overlay systems. We'll teach you how to profit in the decorative concrete market. Knowledge is power - invest in your future! Check our website for more details.

# B

Buddy Rhodes Concrete Products
1500 17th St.
San Francisco, CA 94107

p: 415-431-8070
f: 415-551-1575
www.buddyrhodes.com

Buddy Rhodes has been a pioneer associated with the finest finished concrete countertops and furnishings for over 25 years. Buddy Rhodes Concrete Products manufactures and distributes a unique and complete system of materials based on Buddy's research and experience, as well as providing training and friendly support for anyone seeking to create decorative concrete projects throughout the United States and Canada.

# C

CHENG Concrete
2808 San Pablo Ave.
Berkeley, CA 94702

p: 510-849-3272
f: 510-849-3274
www.chengconcrete.com

CHENG Concrete offers the most complete concrete countertop products line and information. CHENG Concrete Training Academy provides comprehensive hands-on training for residential and commercial concrete applications focused on innovative design and technical processes. Available programs include a NEW 2-day Professional D-FRC (Decorative Fiber Reinforced Concrete) Training featuring advanced technology in FRC products, 3-day Professional Concrete Countertop Training, 1-day Professional Mold Making Training, 5-day Advanced Countertop Design Training, an Advanced Fireplaces, Islands + Walls Training, 1-day Concrete Countertops Essentials Workshop, and 1/2-day Outdoor Living Essentials Workshop. The leaders in concrete design training, CHENG Concrete has trained over 2500 professionals and DIYs to date, with four nationwide locations including Berkeley, CA, Atlanta, GA, Providence, RI, and Seattle, WA.

**Concrete Solutions Inc.**
**3904 Riley St.**
**San Diego, CA 92110**

**p: 619-297-3999**
**f: 619-297-3333**
**www.concretesolutions.com**

Concrete Solutions, Inc. manufactures Ultra Surface Concrete Polymer and other products for the resurfacing, restoration, protection and beautification of existing concrete and other surfaces. Monthly training classes in Las Vegas, NV, teach our proven, high-performance product systems. For more information please visit our website at www.concretesolutions.com or call (619) 297-3999.

**See our ad on Page 90 • Reader Service 08**

**Concrete Texturing Tool & Supply**
**45 Underwood Rd.**
**Throop, PA 18512**

**p: 570-489-6025**
**f: 570-383-6711**
**www.concrete-texturing.com**

Our main goal is to provide the highest-quality tools, products and training. We provide training workshops geared toward the professional installer on a variety of decorative concrete topics and also conduct ACI Flatwork Finisher Certification Programs. Get informed, get noticed and get results with the Concrete Kingdom Training Center. View us on the web at www.concrete-texturing.com.

**See our ad on Page 19 • Reader Service 09**

# D

**Decorative Concrete Impressions LLC**
**8137 Hwy 43**
**Webb City, MO 64870**

**p: 866-332-7383**
**f: 866-623-4793**
**www.decrete.com**

Decorative Concrete Impressions is the leading manufacturer of stencils for concrete. New in 2010, DCI now offers a higher-strength paper. Our stencils can be used for cast-in-place, overlay and vertical applications with over 40 patterns available. We have been offering training seminars for stenciled concrete for over 13 years, and have trained many award-winning installers. Training available for spring 2011. Please check out our website at www.decrete.com for information.

**See our ad on Page 91 • Reader Service 13**

**Decorative Concrete Supply Inc.**
**1300 N I-35E #120**
**Carrollton, TX 75006**

**p: 972-242-8881**
**f: 972-242-6781**
**www.decorativecs.com**

DCS has been a family-owned and operated top distributor of decorative concrete products for over 20 years. We offer a wide variety, of trainings, seminars and free demos, as well as the highest-quality products at competitive prices.

Duraamen Engineered Products Inc.
457 Frelinghuysen Ave.
Newark, NJ 07114

p: 973-230-1301
f: 973-241-7830
www.duraamen.com

## E

**Elite Crete Systems**
**1061 Transport Dr.**
**Valparaiso, IN 46383**

**p: 888-323-4445**
**f: 219-531-0898**
**www.elitecrete.com**

enCounter
121 NE 40th St.
Oklahoma City, OK 73105

p: 866-906-2006
f: 405-525-2008
www.encountertop.com

Training with enCOUNTER allows contractors to learn how to form, mix, color and seal the strongest professional comprehensive countertop system. All classes are hands-on allowing students to leave with the confidence they can use on the job.

## I

Increte Systems
1611 Gunn Hwy.
Odessa, FL 33556

p: 813-886-8811
f: 813-920-1516
www.increte.com

Increte Systems is a worldwide leader in the production of decorative concrete chemicals, tools and training. As the industry's only full-service manufacturer, offering the most complete line of decorative concrete products, Increte Systems is truly a one-stop shop and the one name to rely on for all decorative concrete needs.

## K

Kemiko Decorative & Industrial Coatings
13210 E Barton Cir.
Whittier, CA 90605-3254

p: 562-946-8781
f: 562-944-9958
www.kemiko.com

Kemiko Decorative & Industrial Coatings used on interior/exterior concrete turn concrete slabs into luxurious floors resembling marble/glazed or natural stone. Kemiko stains are LEED compliant, available in eight colors and top-coated with Kemiko's full line of sealers: Industrial Coatings–Epoxies/Polyurethanes/Polyaspartics, Waxes–Solvent/Water Based, and Instant UV Cured Coatings (RapidShield).

## P

**Proline Decorative Systems**
**2560 Jason Ct.**
**Oceanside, CA 92056**

**p: 800-795-4750**
**f: 760-758-2561**
**www.prolinestamps.com**

Proline Decorative Concrete Systems is the innovator of the Seamless Texture system and, after 20 years, continues to lead the path to new and improved decorative concrete products. Proline manufactures a complete line of decorative concrete products, including stamping tools, colors, releases, stains, formliners and sealers. www.prolinestamps.com

## Q

**Quest Building Products**
**1129 N. Patt St.**
**Anaheim, CA 97801**

**p: 714-738-6640**
**f: 714-738-6950**
**www.questbuilding.com**

Quest Building Products is California's full-service store specializing in decorative concrete products to prepare, protect and decorate any concrete surface. Offering tools and coatings, Quest also provides equipment sales, service and rental. With a knowledgeable staff and the support of reputable and dependable manufacturers, Quest is your one-stop shop.

**See our ad on Page 89 • Reader Service 35**

## S

**L.M. Scofield Co.**
**6533 Bandini Blvd.**
**Los Angeles, CA 90040**

**p: 800-800-9900**
**f: 323-720-3033**
**www.scofield.com**

L.M. Scofield Company has been manufacturing color for concrete for nearly 100 years. That makes us experts on the subject! Scofield offers training, demos and workshops as well as video demos on www.scofield.com and our YouTube channel, www.youtube.com/scofieldsystems. Get it from the experts: Scofield.

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**SkimStone/MileStone,**
**Rudd Company Brands**
**1141 NW 50th St.**
**Seattle, WA 98107**

**p: 206-789-1000**
**f: 206-789-1001**
**www.skimstone.com**

Get trained with the latest and greatest in decorative concrete products. Super-thin microtopping SkimStone features unlimited colors, multiple uses and very unique finishes. The new MileStone product transforms vertical surfaces from the ordinary into the elegant. Both are easier to use than traditional products on the market and provide LEED credits.

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p: 800-324-1719 x202
f: 602-923-7169
www.betterpaths.com

SBC is a worldwide trainer in upscale decorative concrete products and systems. Training offered via hands-on, online, books and DVD's. Concrete Wall Panels, Cabinet Crete, and Countertop products/systems available for purchase/training. Owner Bryan Gauthier teaches SBC/other systems to achieve a realistic look for rock, marble, granite and amethyst.

The Stamp Store Inc.
121 NE 40th St.
Oklahoma City, OK 73105

p: 888-848-0059
f: 405-525-3367
www.thestampstore.com

The Stamp Store has been training concrete artisans for over 10 years. Our Stamp Store instructors specialize in training classes for countertops, vertical stamping and carving, overlays, fresh-pour stamping, and One Day Floors applications. All classes are hands-on allowing the student to experience the satisfaction of a completed project.

Super-Krete
1290 N. Johnson Ave. #101
El Cajon, CA 92020

p: 619-401-8282 / 800-995-1716
f: 619-401-8288
www.superkrete.com

Super-Krete International Inc. is one of the most respected names in concrete coatings training in North America for one simple reason: Our training delivers the results you expect and deserve! Super-Krete's training seminars are designed to equip you with the latest in concrete coatings techniques and provide you with extensive knowledge and hands-on experience you won't find anywhere else! Whether you are new to the industry or a concrete lifer, opportunities are awaiting you with Super-Krete products.

Superabrasive Inc.
9411 Jackson Trail Rd.
Hoschton, GA 30548

p: 706-658-1122
f: 706-658-0357
www.superabrasive.com

Superabrasive is a leading manufacturer of diamond tools and equipment, and your one-stop shop for all your concrete project needs. Superabrasive's LAVINA SPS includes floor machines, vacuums, tooling, chemicals and training. To request a demo or schedule a training class, call 800-987-8403.

**Surface 519**
**250 New York Ave.**
**Des Moines, IA 50313**

**p: 800-475-1975**
**www.surface519.com**

Surface 519 is your industry source for top-notch training, consulting, and product and technical service as it relates to the decorative concrete industry. Owners Bob Chatterton and Troy Thompson have teamed up with the leaders in the industry to provide training on the latest products and techniques by active concrete artisans available today.

**See our ad on Page 89 • Reader Service 43**

Surface Gel Tek
663 W. 2nd Ave. #15
Mesa, AZ 85210

p: 888-872-7759
f: 480-421-6322
www.surfacegeltek.com

SDVOSB/WOSB manufacturer of gelled products used for concrete cleaning, etching and profiling. Introducing "Pre Grind." Use our products on old/new concrete. Perfect for pre-grinding prior to decorative polishing. We also offer vinyl adhesive "Graphics on Demand," stock/custom, unlimited in design/size. Brainstorming/technical support are our specialties. Call us anytime!

## V

Vexcon Chemicals
7240 State Rd.
Philadelphia, PA 19135

p: 888-839-2661
f: 215-332-9997
www.vexon.com

Certi-Shine is a leading global brand for polished concrete. Attend the training seminar that everyone is talking about; fine-tune your techniques and become certified to install Certi-Shine FSR (food stain resistant) technology and our interior and exterior silicate Micro Stain as well as FUSION, the latest in polished concrete repair.

## W

**WerkMaster**
**1448 Charlotte Rd.**
**North Vancouver, BC V7J 1H2**
**Canada**

**p: 604-629-8700**
**f: 604-990-9538**
**www.werkmaster.com**

WerkMaster provides contractors and distributors 3 full days of hands-on, "real life" training. WerkMaster training features the latest grinding and polishing techniques, equipment, tooling and chemicals. Graduates will leave knowledgeable in concrete surface preparation, grinding & polishing, incorporating all steps and procedures. Training is available in the U.S. or Canada.

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|---|---|
| 716 | Allied PhotoChemical, Inc. |
| 711 | Alpha Professional Tools |
| 514 | American Decorative Concrete Supply Company |
| 916 | American Society of Concrete Contractors |
| 720 | AQUAFIN Inc |
| 427 | Ball Consulting Ltd. |
| 309 | Butterfield Color |
| 1027 | Cement Masons Int'l Assoc. |
| 311 | Chapin Manufacturing, Inc. |
| 505 | CHENG Concrete, LLC |
| 921 | Classic Stains & Sealers |
| 617 | Clemons Concrete Coatings |
| 610 | Concrete Countertop Specialties |
| 409 | Concrete Earth |
| 614 | The Concrete Network |
| 920 | Concrete Polishing Association of America |
| 609 | Concrete Solutions, Inc. |
| 502 | Crown Polymers, LLC |
| 918 | CTS Cement Mfg. Corp. \| Rapid Set |
| 608 | Delta Performance Products LLC |
| 516 | Designcrete, a product of Faux Finish Design Studio, LLC |
| 433 | Dustless Technologies |
| 533 | Eco Safety Products |
| 827 | Elite Crete Systems, Inc. |
| 809 | enCounter |
| 1000 | Extreme How-To |
| 805 | Fishstone, Concrete Countertop Supply |

| Booth | Exhibitor Name |
|---|---|
| 810 | FloorAmerica Products |
| 707 | Franmar Chemical, Inc. |
| 727 | GranQuartz |
| 601 | H & C Concrete Coatings |
| 521 | IDEAS media LLC |
| 518 | Increte Systems |
| 817 | ISFA – International Surface Fabricators Association |
| 317 | Jelight Company, Inc. |
| 321 | Kemiko Decorative & Industrial Coatings |
| 900 | Kingdom Products |
| 519 | Kraft Tool Co. |
| 517 | Kut-Rite Mfg. |
| 509 | L.M. Scofield Company |
| 728 | Levetec Surface Preparation Machinery |
| 801 | Lura Enterprises |
| 526 | Lythic Solutions, Inc. |
| 627 | Metzger/McGuire |
| 901 | Midwest Rake |
| 620 | Padco, Inc. |
| 833 | PCI, Inc. |
| 829 | Prism Pigments |
| 327 | Proline Decorative Systems |
| 902 | Protecrete |
| 528 | Rhino Linings Corporation |
| 632 | RicoRock Inc. |
| 511 | SASE Company, Inc. |
| 733 | SILPAK Inc. |

| Booth | Exhibitor Name |
|---|---|
| 819 | Skimstone, a division of Rudd Company |
| 619 | Smith Paint Products |
| 621 | Smooth-On Inc. |
| 415 | Sure Crete Design Products |
| 815 | Surface 519 |
| 515 | Surface Gel Tek |
| 429 | Surface Koatings, Inc. |
| 618 | Tennessee Concrete Association |
| 903 | The Wooster Brush Company |
| 904 | Tramex Ltd. |
| 917 | Turley International Resources, LLC |
| 416 | US Saws |
| 1019 | Val-Test Sundries |
| 532 | W.R. Meadows, Inc. |
| 905 | Walt Tools/The Contractor Source |
| 1017 | WaterShapes |
| 400 | Werkmaster |
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*Exhibitors as of Dec. 3, 2010.*

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| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **DECORATIVE** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **EPOXY AGGREGATES** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **GLASS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **PHOTOLUMINESCENT** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | | ✔ | | ✔ | | | | | | |

## Architectural Elements

| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **FIREPLACES/FURNITURE/TILES** | | | | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | ✔ | ✔ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | | | | | | | | | |
| **SCULPTURES/COLUMNS** | | | | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | | | | | |
| | | | | | | | | | | |
| **WATER FEATURES/FOUNTAINS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |

## Association Events

| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **EVENTS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **OTHER (WORKSHOPS)** | | | | | | | | | | |
| Surface Gel Tek | ✓ | ✓ | ✓ | ✓ | | | | | | |

## Business Operations/Development

| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **EMPLOYEE MANAGEMENT/TRAINING** | | | | | | | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| **WerkMaster** | ✔ | | | | | | ✔ | ✔ | | |

*Visit the online Training Calendar at www.ConcreteDecor.net*

## Business Operations/ Development (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **ESTIMATING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | | | | | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | ✓ | | | | | | | |
| **WerkMaster** | ✔ | | | | | | ✔ | ✔ | | |
| **MARKETING/PROMOTIONS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | | | | | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **WerkMaster** | ✔ | | | | | | ✔ | ✔ | | |
| **PROJECT MANAGEMENT** | | | | | | | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |
| **WerkMaster** | ✔ | | | | | | ✔ | ✔ | | |
| **SAFETY** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | | | | | | ✔ | | | | |
| **WerkMaster** | ✔ | | | | | | ✔ | ✔ | | |

## Cementitious Overlays (Horizontal)

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **MICROTOPPINGS** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | ✔ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | ✔ | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **POLISHABLE OVERLAYS** | | | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |

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## Cementitious Overlays (Horizontal) (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **SELF-LEVELING SYSTEMS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |
| **SPRAY/KNOCKDOWN** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | ✔ | | |
| **Decorative Concrete Impressions LLC** | ✔ | ✔ | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | ✓ | | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| **TROWEL-APPLIED** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | ✓ | | | | | | | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | | | | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| The Stamp Store Inc. | | ✓ | ✓ | | | | | | | |

## Cementitious Overlays (Vertical)

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **INTERIOR VERTICAL SYSTEMS** | | | | | | | | | | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | ✔ | ✔ | | | | | | | |
| **STAMPABLE/CARVABLE TOPPING** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| The Stamp Store Inc. | | ✓ | ✓ | | | | | | | |

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## Cementitious Overlays (Vertical) (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **THIN-SET TOPPING** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |

## Coatings

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **COLORED QUARTZ** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **COVING COATINGS** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **EPOXY** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **EPOXY AGGREGATES** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |

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## Coatings (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **METALLICS** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **POLYASPARTIC** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **POLYMERS** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| **POLYUREA** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **POLYURETHANE** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |

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## Coatings (Cont.)

| POLYURETHANE (Cont.) | Seminars: Beginner | Seminars: Intermediate | Seminars: Advanced | Job Site Training/ Consulting | Online: Webinars | Online: Technical Support | Media: Books | Media: DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |

| RUBBERIZED SURFACES | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |

| SEALERS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | | ✔ | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| VINYL FLAKE SYSTEMS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |

## Coloring (see also Stains/Dyes)

| COLOR RESTORATION | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |

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## Coloring (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **COLOR RESTORATION (Cont.)** | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | ✓ | | ✓ | | ✓ |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **COLOR THEORY** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| **FAUX FINISHES** | | | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | | | | | | | | | |
| **HARDENERS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| **INTEGRAL COLORING** | | | | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | | ✓ | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| **RELEASE AGENTS** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |

*Visit the online Training Calendar at www.ConcreteDecor.net*

## Countertops

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **CAST-IN-PLACE** | | | | | | | | | | |
| Buddy Rhodes Concrete Products | ✓ | ✓ | | | | ✓ | | ✓ | | |
| CHENG Concrete | ✓ | | | | | | ✓ | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| enCounter | ✓ | ✓ | ✓ | | | | ✓ | ✓ | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **GFRC** | | | | | | | | | | |
| Buddy Rhodes Concrete Products | ✓ | ✓ | ✓ | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | | | |
| **GFRC ALTERNATIVES** | | | | | | | | | | |
| Buddy Rhodes Concrete Products | ✓ | ✓ | ✓ | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | | | |
| **LAMINATE OVERLAYS** | | | | | | | | | | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | ✔ | | | | | | | | |
| **PRECAST** | | | | | | | | | | |
| Buddy Rhodes Concrete Products | ✓ | ✓ | ✓ | ✓ | | ✓ | ✓ | ✓ | | ✓ |
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **RECYCLED GLASS/PORCELAIN** | | | | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | | ✓ | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |

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## Countertops (Cont.)

| RECYCLED GLASS/PORCELAIN (Cont.) | Seminars: Beginner | Seminars: Intermediate | Seminars: Advanced | Job Site Training/ Consulting | Online: Webinars | Online: Technical Support | Media: Books | Media: DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |

| RESURFACING OVERLAYS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |

| UV-CURABLE SEALERS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |

## Lighting

| FIBER OPTICS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Something Better Company LLC | | | ✓ | | | | | | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |

## New Concrete

| CONTROL JOINTS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |

| FINISHING TECHNIQUES | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |

| FREEZE-THAW ISSUES | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | | | ✓ |
| | | | | | | | | | | |
| **MIXTURES/ADDITIVES** | | | | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | | | ✓ |

*Visit the online Training Calendar at www.ConcreteDecor.net*

## New Concrete (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **MOISTURE ISSUES** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | | | ✓ |
| **REINFORCEMENTS** | | | | | | | | | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **SUBGRADE PREPARATION** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |

## Polishing

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **COLORING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | | ✔ | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Vexcon Chemicals | | ✓ | ✓ | ✓ | | ✓ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **DENSIFIERS** | | | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Vexcon Chemicals | | ✓ | ✓ | ✓ | | ✓ | | | ✓ | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **DRY GRINDING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Vexcon Chemicals | | | | | | ✓ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **POLISHING (COUNTERTOPS)** | | | | | | | | | | |
| Buddy Rhodes Concrete Products | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | | |
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | | |

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## Polishing (Cont.)

| POLISHING (COUNTERTOPS) (Cont.) | Seminars: Beginner | Seminars: Intermediate | Seminars: Advanced | Job Site Training/ Consulting | Online: Webinars | Online: Technical Support | Media: Books | Media: DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | ✓ | | |
| Vexcon Chemicals | | | | | | ✓ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| POLISHING (FLOORS) | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Superabrasive Inc. | ✓ | ✓ | | | | | | | | |
| Vexcon Chemicals | | ✓ | ✓ | | | ✓ | | | ✓ | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| SEALERS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| CHENG Concrete | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |
| Vexcon Chemicals | | | | ✓ | | ✓ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| STAIN PROTECTION | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Vexcon Chemicals | | ✓ | ✓ | | | ✓ | | | | |

| WET GRINDING | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| Vexcon Chemicals | | | | | | ✓ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

## Pool Decks/Coping

| POOL DECKS/COPING | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | ✓ | | ✓ |

## Radiant Heating

| HYDRONIC | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |

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| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **Rock Features** | | | | | | | | | | |
| **PANELS** | | | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | ✓ | | ✓ | | |
| **STONE VENEER** | | | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | | | |
| **SYNTHETIC ROCK SYSTEMS** | | | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | | | | | | | |
| **Shotblasting/Engraving** | | | | | | | | | | |
| **ENGRAVING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | | | | ✔ | | | | |
| **ETCHING** | | | | | | | | | | |
| Surface Gel Tek | ✓ | ✓ | ✓ | ✓ | | ✓ | | | | |
| **SANDBLASTING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | | | | ✔ | | | | |
| **SHOTBLASTING** | | | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **Stains/Dyes** | | | | | | | | | | |
| **ACRYLIC/WATER-BASED STAINS** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | ✓ | | ✓ |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

*Visit the online Training Calendar at www.ConcreteDecor.net*

## Stains/Dyes (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **DYES** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Something Better Company LLC | | | ✓ | | | | | | | |
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **REACTIVE STAINS (ACID-ETCHING)** | | | | | | | | | | |
| Arizona Polymer Flooring | ✓ | ✓ | ✓ | ✓ | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Duraamen Engineered Products Inc. | ✓ | ✓ | ✓ | ✓ | | | | | ✓ | |
| **Elite Crete Systems** | | ✔ | ✔ | | | | | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| Kemiko Decorative & Industrial Coatings | ✓ | ✓ | ✓ | | | ✓ | ✓ | ✓ | ✓ | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **SOY-BASED STAINS** | | | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |

## Stamping/Texturing

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **STAMPS** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| Something Better Company LLC | | | ✓ | | | | | | | |

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## Stamping/Texturing (Cont.)

| STAMPS (Cont.) | Seminars: Beginner | Seminars: Intermediate | Seminars: Advanced | Job Site Training/ Consulting | Online: Webinars | Online: Technical Support | Media: Books | Media: DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **TEXTURE MATS** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| Something Better Company LLC | | | ✓ | | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **TEXTURE ROLLERS** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | ✔ |
| Something Better Company LLC | | | ✓ | | | | | | | |

## Stenciling

| EXISTING SURFACES | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Impressions LLC** | ✔ | ✔ | ✔ | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| **SkimStone/MileStone, Rudd Company Brands** | ✔ | | | | | | | | | |
| Surface Gel Tek | ✓ | ✓ | ✓ | ✓ | | ✓ | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **NEW SURFACES** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Decorative Concrete Impressions LLC** | ✔ | ✔ | ✔ | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| enCounter | ✓ | ✓ | ✓ | | | | | | | |
| Increte Systems | ✓ | | | | | | | | | |
| Surface Gel Tek | ✓ | ✓ | ✓ | ✓ | | ✓ | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |

## Surface Preparation/Repair

| BUILDING FOUNDATIONS | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |

*Visit the online Training Calendar at www.ConcreteDecor.net*

## Surface Preparation/ Repair (Cont.)

| | Seminars | | | | Online | | Media | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
| **CLEANING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Super-Krete | ✓ | ✓ | ✓ | | | | | ✓ | | ✓ |
| Superabrasive Inc. | ✓ | ✓ | | | | | | | | |
| Surface Gel Tek | ✓ | ✓ | ✓ | ✓ | | ✓ | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **COATING REMOVAL** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **CRACK REPAIR** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | ✓ | | ✓ |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **DIAMOND GRINDING** | | | | | | | | | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Superabrasive Inc. | ✓ | ✓ | | | | | | | | |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **JOINT REPAIR** | | | | | | | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |
| **MOISTURE MANAGEMENT** | | | | | | | | | | |
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |

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## Surface Preparation/ Repair (Cont.)

| MOISTURE MANAGEMENT (Cont.) | Seminars: Beginner | Seminars: Intermediate | Seminars: Advanced | Job Site Training/ Consulting | Online: Webinars | Online: Technical Support | Media: Books | Media: DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | ✓ | | ✓ |
| The Stamp Store Inc. | ✓ | ✓ | ✓ | | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| PATCHING | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| **Elite Crete Systems** | | ✔ | | | | | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | | | ✓ |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| SHOTBLASTING/SCARIFYING | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

## Terrazzo

| CEMENTITIOUS TERRAZZO | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Surface 519** | ✔ | ✔ | ✔ | ✔ | ✔ | ✔ | | ✔ | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| EPOXY TERRAZZO | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

| TERRAZZO-LIKE FINISHES | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **WerkMaster** | ✔ | ✔ | ✔ | ✔ | | ✔ | ✔ | ✔ | | |

## Walls/Forms

| FORMS/FORM LINERS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |

| STEPS/STAIRS | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Decorative Concrete Supply Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | |
| Increte Systems | ✓ | ✓ | | | | | | | | |

*Visit the online Training Calendar at www.ConcreteDecor.net*

## Walls/Forms (Cont.)

| STEPS/STAIRS (Cont.) | Seminars: Beginner | Seminars: Intermediate | Seminars: Advanced | Job Site Training/ Consulting | Online: Webinars | Online: Technical Support | Media: Books | Media: DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Proline Decorative Systems** | ✔ | ✔ | ✔ | ✔ | | ✔ | | | | ✔ |
| **STONE VENEERS** | | | | | | | | | | |
| Something Better Company LLC | | | ✓ | | | ✓ | | | | |

## Waterproofing Systems

| WATERPROOFING SYSTEMS | Beginner | Intermediate | Advanced | Job Site Training/ Consulting | Webinars | Technical Support | Books | DVD/CD | AIA Credit | Offered in Spanish |
|---|---|---|---|---|---|---|---|---|---|---|
| **Concrete Solutions Inc.** | ✔ | ✔ | ✔ | ✔ | | ✔ | | ✔ | | |
| **Concrete Texturing Tool & Supply** | ✔ | ✔ | ✔ | | | ✔ | | | | |
| **Quest Building Products** | ✔ | ✔ | ✔ | ✔ | | | | | | |
| Super-Krete | ✓ | ✓ | ✓ | ✓ | | | | ✓ | | ✓ |

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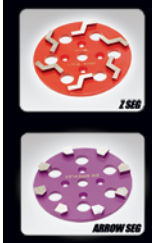

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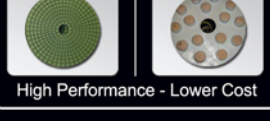

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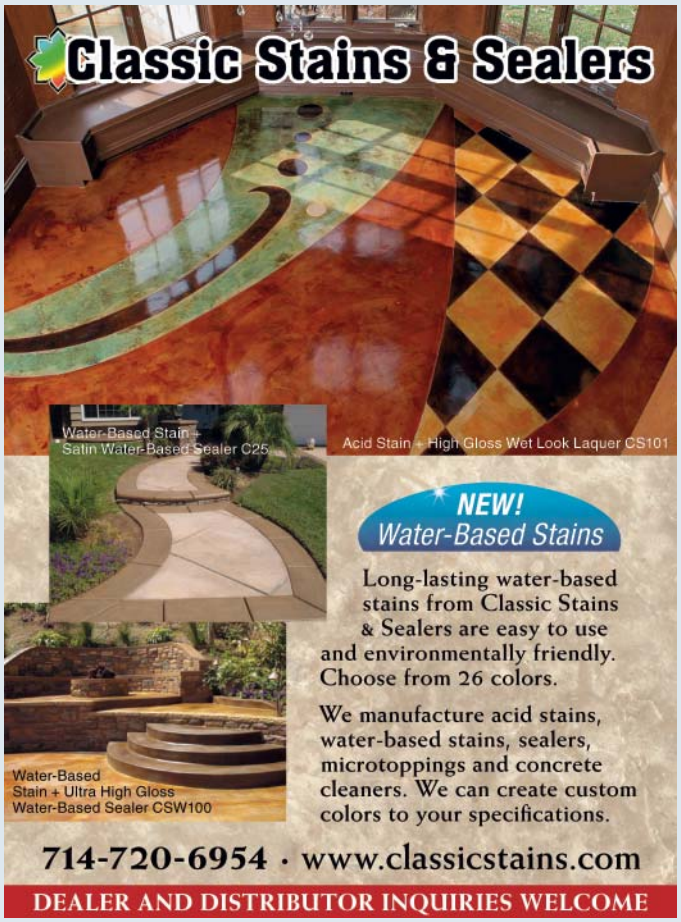
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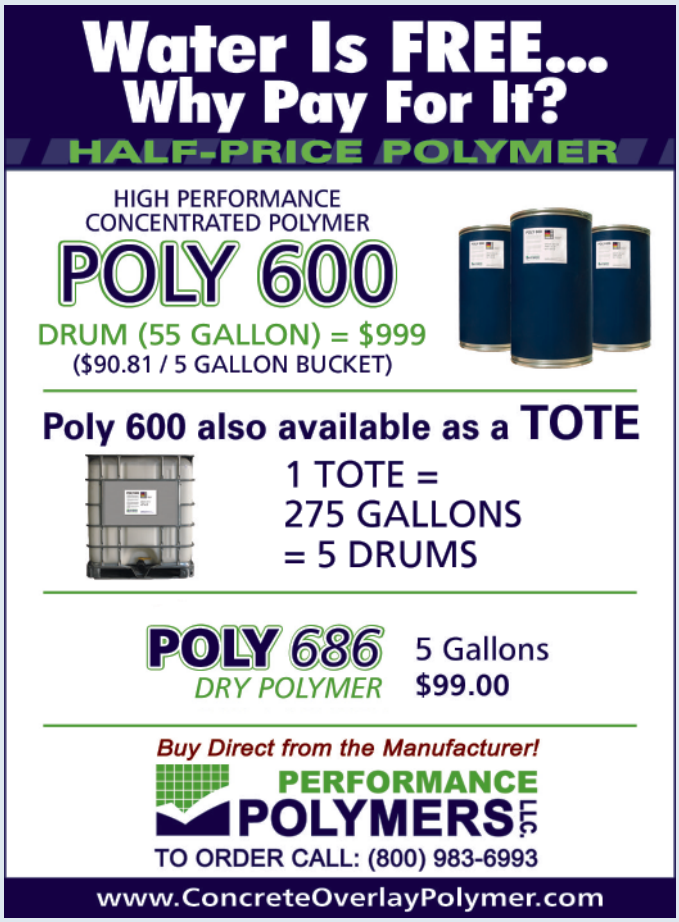
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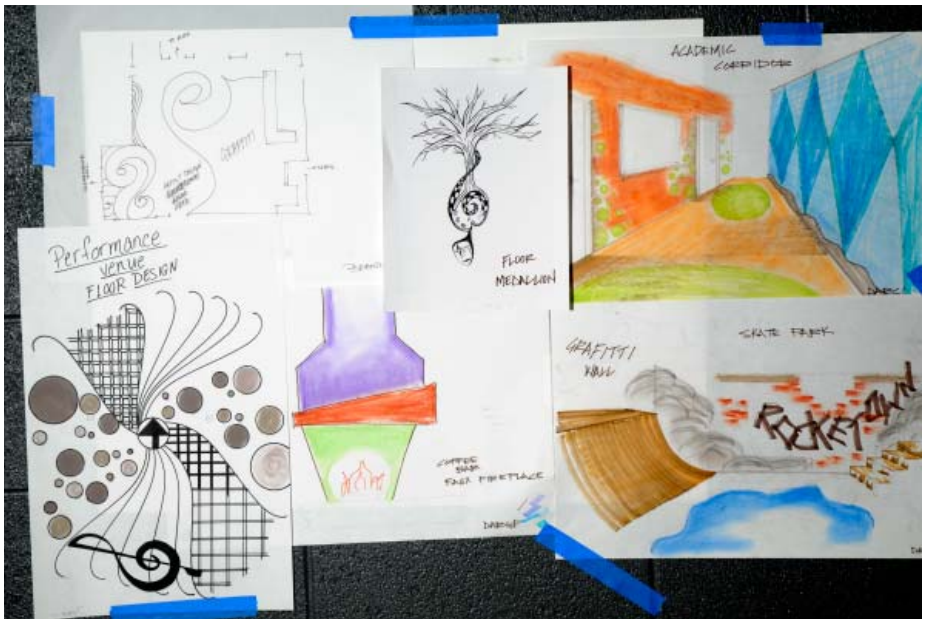


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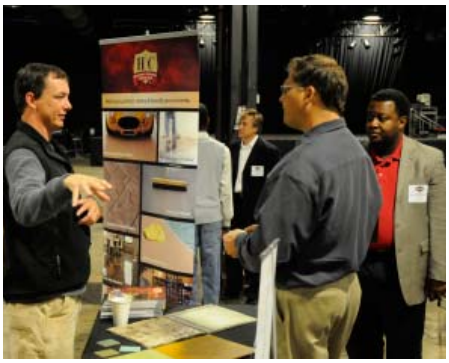

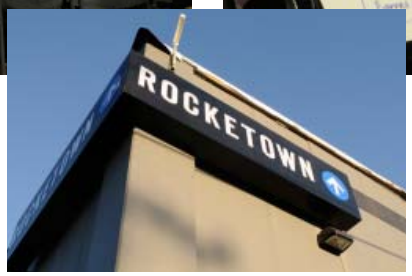


# Rocket Launch

A decorative concrete makeover for Nashville's Rocketown youth community center kicked off Nov. 15. More than 85 people, including architects, interior designers, landscape architects, artisans and students from the Concrete Industry Management (CIM) Program at Middle Tennessee State University and other schools came to the day-long session. They envisioned and designed decorative concrete walls, floors, seating, counters and more for the 33,000-square-foot facility, which occupies a former industrial building.

Organized by the 2011 Concrete Decor Show & Spring Training, the design session was dubbed a "charette" — an architectural tradition in which designers join together in an all-out effort to craft a plan for beautifying a site. In addition to design professionals, attendees included numerous manufacturers who are donating materials to the effort.

In a highly collegial atmosphere, the participants spent the morning learning about Rocketown's youth-oriented mission, being briefed on applicable decorative concrete technologies and assessing the site. Rocketown includes an indoor skate park, skate shop, coffee bar, music performance venue, music recording studio and dance studio/flex room, as well as spaces for offices, auto repair and bike repair classes, and transitional living for teens.

After lunchtime presentations by artisans Steven Ochs and Rick Lobdell, the designers got to the main order of business. Individually and in self-formed groups, they developed ideas for every part of the facility, considering such problems as how to lead foot traffic through the large space and how to keep the space low-maintenance. They shared their conclusions and voted on which were best.

The makeover project is a central element of the 2011 Concrete Decor Show. Selected designs will be installed during the show in Nashville, March 15-18, 2011, in a series of hands-on workshops led by top decorative concrete artists.

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