

### Program Overview

Setting the Standards for Success

**Handling Problem Situations** 

**Colored Concrete** 

Stamped Concrete

Overlays

Stains and Dyes

Polished Concrete

Sealers and Coatings

Q&A

#### 7 Steps to Success......

before you start any *Decorative* project

- 1. Understand the Products and Process
- 2. Managing Expectations
- 3. Sell for Success Perception and Value
- 4. Systems Approach
- 5. Samples / Social Media
- 6. Resource Network
- 7. Be an Expert



### Question?

What is the first thing you do when you have a problem on a job?





If a dispute arises, setting the RIGHT TONE can be the difference between getting PAID or PAYING!

"Say what you mean, you just don't have to say it mean"

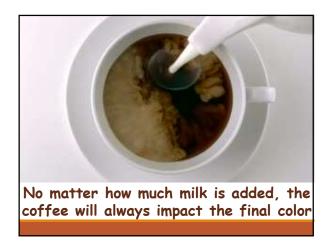
#### Customer Feedback Study

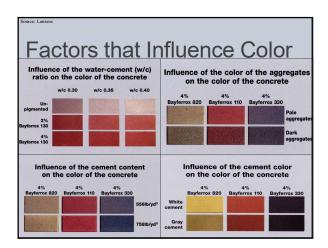
Satisfactory Work = Tell No One Superior Work = Tell One Person Poor Work = Tell Eight People

How Important is Price and Quality Work?











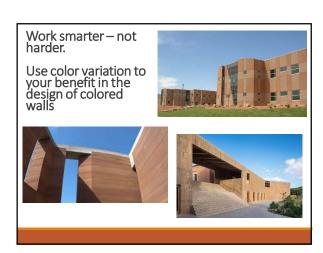
## Color Variations Gray Portland Type II Cement 6 month time period, Same type, same source; CA 1999 A. B. C. D. E. F. G. H.

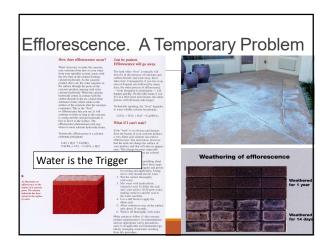




## Surface Affects – Colored Walls













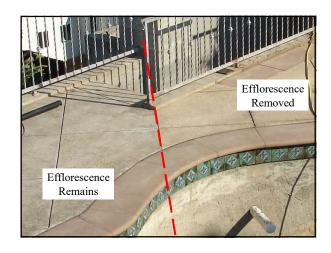
#### DID YOU KNOW?

The cycle of efflorescence will eventually end on its own. Once concrete fully cures, no free lime remains to fuel the process.

How long are you willing to wait?

#### If You Can't Wait....

- Efflorescence Cleaner or Dilute Acid or Mechanical Removal
- 2. Let it Dry
- 3. Seal It. Penetrating or Membrane



Maintenance – Sealers are not	Ī
just for show	

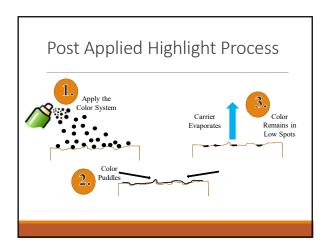




Troubleshooting
Imprinted
Concrete
THE RESULTING
Secondary Color Issues









#### Post Coloring Issues

#1 issue is Over application!



Less is More!

#### Post Coloring Issues

#2 issue is using a post coloring system to force a desired result

- Highlight systems used to change the overall color
- Using a stain post coloring system to "hide" significant surface issues



#### Post Coloring Issues

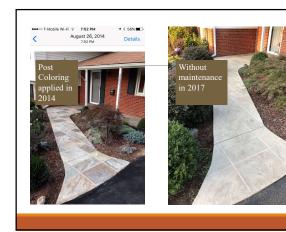
#3 issue is lack of maintenance

- All post coloring systems are adhesive vs cohesive.
- Most require a sealer to lock the color in.
- Without a sealer, the color walks off.

"All post coloring systems have one thing in common – the color lives on the surface,







#### Post Coloring Issues

#4 Poor Application

- The installer has significant control over the final color result.
- Understanding the material and experience are critical to successful application.



"Post coloring systems have become popular, and in my opinion over sold in regard to ease of use"



#### Keys to Success

- Know your chemistry stain or antique.
- Application rate- all systems are designed for light and or thin applications. Less is More!
- Penetration of the colorant Can it get into the substrate!
- Adhesion of the colorant How well will it hold? Do you need a sealer?
- Sealing and Maintenance Understand the system requirements post coloring does compare to in-process coloring in regard to long term durability.
- Expectation Management how long will it will last and maintenance requirements.

"#1 key to success is understanding the system you are using and using it within its limitations"



## Question?

## What is the most important factor in any overlay application?

- a. Material Selection
- b. Proper Tools
- c. Surface Assessment & Preparation

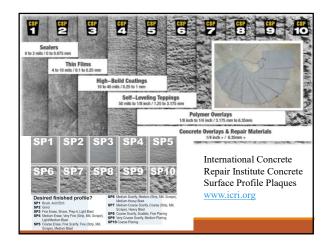


## Overlays: Only As Good As the Substrate! Substrate Assessment MUST include:

- •Sub Base Analysis
  - Visual Inspection
  - Moisture Testing
  - •pH Testing
- Strength Analysis
- •Surface Profile Analysis



Moisture Tests pH Tests







## Question?

What are the two common types of priming when applying a decorative overlay?





Lower solids



Dry Application high solids w sand

### Self Leveling Overlays

#### 1. Pin Holes

- Mixing air into the material
- Elevated temperatures above 70F causing off-gassing
- Lack of primer





## Self Leveling Overlays

#### 2. Delamination

- Poor Surface Preparation
- Application Issues



# Self Leveling Overlays 3. Crazing or MAP Cracking Overwatering Rapid Hydration due to wind Elevated temperatures • Flame test to detect air movement

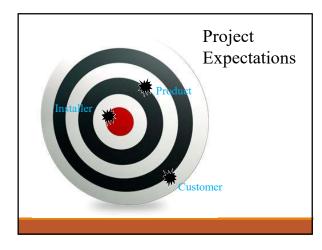
## Self Leveling Overlays

#### 4. Job Site Consistency

- Environmental Changes
- Batch to batch variations
- Delays in Mixing

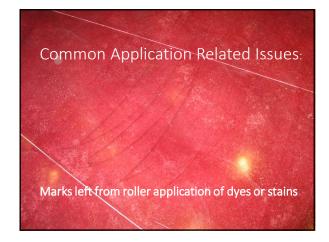


















Waste and residue

Sealer failure caused by stain residue

#### How Much to Use?

This is Where Experience and Understanding the Product and Process Comes into Play!









## Depth of grind, level of gloss, and when to switch out tooling?





These have been a source of debate and confusion.

#### Surface Exposure – Finish



CLASS	NAME	SURFACE EXPOSURE, %
А	Cement Fines	85 – 95 % Cement Fines 5 – 15 % Fine Aggregate
В	Fine Aggregate	85 – 95 % Fine Aggregate 5 – 15 % Blend of Cement Fines and Coarse Aggregate
С	Coarse Aggregate	80 – 90 % Coarse Aggregate 10 – 20 % Blend of Cement Fines and Fine Aggregate

#### Surface Exposure



contact your Concrete rousning Council (CPC) contractor or the CPC frontine at (844) 925-4078 or 69 email at epenotine adjacecontine.or
with any questions.

#### Surface Exposure



#### Distinctness-of-Image (DOI)



Using instrument readings and established written standards to get consistent results in gloss and reflectance.

#### Distinctness-of-Image (DOI)



Images of objects being reflected have a sharp and crisp appearance as would be seen in a near-mirror like reflection. May require grouting.

Highly Polished

40 - 69

## Ra Meter (Roughness Average) Using real numbers and data to determine the condition of the floor and when to switch tooling.



<u>Factor</u>	Presento	ation
Moisture	Milky	
Temperature	Blisters	
Surface Profile	Flaking	
Application	Frosted	No. 24.











#### Resources

American Concrete Institute (ACI) www.concrete.org

310R-13 Guide to Decorative Concrete 308.1-11 Specification for Curing Concrete CC5-5(16) Placing and Finishing Decorative Concrete 132R-14 Guide for Responsibility in Concrete Construction

American Society of Concrete Contractors - Decorative Concrete Council (ASCC / DCC)  $\underline{www.ascconline.org}$ 

International Concrete Repair Institute <u>www.icri.org</u>

National Ready Mixed Concrete Association <u>www.nrmca.org</u>

Portland Cement Association www.cement.org

 ${\tt Lanxess~Corporation~\underline{www.laxness.com}}$ 

So  The Next Time You Think You Have Problems	
Thank You!	
Questions?	
	- <u></u>
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CHARGE CH	<u> </u>