

DESIGNCRETE OF AMERICA, LLC.

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“THERE IS NO JOB SO IMPORTANT, WE CAN’T REMEMBER SAFETY FIRST!”

6/1/09

Dear Designcrete Dealers and Decorative Concrete Installers,

Greetings! Business has been steady so we are feeling fortunate. Most dealers are finding the going just OK You have to tend to details. Remember these times during the next boom cycle and you will be that much more profitable. Leave it to Joe Scott and Roy White- they noticed the savings on Poly and Spray Paint right away. Shipping these along with fiber can offset the freight cost on an order. This leaves all the savings to run your business.

The feed back on the 25 Reseal has been positive. Again, this is a pure acrylic which can be used for reseals. Also, if you do fresh concrete on a driveway and apply Aquapel 14 days later to make the slab salt and water repellent you would then be able to apply the pure acrylic. The slab will have cured significantly and the Aquapel “locks the top”. Thus the pure acrylic can be used because no water will hydrate through the Aquapel. Remember to charge extra for this application because the Aquapel require another step, plus the product. Adding .35/sf. is reasonable. 25 Reseal produces a “truer” color. Styrenated acrylics (25HGS) are cure and seals to be used with fresh concrete. They tend to darken the concrete to a slight degree.

With the temperature rising, 2 things to remember: Be careful with the solvent sealers. SURFACE TEMPERATURE HAS TO BE BELOW 80. I strongly recommend the Lumaseal FX in the summer heat. The folks using it are believers. Use Mini-Delay set to control set times. 1 bag /yard/hour. Order 8 yards- pour 4 yds, put in 4 bags Mini-Delay Set mix 5 minutes. Hypothetically it slows the 4 yards 1 hour, realistically about 40 minutes. You could add 2 more bags to the last 2 yards in real hot weather.

When mixing the integral color (biodegradable bags) order the concrete at a 4 slump. Truck arrives add color, add water to desired slump (5 or 6). Mix the truck 8-10 minutes. Some people take the outside bag off- be careful. If anything, cut off the seal part of the bag and lightly roll over the top packaging, then put the bag in. The advantage of the bag is it keeps you from ordering the concrete dry and washing down the fins. This heats the load up. Take advantage of the bag. The buckets are the out dated way.

I will be out of the office Tuesday July 21- Friday July 25 for the Martha’s Vineyard Shark Tournament- The Ship of Fools is in!!

Thanks,
Rob Byrnes

