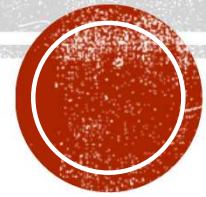


40 DECORATIVE CONCRETE TIPS IN 60 MINUTES

Brought to you by:

Todd Scharich



AGENDA

- Design
- Forming
- Safety
- Tools
- Placement
- Cleaning
- Business
- Surface Crusting
- Finishing Aids
- Step Facing
- Stamping Early
- Seamless Stamping
- Borders
- Detailing



DESIGN — CREATE WORKABLE LAYOUTS



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FORMING — CUT SOD WITH CUT OFF SAW

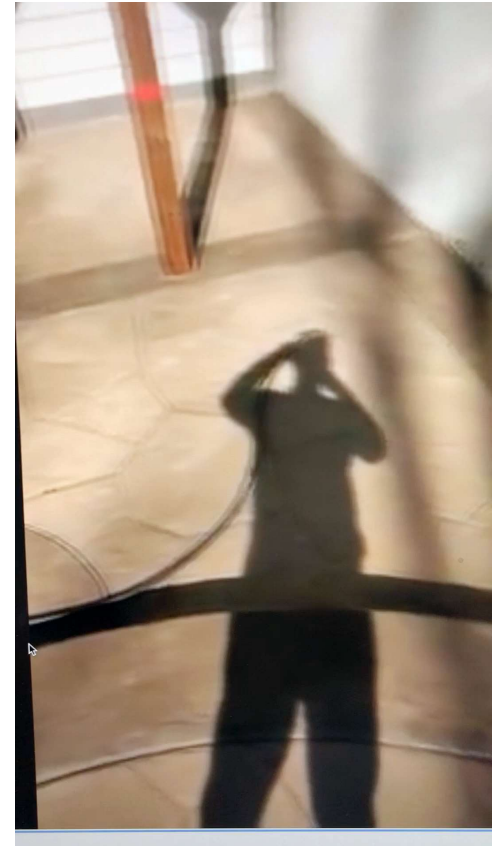


FORMING — SAW CUT TRENCH DRAIN



FORMING — SAW CUT TRENCH DRAIN

- 2-4" PVC pipe
- Placed at lower $\frac{1}{4}$ of the slab
- Screws keep it from twisting
- Sawcut slowly to reduce melting
- Stack blades if needed
- Cap for cleanout if possible



FORMING — HOLD EXPANSION UP



PLACEMENT — BARRICADE YOUR PROJECTS



SAFETY – CAUTION AROUND POWER LINES



PLACEMENT — PROTECT SURROUNDINGS

- Use soap scum to protect:
 - Neighboring concrete
 - Vinyl siding
- Protects from:
 - Concrete splash
 - Powdered release
- Mix $\frac{1}{2}$ cup to 1 gallon of water
- Spray at least once, but twice is better



STAMPING — AVOIDING CRUSTING

- Conditions that create a brittle surface are
 - Early spring day – cold base slows the set of the concrete
 - No humidity – dries out the surface
 - Warm sun – dries out the surface
 - Wind – dries out the surface



STAMPING — AVOID CRUSTING

- Use non-chloride accelerators to speed set of the full matrix
 - Can use for efficiency in warm weather with smaller projects
- Constant use of evaporation retarders
 - Solomon Day One, Increte Delay, Scofield SikaFilm, WR Meadows Evapre, Euclid Eucobar,
 - Use up until release is broadcast or sprayed
- Consider using set-retarders
 - Fritz Pak Delay Set (1 bag to 1 yard = 1 hour)



PLACEMENT — FINISHING AIDS

- Widespread use of Day1 by concrete stampers
 - Improves workability on high risk days
 - Aids in application of color hardener
 - Hardens and densifies the slab
 - Reduces water vapor transmission
- Use on regular or colored slabs
- Trowel it in or it may leave white residue



FINISHING — MOPPING THE BULL FLOAT

- Mop technique reduces dipped edges



PLACEMENT — STEP OR PORCH FACING

- Capture cream for step or porch facing
- Stick rebar under the last chute and capture the cream in a 5-gallon bucket



PLACEMENT - REDUCE HONEYCOMBING



STAIR OR PORCH FACING

- **Slurry for Step or Porch Facing**
 - Drill 50 $\frac{1}{4}$ " holes in the lower 1/3 of a 5-gallon bucket
 - Fill bucket with extra colored concrete from pour
 - Set bucket on 6-10 mil plastic or sealable bag
 - Vibrate slurry out of bucket holes
 - Fold plastic around slurry and place out of sun, or in cooler
 - Use slurry later, or next day to finish vertical face



FINISHING

- Reduce color issues with consistent finishing
 - Consistent type of tooling and number of passes



JOB SITE — CLEANING

- Clean adjacent concrete and forms by turning edger around



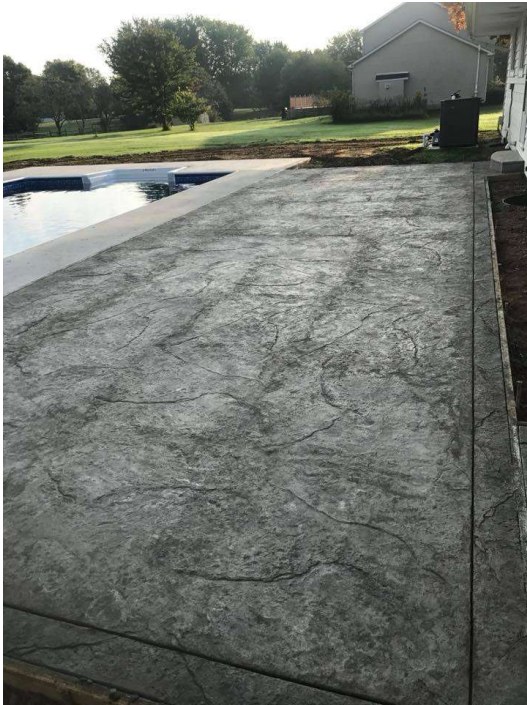
STAMPING — STAMP EARLY

- Use picks or stages to start early



SEAMLESS TEXTURE SKIN STAMPING

- Flip your mat edges to eliminate pattern lines



SEAMLESS TEXTURE SKIN STAMPING

- Distribute weight evenly to avoid heal marks



SEAMLESS TEXTURE SKIN STAMPING

- Start later than you would with traditional mats
- Avoid tamping the handles
- Consider starting in the middle to make changes in texture less noticeable
 - Obviously need sufficient quantity of mats



STAMPING — LIQUID RELEASE PUCKER MARKS

- Lift a corner of the mat to reduce tension
- Spray liquid release after lifting mat (test)
- Knock down with light swipe of steel trowel



ANTIQUING

- Use a squeegee to keep antiquing in low areas



BORDERS

- Use adjustable edger
- If broadcasting color, divide areas with:
 - Masonite
 - Glassboard
 - Lap siding
 - FRP – fiberglass reinforced plastic

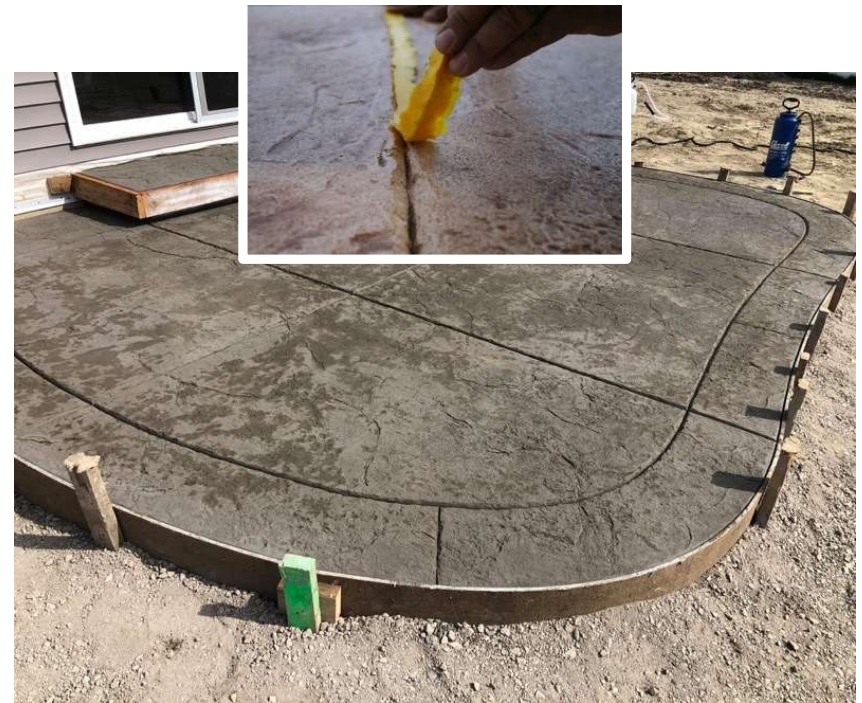


BORDERS

- While stamping the field, protect the border with:
 - Cardboard, masonite, or seamless skins



BORDERS — JOINT STRIPS



BORDER COLORING

- For easy contrasting border colors consider Brickform Cem-Coat or Proline ProStain
- Can be antiqued as well



DETAILING — COPING EDGES

- Caution tape works well to round the edges



DETAILING — GROUTING STAMPED CONCRETE

- Charge \$2 - \$5 more per sqft
 - Cut and clean the stamped surface
 - Use ¼" or less roller cover to lightly seal and allow the sealer to dry 1-2 hours
 - Mix a rough grade or sandy overlayment
 - Wet the surface and use push broom to work grout into the grout lines
 - Continue to use hose and light spray along with broom to keep cleaning grout off the surface
 - Allow to dry and then seal



BUSINESS — GENERAL KNOWLEDGE

- Put a bottle opener in your door, sometimes the caps don't twist off



CLEANING — ACID VS POWER WASHER

- **Power Washing**

- Doesn't leave residue in low areas
- Can overpower the concrete
- Can leave streaks or marks

- **Acid Washing**

- Leaves residue in low areas
- More consistent finished color
- Lightly etches the surface and promotes sealer adhesion



CLEANING - MURIATIC ACID WASHING



CLEANING — FLOOR BUFFER

- Use floor buffer on larger projects to help with consistent finished coloring



CUTTING — JOINT PROTECTORS

- Use old corrugated plastic signs
- Strengthens fragile corners during cutting
- Keeps corners from breaking and crumbling

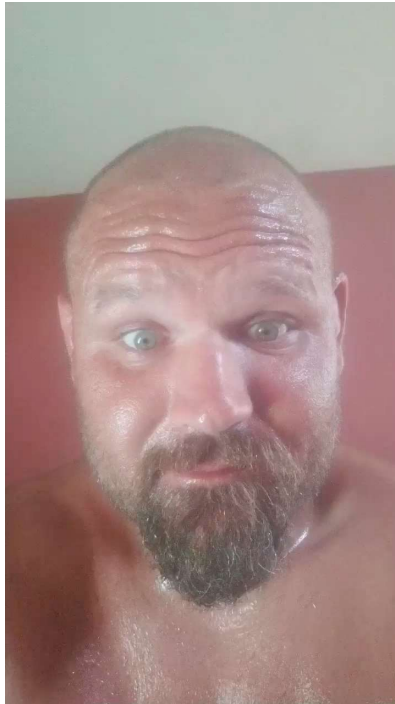


SEALING — UPSIDE DOWN BUCKET



SAFETY – HOSE MISHAPS

- Use coconut oil to remove sealer from skin



TOOLS — STAY WARM

- Nitrile gloves as 1st layer keeps hands warm and dry



TOOLS — KEEP TOOLS TIGHT

- Use caution tape or old sealer rings to keep your tools from loosening



TOOLS — RUBBER BOOTS

- Use a plastic bag to slide on rubber boots



TOOLS — BENT JOINTER FOR BROOM FINISH

- Reduce ridges by bending jointer for 2nd pass prior to brooming
- Set in curb and step on it until you create the bend
- Keep checking the spot welds to not over bend



TOOLS — STRAIGHTEN METAL STAKES

- Hit a sledgehammer with your stake



TOOLS — SPRAYER SELECTION

- In a recent survey of 7,000 members of the Flatwork Kings Facebook Group, the overwhelming favorite choice was:
- Chapin Extreme Stainless-Steel Sprayer
 - Survey found the stainless cleans far easier and is lasting significantly longer than other sprayer cans.
- Brickform Precision Tip Kit
 - The Precision Tip Kit sprays about 20 degrees wider than normal and seems to eliminate the drip associated with most tips and does not clog with anti skid additives.



BUSINESS — SOCIAL MEDIA ADVERTISING

- Facebook
 - Inexpensive and easy to promote
 - Boost your finished work
- Instagram
 - Highest engagement rates
 - Typical cost of \$0.75 - \$1.00 per click
- Pinterest
 - Similar costs as Facebook
 - High volume viewership, less engagement

Promote Your Business Locally

☐ Run this ad continuously
Your ads will run continuously for a daily budget. This option is recommended. [Learn more](#)

☒ Choose when this ad will end

Duration ⓘ

Days End date

Daily Budget ⓘ

\$5.00 ⓘ

Actual amount spent daily may vary. ⓘ

Estimated People Reached ⓘ

1,000 - 2,900 people per day of 17,000

Refine your audience or add budget to reach more of the people that matter to you.

You will spend a total of **\$25.00**. This ad will run for 5 days, ending on May 9, 2020.



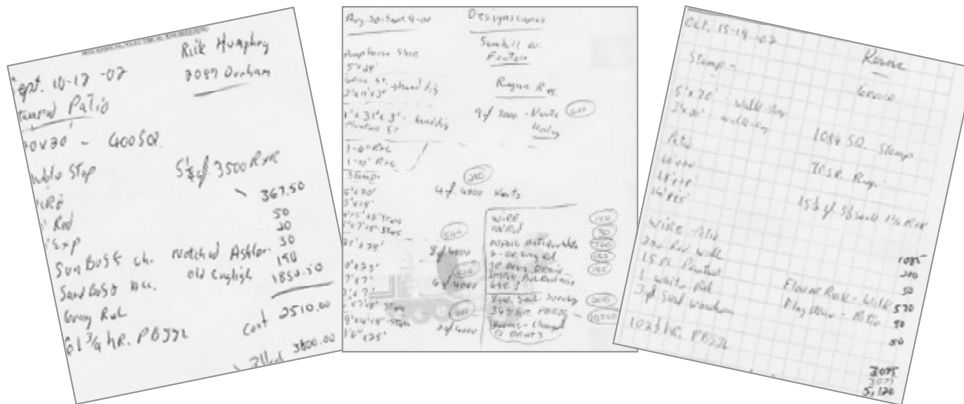
BUSINESS — LIMITATIONS AND ABILITIES

- Know your limitations, but....
- Stay on the outer edge of your comfort zone
 - Size of pour
 - Incorporating monolithic borders
 - Adding secondary coloring
 - Medallions within the pour



SALES — KNOW YOUR JOB COSTING

- It doesn't have to be computerized, but you must know the data
- Use the data to spot trends or issues
- Understand your most profitable project types



SALES — SELL UPGRADES

- Look for low cost / high return upgrades
 - Medallions
 - Secondary coloring
 - Seating walls
 - Banding or borders



BUSINESS — GENERAL KNOWLEDGE

- Don't tell your spouse how much you make



THANK YOU FOR ATTENDING



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