



FlexKrete™

Technologies

A div of Protective Products, Inc.



“You won’t believe it until you see it”

www.flexkrete.com

FLEXNEWS

OCTOBER 10, 2003

THREE YEAR ANNIVERSARY!

FlexKrete Technologies had it’s third anniversary this past May, and, while many start-ups have fallen by the wayside, our sales are continuously reaching new highs. The reason? FlexKrete works! We now have hundreds of installations that look as good today as they did when they were installed (many are 2 & 3 years old),and the folks are finding it out!

FlexKrete has performed extraordinarily in many of those very difficult repair areas, such as the repair of vertical edges of highway and bridge joints, feather-edges in high impact and traffic, forklift traffic, and even in one instance where D-9 Caterpillars are driving over 2” of FlexKrete at a maintenance shop. (It has been there for two years and still looks great).

FlexKrete broadcast systems, using colored quartz aggregate and/or other aggregates, are being used to repair and beautify concrete at store entrances, shop floors, walkways, decks, ramps, sidewalks and many more. This non-slip system can help eliminate law suits, while enhancing property value. It is quick, easy to install, and inexpensive. Return to traffic in an hour!

In addition, many industry giants now are using FlexKrete, such as, **American Airlines, Lincoln Properties, Whataburger, Vought Aircraft, Parkland Hospital, Children’s Medical Center, Brown University, Tom Thumb, Taco Bell, 7-11, North Texas Tollway Authority, Hershey’s Chocolate, Univ. Pennsylvania, Penn State, Northwest Airlines, Basin Electric, Minn. Power & Electric, and many more!**

So, the FlexKrete word is rapidly spreading across America now, we are growing our Canadian business, and have super prospects for growth in Mexico and all of Latin America. Our website is attracting attention, producing results, and those leads are being immediately forwarded to our distributors. The distributor force is expanding, and each distributor

has an enormous opportunity to build a long-term, fun and successful business, that is recession-proof, as well as non-seasonal.

NEW APPLICATION!

White FlexKrete, used for cross bars and other street markers! Clean off the old material, tape pe-



rimeters, roll it on, throw glass beads into it for reflection, let it set, then roll on a thin coat of Flex-Sealer 1000 to help keep it clean and white. It penetrates the concrete and looks great! The City of Plano was interested in testing this process, because what they have used, like most cities, is thermoplastics, a hot melt product that wears out, and delaminates from the surface. Time will tell, but we believe FlexKrete will be there for a very long time, and at a fine savings for the city.

NEW MATERIALS!

Did you ever need to make a concrete repair in a freezer, or cold room, or when the temperature is low? Now you can! FlexKrete Technologies has developed an additive (catalyst) that will allow normal cure times all the way down to 4°F. **YES, 4°!** This means that our special catalyst can be added at the job site to accelerate the cure in **cold temperatures!**

What do you do if the concrete is damp? One option is to drive the moisture away with a weed burner (torch), right? **NOW!!!!!!** Instead of priming with FlexKrete, we have also developed a primer that can be used to block the moisture to allow FlexKrete a normal cure! Both products should be ready to ship this month.

TIPS FROM GREG

- **When** using gravel to extend FlexKrete coverage, it is always recommended to use hard, angular gravel, like chat, and to include in the mix, blasting sand...**about 2-3 parts gravel with 1-2 parts sand.** This makes a more dense product and locks the gravel into place. Round river gravel is not recommended for use in vehicular traffic.

- **To** ensure that our product is mixed properly each time, we are now using a **new lid design.** It's the easy-zip-tab lid, and allows the contractor quick removal, but also, when centered back onto the pail, can be hammered on for a tight re-seal. As the label says, "MIX WELL BEFORE USING".

- **We** are getting a lot of work and attention, for our FlexKrete broadcast system. Here's why! It is durable and can be made beautiful for any environment, indoor or outside. Almost any aggregate can be used, i.e., blasting sand, colored quartz, aluminum oxide, Black Beauty, etc. It is sealed with FlexSealer 1000, for a durable, high gloss finish that protects and beautifies the job. And, the price is right! For 100 square feet, the cost is approx. \$70. for FlexKrete, \$.5. for blast sand, and \$27. for FlexSealer 1000. **That's only \$1. per square ft. for material.** It is a non-skid, decorative application that is extremely tough, and easy to do. Further, there are many instances when it is more effective, quicker, easier and more economical to do a one, two or three broadcast system, rather than troweling a large area. Depending on the aggregate, you can get as much as 3/8" thickness with a double broadcast. Colored quartz can be used to match any décor, and it will be beautiful!

- **When** estimating a FlexKrete job, it is sometimes difficult to determine the average, over-all depth so that you can figure the approximate number of gallons to be used. You can come close if you will visualize in your mind, just how many gallons of sand it would take to fill a particular area. Since we mix 3-4 parts sand with 1 part FlexKrete, divide your total by 4 or 5 and you will be amazed at how close your estimate will be. For larger jobs, divide it into smaller sections, and visualize in the same manner.

- **Preparing** the substrate properly, and good surface prep, are vital in completing successful repairs. If the customer can afford the downtime, sometimes the better decision is to cut it out and pour new concrete. If cracks are running every direction from a repair area out onto the slab, then it is obvious that a great part of the slab is moving, and may need to be re-poured. (To accept the movement, cracks can be

filled with an elastomeric (elastic) material, if not, fill with a "soupy" FlexKrete mix.

In picture 1, always retain the joint. Either insert a spacer in the joint while repairing the edge, or cut the joint back in later. It will move. That's why it



was put there.

#2, is a very common problem. Water probably got below and formed a void or soft area, and the concrete crumbled under traffic. No matter how one fixes it, the base has to be solid. We have repaired such areas with FlexKrete by first driving, or tamping, the crumbled pieces tightly down into the soil below. It has to be made strong and stable before any repair will hold. Using a sledge hammer, or gasoline tamper, it can be turned into a hard, solid rock base. Notice that there are no cracks outside the sunken area., so this is not difficult once the base is stable. Just be sure to retain



the joint.

The next picture shows a bad trip hazard, where

though someone has tried to patch it, with no success. Since it is all in one piece, and not cracked, you can repair it with FlexKrete and still allow it to move, by retaining and filling the joint.



In deciding what and how to repair, the judgment call is based on a lot of common sense. Two important factors, however, are: 1. Has Mother Nature put her own joints (cracks) through the area to be repaired? If so, this means that each side of that crack is moving in different directions from the other. 2. Can you saw-cut a crack and make a working joint out of it? By converting a crack into a working joint, stress can be relieved in other areas and many times eliminates further cracking. To convert a crack into a joint, snap a chalk line, as closely down the center of the crack as possible, then saw-cut the new joint (4a), chip out the broken edges and repair with FlexKrete. (Had this joint been originally installed, it is likely that other cracks would not have occurred). Seal the joint with PolyureaSeal 100, or other elastomeric filler that will accept that movement. Picture 4b shows the area after the FlexKrete broadcast system was completed. The same can be done when repairing various types of other areas.

If a slab needs to move, the best bonding agents known to man will not hold it together, so, after relieving the stress where possible, fill the cracks with a FlexKrete mix, or PolyureaSeal 100, and hope for



the best. FlexKrete, or any other rigid material, is not made to accept the movement found in some cracks. After all, concrete is guaranteed to do two things: It will get hard (but not as hard as FlexKrete), and it WILL crack and break and pop out and spall and deteriorate and get ugly. It is everywhere, and this is why FlexKrete, the product that really works, has become so popular!

FlexKrete is a liquid polymer, packaged in 5-gal. pails, and delivered with catalyst and measuring bottle. After adding the blast sand, one pail will produce approximately 25 gallons of mixed material. This makes the cost for a mixed gallon, a VERY INEXPENSIVE repair product, that works for the long-term!



HERO'S WELCOME!

The Wiener family, our distributor in Minnesota and North Dakota, welcomed home their son, Kyle "Casper" Wiener from Iraq recently, who is on a brief leave from his tour of duty in the armed services. It is with tremendous pride that we say, THANK YOU, KYLE, for your brave service to our country. We have never been served by a more polished, disciplined and professional group. You make us ALL very proud! God Bless you Trooper!

*"It is not the critic who counts, not the man who points out how the strong man stumbled, or where the doer of deeds could have done better. The credit belongs to the man who is actually **in the arena**; whose face is marred by the dust and sweat and blood; who strives valiantly; who errs and comes short again and again; who knows the great enthusiasms, the great devotions and spends himself in a worthy course; who at the best, knows in the end the triumph of high achievement, and who, at worst, if he fails, at least fails while daring greatly; so that his place shall never be with those cold and timid souls who know neither victory nor defeat."*
Theodore Roosevelt (Paris Sorbonne, 1910)

***AND FINALLY,
GREG'S SUPER TIP
OF THE MONTH!
(maybe the year!)***

On larger jobs, mixing in a 5-gallon pail is too slow and laborious. And, if you have a grout mixer, keeping it clean, dumping it, etc., is also time consuming. HERE'S AN INEXPENSIVE AND QUICK WAY TO GET LARGE (OR SMALL) JOBS DONE WITH A MINIMAL NUMBER OF MIXES!

**SAVE TIME & MONEY!
MIX IT IN A
MUCK BUCKET!**

**You can buy them in
(10,20,30 gallons and more.)**

Use the standard mud paddle, which can be purchased at Home Depot, etc., and some of the buckets have rope handles and are usually at Home Depot, Wal-Mart, etc.

