

**September  
2004**

**ConcreteMedic  
Monthly**



**Coming Soon:  
A New &  
Improved  
Surface Prep  
Seminar.**



**Ripper Max:  
The Best Tooling for  
Rapid Coatings  
Removal.**

The Ripper Max is the original design for rapid coatings removal in the market place. This tooling is designed to remove the coating on concrete surfaces faster and more efficiently than comparable tooling.

Once the coating is removed, concrete is left virtually untouched. Call today and learn what you and your company need to move in and out of a job faster. The Ripper Max gets the job done now!

**Extreme Concrete  
Surfaces-New VCH Elite  
Series Diamonds**

Are you tired of trying to find the right diamond to use when grinding extremely hard concrete or extremely soft concrete? Well we have the answer. After many years of creating diamond for the concrete grinding industry, we have identified the various surfaces that you have to deal with and developed diamonds to help you manage these tough surfaces. We have done the research for you to save you thousands of dollars in deciding which diamond to choose for these tough surfaces. You no longer have to choose through the process of elimination. We now can offer you the New VCH Elite Gold series 40, 80 and 150 grits for hard concrete and the New VCH Elite Silver series 40,80 and 150 grits for soft concrete.



**VCH Elite Series Diamonds**

<b>S O F T</b>	VCH 101S #15551	<b>N O R M A L</b>	VCH 101 #15216	<b>H A R D</b>	VCH 101H #15550
	VCH 102S #		VCH 102 #15223		VCH 102H #15554
	VCH 103S #15553		VCH 103 #15219		VCH 103H #15552
	VCH 104S #		VCH 104 #15220		VCH 104H #

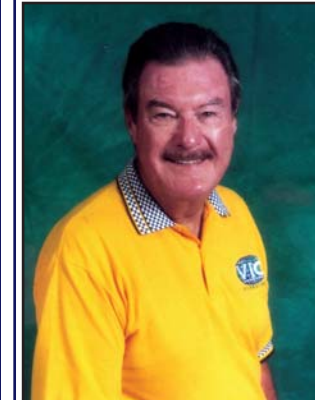
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**Surface Prep  
& More...**

**...Much More  
Than Ever  
Before**

**An Open Letter to our Valued Concrete Customers**



Over the past few weeks, I am sure you have been inundated with various pieces of mail, phone calls, etc. from people who want to tell you that they are the pros at coatings removal and concrete polishing. The fact is that VIC International has been selling products for and training companies like yourself in this art for nearly 10 years now.

Over the past 10 years we have honed our skills to the level that very few if anyone in the market today knows more. We certainly have the number one metal bond diamonds on the market as evidenced by the volume of sales that we do.

VIC International, which I started over 26 years ago, is looked at as the experts in natural stone and terrazzo grinding and polishing in the U.S. and it was easy for us to take a lot of this technology and move it to the concrete surface prep market. VIC International has earned a reputation for excellent customer service and products over our 26 years.

We introduced polished concrete at the World of Concrete some eight years ago. Ironically, the first couple of years people only wanted to talk about coatings removal, so we had to do our homework in this area. Times have changed and now for the past three or four WOC's contractors want to talk about polished concrete and very little is said about coatings removal. The industry has done a 180.

I started VIC International in May of 1978, making us over 26 years old. I started the company with virtually nothing in my pocket, just like I suspect many of you reading this did. I have worked very hard over the years, hired good people and developed relationships all over the world that have really come in handy in the past couple of months as we take a different path regarding machines, diamonds, etc.

I am proud to say that VIC International is a wholly owned, privately held U.S. corporation. We have no owners or investors outside the U.S. Our pride and commitment to serve those of you who have bought from us over the years is leading us to develop new diamonds, both metal bond and resin along with machines, chemicals, etc. We are here for you and here to stay, period.

Sincerely,

J. Vic Green  
President



# All American Company Here To Stay....Proven With Time



## ConcreteMedic® Diamond Sale



### ConcreteMedic® VCH Metal Bond Tooling

VIC International announces its first ever sale on ConcreteMedic® Diamonds for floor machines which have become an industry standard. Our diamonds are preferred by many of the leading concrete floor contractors as the diamond of choice for performance, life and value. Now, for a limited time, you can take advantage of this first ever sale.

#### VCH-CR1 Hunter #15217

The very aggressive CR1 diamond segment is designed to remove coatings 20 mils or more in thickness and also for use in stock removal applications. Due to the diamond particle size, a heavy profile will remain. Run at 4-6 on speed dial.

#### VCH-CR2 Burgundy #15218

A diamond segment designed to remove coatings from 10-20 mils in thickness. Also ideal for use after scarifying or shot blasting to level the marks and prepare the floor for further applications. Leaves a typical acid etched profile. Run at 4-6 on speed dial.

#### VCH-101 Navy #15216

Used for the removal of thin coatings, typically 10 mils or less. They leave behind a profile that is ideal for the application of new thin mil coatings. Run at 5-7 on speed dial.

#### VCH-102 Cream #15223

Used on new concrete polishing and when VCH-101 is too aggressive. Ideal for preparation for acid staining. Run at 5-7 on speed dial.

#### VCH-103 Red #15219

Excellent for dry grinding removal of the scratches left by the VCH-101 when used in polishing applications. It leaves the surface smooth with very few scratches. An important grit in the dry polishing process and reduces the need for resin bond diamonds. Run at 6-8 on speed dial.

#### VCH-104 Brown #15220

Utilized in our dry polishing process to remove scratches created by the VCH-103 leaving a uniform scratch free surface. May reduce or eliminate the need for initial resin bond diamond and thus reduce the cost per square foot for polishing. Run at 6-8 on speed dial.

#### User Benefits and Performance Features

- Manufactured to exacting VIC performance standards
- Extended life to reduce cost per square foot
- Available to fit most competitors machines on the market
- Aggressive cutting action
- 100% VIC customer satisfaction guarantee

Estimated rate of 10,000 sq. ft. diamond life on all the above VCH metal bond diamonds-Production numbers may vary according to surface conditions, diamonds used, machine operator, etc.

**Buy 1 set -  
\$79.00 per piece\***  
(Save \$90.00 per set)

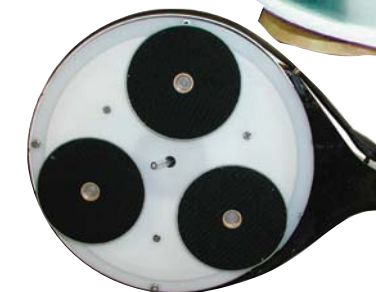
**Buy 2-5 sets -  
\$69.00 per piece\***  
(Save \$180.00 per set)

**Buy 6 or more sets -  
\$64.00 per piece\***  
(Save \$225.00 per set)

*\*Prices shown are per piece for  
a 9 piece set.*

## When Hand Polishing Concrete Edges, DS 301 Planetary Polisher Has Proven To Be The Best!

VIC customers have given the thumbs up for a tool that accomplishes the job perfectly. The DS 301 Planetary Polisher is a rugged, planetary powered tool designed to produce a flat, swirl free finish on counter tops, floors, walls and steps. The unit will grind, hone or polish concrete, terrazzo marble or granite surfaces using coated abrasives, diamond polishing systems or diamond cup wheels. Please call our order hot line and get your DS301 Today!  
Item# 23260



#### Technical Data

- Voltage: 115v 60 Hz
- 10.5 amps polisher
- Speed: 900 to 2700 rpm
- 12" platform speed 150-450 rpms that rotate 3 5" velcro heads at 750-2250 rpms
- Tool weight: 30 lbs
- Shipping/crated weight: 47 lbs
- Three 5" heads

## B-Cut Diamonds For Soft Concrete



The B-Cut diamonds have proven to be the best on the market for very soft concrete. VIC has worked hard to re-invent the matrix material to combat soft concrete. After a period of testing in the field, we found our research and developing paid off.

When your diamonds have excessive wear on soft or broom type finishes, the B-Cut is the diamond for you. Call today and try the B-Cut for yourself. Once again, VIC does the work so you don't have to.

- Designed to be used to cut and level rough concrete surfaces
- Use on broom or lightly hand troweled finishes
- Use on aggressive concrete surfaces

## Introducing The Crete Master™-The Ultimate Handheld Power Trowel!

The Crete Master™ is proving that it is more versatile in its uses than originally thought, not only does it excel in concrete counter tops it has proved to excel in micro toppings and overlays systems of many kinds, it even goes verticle....not only does The Crete Master™ reduce labor it also achieves a finish that is consistent.

Once you try The Crete Master™ you'll find that achieving the finish of the pros, is not as hard as it looks!

The replacement blades finish up to 750 sq. ft.





# All American Company Here To Stay....Proven With Time



## Surface Prep Q & A

### Call VIC For All Your Diamond Tooling Needs

Coatings removal, prep and concrete polishing has never been less expensive or easier. Years of study at the VIC International Institute has brought about a change in the concrete industry. As the first in the country to apply stone technology directly to concrete VIC has earned the leadership roll in this industry. We have continually updated and increased the quality of our diamonds according to research.

#### 1) What Should You Know About Diamonds?

Your diamond tooling should not last for a great long period simply because this means they are not working fast enough. You must get in and out of your job as quick as possible while leaving behind a quality product. Your diamond tooling should not wear out right away for this is too costly. The key, once you have quality diamonds under your machine is the correct diamonds. The correct diamonds will save you thousands of dollars and allow you to move to the next job faster.

#### 2) How Do I Know If My Diamond Tooling Is Working Properly?

They are two tall tale signs as to if your tooling is working properly. The floor machine operating is one sign and the vac system is the other.

a) Should the concrete or coatings be very hard, your machine will ride over the concrete with ease and with very little effort and your vac system will collect very little to no material.

b) Should the concrete or coatings be very soft, your machine will be hard to handle and maneuver plus the vac system will collect a large amount of material in a short period.

With proper diamond tooling your machine should operate moderately.

#### 3) How Can I Increase My Diamond Tooling Life While Grinding Wet or Dry?

**DRY:** If you are using your diamonds dry then simply keeping your machine heads balanced will increase life. Never mix sets of diamonds and always keep them in a set. Reverse diamond rotation can keep the diamonds open and last longer while working more efficiently.

**WET:** While operating in a wet environment use the same knowledge as the dry method. To greatly enhance the use of the diamonds add Diamond Life Extender from VIC International Corp. to your water tank. This alone will increase production time and extend your diamond usage.

#### 4) How Can You Teach Your Customers To Maintain Their Polished Concrete Floor?

The pH level in the cleaning chemical should always be over seven. Below seven is acidic higher is alkaline. Concrete is mostly calcium which can be acid etched so should only be maintained using an alkaline based cleaner. Water is enough in most cases but will not remove heavier stains or condition the floor. Water can also leave a polished floor dull simply by the dirt in the water.

VIC International Institute has worked hard over the years to create the best cleaner for concrete polished floors. "Cleaner & Conditioner" will extend the over all life of the floor and keep your work remaining superior. Light or soft white pad are used on autoscrubbers. VIC Web site "ConcreteMedic.com" will host a maintenance section soon!

## FLOORMATE: Diamond Concrete Grinders

Powerful diamond concrete grinders for the "Floor Coating Industry." Floormate Grinders are used in preparation, coating removal, and glue or mastic stripping. These easy to manage, light weight machines are economical and fulfill a need in floor preparation. Simple operation and design give contractors the production edge in time spent preparing. Transport, hook up & dust collection are simplified.

Inserts are easier to maintain and less costly to replace than larger wheels. Should one get damaged simply unbolt and replace just one. Weight to diamond ratio is adjustable. Remove a couple diametrically opposed segments and deliver more weight to fewer segments for faster removal.

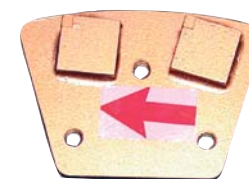
### Technical data Floormate 400 Diamond Concrete Grinder:

Motor output, 3-phase 4,0 kW  
Power supply 16 A  
Voltage US 480v 3 phase Eu 400V 50 hz  
Weight 255 lbs.  
Grinding diameter 15.7 inches  
Grinding pressure 144 lbs  
Speed 1400 rpm  
Capacity:  
Glue removal: 1075 - 2150 sq/ft/day  
Paint removal: 1075 - 2688 sq/ft/day



## Cantankerous Coatings?

VIC International ConcreteMedic® line offers various diamonds for your many coatings removal needs. Let a member of our Technical Sales & Support Team help you find the best diamond for your coatings removal needs.



### ConcreteMedic® Diamond Scraper

A dramatically new & very effective diamond for the removal of both soft & hard coatings. Excellent for use on brittle elastomeric membranes, mastics, epoxies & urethanes.



ConcreteMedic®  
VCH Speedcut 1

### VCH Speedcut 1 & 2

The VCH Speedcut 1 is designed for a high rate on removal of paints & adhesives. While the VCH Speedcut 1 leaves a fairly coarse profile, the VCH Speedcut 2 was developed for the removal of thin mil coatings while leaving a fairly smooth profile. The Speedcut 2 is ideal for lippage removal and flattening the floor for polishing.



ConcreteMedic®  
VCH Speedcut 2

### VCH Super Diamond Scraper Ring

This ring comes in 6", 8" or 10" diameters and can be in individual segments or retro-fitted to most mounting devices. Removes 125 mil + coatings...NO JOB TO TOUGH! The Super Diamond Scraper Ring is fast, effective and does not leave deep scratches in the concrete surface. If you are not using this tool to remove those stubborn coatings, you are wasting time and money. Get your Super Diamond Scraper Ring TODAY!



# All American Company Here To Stay....Proven With Time



## Here to Help You



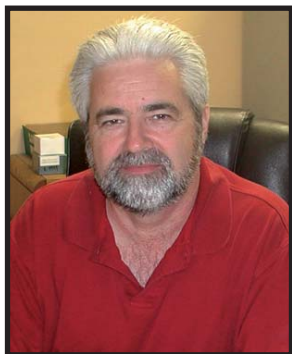
**Poinsettia Byrd**  
Technical Sales & Support



**Bill Kulibert**  
Technical Sales & Support



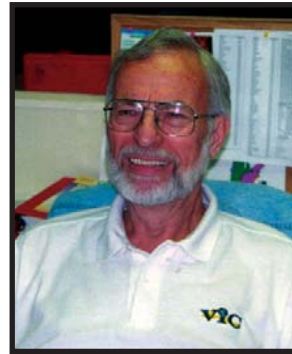
**John Milligan**  
Technical Sales & Support



**McCurdy Rogers**  
Project Manager



**Ken Davis**  
Service/Parts



**Dick Scheid**  
Technical Sales & Support



**Rod York**  
Technical Sales & Support



**Travis Farley**  
Technical Sales & Support

### Concrete Cleaner & Conditioner-The Best

ConcreteMedic® Concrete Cleaner & Conditioner is a unique combination of natural ingredients designed to form a water insoluble and dirt-repellent barrier on concrete while improving its appearance. Used in a wide variety of concrete applications. You can simply apply by mop or auto scrubber. Provides protection against water and dirt while brightens and conditions the concrete. Cleaner & Conditioner is a non-solvent non-acidic based cleaner. Brighten and condition any concrete floors with ConcreteMedic® Concrete Cleaner & Conditioner.



**Try it and see the results immediately!**

### What is Sodium Silicate ?

Sodium Silicate, or waterglass as it is also known, is a versatile, inorganic chemical made by combining various ratios of sand and soda ash (sodium carbonate) at high temperature. This process yields a variety of products with unique chemistry that are used in many industrial and consumer applications.

#### Physical Properties of Silicates

Because the physical properties of silicates vary so widely, The industry makes available many different types of products. Among them are lump and powdered glass, liquid silicates, hydrous silicates, metasilicates, and potassium silicates. The raw materials needed to produce soluble silicates are silica sand, soda ash (potash), and water.

**Alkali** is determined using pH value or total titratable alkali content. This simple acid/base titration uses a colored mixed indicator. With pH controlled endpoints, autotitrators eliminate operator error.

A Gravimetric or Volumetric silica test can be used to determine silica concentrations. Atomic absorption spectroscopy is another method for determining silica concentrations. All three techniques require experienced, highly trained operators. An automated computer program based on proprietary Geriche charts can also be used.

**Total solids** is the sum of the silica and the alkali. The industry supplies a variety of solids products at equivalent ratios to meet the diverse needs of our customers.

**Weight ratio** is the most important silicate variable. Ratio determines the product's solubility, reactivity and physical properties. Ratio is either the weight or molar proportion of silica to alkali.

**Density** is an expression of total solids and is typically determined using a hydrometer. As temperatures increase, density decreases. When solids content increases, density increases.

**pH** is a function of silicate composition and solids concentration. The pH value of silicates does not truly reflect the alkali content of solution, due to the strong buffering capability of silica. This means the pH of a silicate solution is kept constant until almost complete neutralization. The buffering capacity of silicate solutions increases with increasing ratio of silica to alkali.