

"Laissez les bons temps rouler" Let the Good Times Roll

It is hard to believe that PACE 2009 will be the fifth show where SSPC and PDCA have partnered to bring more facets of the coatings industry together. Time is a precious resource, and we live in a world where the demand on one's personal time seems to increase year after year. Look at the advance program that starts on page 63 of this issue. You will again see an outstanding technical program developed by coatings professionals willing to prepare presentations to share their expertise at PACE and the superb volunteers who took their valuable time to review the numerous abstracts and papers we received. PDCA has contributed a strong business program, making the conference a one-stop shop for coatings information needs.

The total education program will be second to none. It begins the week before with 11 SSPC pre-conference training programs consisting of: C-1, Fundamentals of Protective Coatings; C-2, Planning and Specifying Industrial Coatings Projects; C-3, Lead Paint Removal; Bridge Coatings Inspector; Protective Coatings Inspector; Marine Coatings; Thermal Spray; Airless Spray Basics; NAVSEA Basic Paint Inspector; Applicator Train-the-Trainer; and the Polyurea Development Association's Introduction to Polyurea for the Applicator and Contractor. We will also have five post-conference training sessions. They are Coating Application Specialist Certification Program; Abrasive Blasting Program; Floor Coating Basics; Lead Paint Removal Refresher; and Quality Control Supervisor. I invite you to go to our web site (www.PACE2009.com) or call us at 877-281-7772 for an explanation of any of these courses. We will also have 19 sessions, more than 70 presentations, and 7 workshops. PDCA will have more than 60 presentations that cover 4 subject areas: Executive; Products and Production; Management and Sales; and Specific Interest Areas.

Again, SSPC will have our Peer Forum meetings on Wednesday after the owners' breakfast. Owners from DOTs,



Chem & PetroChem, Water & Waste Water and Marine & Offshore, and Power will meet in sessions to discuss common problems and potential solutions to those issues. We will again have our Emerging Leaders Program (formerly Young Contractors' Education Program). An exciting event will be a tour of the New Orleans Superdome on Monday, February 16th. We will have a lively guest program with Cooking Cajun, where Creole/Cajun experts teach New Orleans specialties.

PACE conferences are known as both educational and fun. Join us for our Keynote Speaker, Michael Broome, who will give us "A Humorous Look at Personal and Professional Success (How to Be A Liver of Life and Not A Gall Bladder)." His topic calls on achieving balance in life as the ultimate barometer of success. In these hectic times, Michael teaches his audiences to focus their talents and have faith not only in our system but also in their ability to make the system work for them. Motivation, people management, family life, self-esteem, and goal-setting strategies are delivered in a humorous style.

I am sure all of you will be able to take advantage of the increased networking opportunities at the social events and hospitality suites and visit the outstanding exhibits in the hall. This is your conference, and the SSPC and PDCA staffs will make every effort to ensure you will have a great experience as well as a sense of accomplishment and fulfillment. You do not want to miss this event. Come to New Orleans. See the revitalization of this community, and learn more about coatings than you ever thought was possible.

A handwritten signature in black ink that reads "Bill".

Bill Shoup
Executive Director, SSPC

Tank Car Lined to Go the Distance with Bleach

By Lori R. Huffman, JPCL

Until recently, industrial-grade bleach—chlor-alkali—could be carried by truck and only for relatively short distances from its manufacturing site (200 to 400 miles [322 to 644 km]). Long distance transport has been a problem because of the potential for the product's purity to be compromised or for its concentration of sodium hypochlorite to be weakened, according to manufacturer Olin Chlor/Alkali. Typically, a truckload of bleach ranges from 3,500 gallons to 4,500 gallons (13,249 to 17,034 L).

In mid-2007, the manufacturer began to develop a new way to line tank cars to carry the product by rail in greater volumes and for greater distances than possible by truck. In addition, the manufacturer had to select the right lining to transport the highly corrosive industrial-grade bleach. The project was a team effort, and a fast one at that. Since November 2007, the company has operated a rubber-lined tank car that transports industrial-grade bleach in quantities of 15,000 to 20,000 gallons (56,781 to 75,708 L) by rail across the country, the manufacturer's representative reports.

Why Distance Mattered

Industrial-grade bleach is used throughout the country in critical applications such as water and wastewater treatment. The manufacturer has several production sites for industrial-grade bleach. Like other chlor-alkali makers, the company was limited to supplying its product to "circles of distribution" around its facilities. In July 2007, spurred by service inquiries from potential customers outside these areas, two of the company's employees began brainstorming to devise a proprietary

lining procedure for tank cars to contain and transport industrial-grade bleach without affecting its quality. Between September and October 2007, the manufacturer supervised a rail car lining contractor in using the company's new procedure to apply a rubber lining system to a refurbished tank car.



Choosing the Lining Material

The manufacturer considered a variety of lining materials in addition to the rubber lining system, including a plastic drop-in liner with laminated polytetrafluoroethylene (PTFE), and a sprayed plastic/PTFE mixture. Several factors figured in the company's lining selection process. In the first place, the company's options were limited by requirements for railcar linings set by the U.S. Department of Transportation and the Federal Railroad Administration, says the company.

In addition, certain practical concerns affected the selection of a lining system. "A railcar tends to flex as it moves," says the chlor-alkali manufacturer. Therefore, a material that would also flex and bend was a necessity. The drop-in plastic liner, although providing excellent corrosion resistance, required a support system to prevent collapsing. The sprayed plastic/PTFE lining mater-

ial has a different coefficient of expansion than steel, which could cause disbondment from the substrate during the swings in temperature to which the tank car is subjected during transit.

The lining also had to resist the highly corrosive cargo, which typically contains 13 to 18% sodium hypochlorite by weight. At the same time, the lining could not contribute to the decomposition of the bleach by leaching chemicals into the cargo. "We don't want to wind up with salt water at the end [of hauling]," says a representative from the manufacturer. Even discounting the potential for contamination, industrial-strength bleach has a limited shelf life, which is attributed in part to the amount of salt in the product. Trace metals in the composition can also cause bleach to decompose, he adds.

Based on its testing and its experience with rubber linings, the company chose a rubber lining system for its pilot project. The rubber lining system has a similar coefficient of expansion as steel. In addition, the rubber forms a protective barrier when exposed to oxidizing media, thus preventing further oxidation of the lining, says the chlor-alkali manufacturer's representative.

The company shared its selection criteria with the chosen lining maker, which provided the adhesive and rubber lining system. In addition to lining selection, the chlor-alkali maker's representative emphasizes the importance of the overall lining process to the success of the tank car project. The skill with which the rubber lining is applied is critical. "We have the kind of guys with working knowledge to apply rubber and solve possible problems," he says. Without the combination of a suitable product and

Continued

Innovative Practice

skilled application, a rubber lining would fail in this service, he adds.

Readying the Tank Car

The carbon steel tank car chosen for the pilot lining project had been in service for a number of years; therefore, the first step in preparing the tank for lining was to decontaminate the steel. To ensure that the metal harbored no caus-tics, the contractor washed the interior of the tank car, passivated the metal with dilute acid, and checked the pH of the steel, says the chlor-alkali maker. The contractor then abrasive blasted the steel with a 20/40 operating mix of coal slag to achieve an SSPC-SP 5, White Metal Blast, and a two- to four-mil (50- to 100-micron) profile.

Applying the Lining

To anchor the lining system, the contractor applied an adhesive in multiple

coats to the carbon steel. According to the chlor-alkali manufacturer, rubber lining applications require three to four coats of adhesive to be applied by brush, roller, or spray to a total film thickness range of three to six mils (75 to 150 microns), depending on the lining manufacturer's recommendations. In this particular case, the contractor used lambs' wool rollers to apply the adhesive. The contractor ran a dehumidification unit inside the tank car to facilitate the drying of the adhesive.

Using a proprietary layout pattern that the chlor-alkali manufacturer had developed in-house, the contractor installed the lining in the tank car. The pattern, says the manufacturer, reduces the number of potential failure points and enables the lining to better withstand the severe oxidizing media to which it is exposed.

The application was completed by

steam curing the rubber lining. The length of this process depends largely on the temperature outside the tank and the amount of condensate generated during the steam cure, adds the chlor-alkali manufacturer.

Performance to Date

The end result was a tank car "that can deliver [industrial-grade bleach] at low decomposition rates to a variety of customers with cost efficiency," says the chlor-alkali manufacturer's representative.

The rubber-lined tank car has been in service since November 2007, hauling industrial-grade bleach thousands of miles to the company's customers. The tank car has traveled with cargo for as many as 21 days at a time, subjected to extremes of high and low temperatures. The company monitors the temperature of the bleach solution and the ambient temperature. Since the newly lined tank car went into service, the concentration and purity of the industrial-grade bleach have not been compromised, he adds.

According to Olin Chlor/Alkali, the tank car's lining looks new after one year of service and the successful delivery of numerous loads of industrial-grade bleach. The company performs visual inspection and conductivity testing of the rubber lining to ensure its integrity after every trip. The company is planning to line additional tank cars in the near future. "We view [the rubber lining process] as an unlimited application," says company's representative. "Within [our company], it's very much a paradigm shift. Conventional wisdom says that you can't haul bleach this far. We can deliver high quality bleach with low decomposition at a reasonable cost."

Blair Rubber (Seville, OH) manufactures the adhesive and rubber lining used in the tank car. Frit Car, Inc. (Brewton, AL) applied the rubber lining system.

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No Shortage of Energy for Protecting New LNG Terminals

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By Lori R. Huffman, JPCL

ith predicted annual growth of between 10 and 15% in the next decade, the natural gas industry has begun to build new liquefied natural gas (LNG) terminals in the United States to meet future demand. Two recently constructed large terminals on Quintana Island, TX—near Freeport, TX—and on the Sabine Pass River in Cameron Parish, LA, are now in operation, thanks in part to the successful application of fireproofing and protective coatings to structural steel, piping, and aboveground storage tanks.

Natural gas is transported in insulated storage tanks on ships in its liquefied state, which allows safe and economical shipping over long distances.

Using a refrigeration process that cools natural gas to -260 F (-162 C), the temperature at which natural gas changes to liquid, liquefaction dramatically reduces the volume of natural gas (to $\frac{1}{600}$ th of its original volume). LNG is pumped from shipping vessels to refrigerated, insulated tanks at LNG terminals. From the tanks, the LNG is pumped into vaporizers, in which the liquid is warmed and converted back into a gas.

Shop and Field Operations Used for Freeport Terminal

In a first-time application in the U.S., a duplex system provides both cryogenic and fireproofing protection to the Freeport LNG Terminal's vaporizer structure. The fireproofing and coating



*Opposite page: Freeport LNG Terminal
Courtesy of International Paint*

*(Left): One of three Subine Pass LNG tanks coated
Courtesy of Matrix Service Co.*



*Piping at Freeport LNG terminal
Courtesy of International Paint*

portion of the new construction project began in July 2006, says Randy Huddleston, one of the two contractors responsible for surface preparation and coating operations.

Approximately 120,000 sq ft (11,148 sq m) of structural steel was covered with the duplex system, and an additional one-quarter mile of piping was coated internally with an epoxy novolac and externally with a zinc-epoxy-urethane system. The two contractors prepared the steel surfaces and applied the coatings in both the shop and the field.

Duplex System Provides Twofold Protection

The duplex system was chosen to provide twofold protection for the steel. The cryogenic protection layer shields the steel from the extremely cold temperature of the liquid natural gas, which is stored at -265 F (-165 C). Because LNG is so cold, a spill would actually change the molecular structure of the steel, making it weaker and causing cracks, says Dave Dibble, who works for the manufacturer of the duplex system. The cryogenic protec-

tion is a 100% solids syntactic foam material, the manufacturer says. A 100% solids epoxy intumescent fireproofing is applied over the foam.

Duplex System Application

According to Huddleston, the fireproofing operations took place largely at a shop facility. In July 2006, the contractor began surface preparation and the application of the cryogenic protection and fireproofing to the structural steel. The steel fabricator delivered the galvanized structural steel to the shop coating facility, where it was masked and brush-off blasted using coal slag abrasive media to provide a profile for the subsequently applied epoxy primer. The primer was applied at a dry film thickness of two to three mils (50 to 75 microns). The contractor applied the cryogenic protection over the primer using plural-component spray equipment. After a 24-hour period, the shop contractor applied the epoxy intumescent fireproofing in three coats by plural-component spray. The intumescent fireproofing had a total thickness of 18 mm.

After the steel was erected on the job site, the field contractor prepared the surfaces of bolted connections and applied the duplex system, says Huddleston. Workers applied the cryogenic protection with plural-component spray equipment. For large areas, the

fireproofing was sprayed in a manner similar to the shop application, he says. The fireproofing was applied by trowel and rolled smooth on smaller areas.

Huddleston notes that 38 steel beams of the vaporizer unit were sent to the jobsite and erected before they were fireproofed. The field contractor prepared the beams on site by bristle blasting and then applied the primer, cryogenic protection, and fireproofing.

profile. Featuring bristle brushes that turn at a high number of revolutions per minute, this new equipment is hand-held and can reach into small spaces, says Huddleston. Two coats of epoxy novolac were applied to the pipe interiors to a dry film thickness of six to eight mils (150 to 200 microns) each. The contractors applied three mils (75 microns) of the zinc, four to six mils (100 to 150 microns) of the epoxy, and

field painting crew used bristle blasting equipment to prepare the pipe. The field application of the zinc-epoxy-urethane coating system mirrored the shop application procedures, says Huddleston.

The shop operations lasted approximately seven months. According to Doug Lee, president of the shop, approximately 25 workers were responsible for this portion of the job. The shop preparation and coating operations stayed ahead of the steel fabricator's deliveries, he says. The field contractor worked for two years on the jobsite to complete field coating operations, says Huddleston. The field crew totaled approximately 25; however, during peak work periods, the number grew to 40 workers, he says. The fireproofing system was completed in mid-February 2008, says Huddleston. The first LNG tanker unloaded at the Freeport LNG Terminal in April 2008.

According to Huddleston, the general contractor provided inspection of coatings and fireproofing. Huddleston's company performed quality control measures in the field, preparing a 26-inch-thick job completion book for the general contractor. The manufacturer of the duplex system also provided a full-time technical representative to oversee shop application.

International Paint (Houston, TX) manufactures the duplex cryogenic protection/fireproofing system. Carboline (St. Louis, MO) supplied the zinc-epoxy-urethane coating system and the epoxy novolac for the piping. MPCA, Inc. (Santa Fe, TX) performed the surface preparation, fireproofing, and coating of the steel in the field. Apache Industrial Painting (Houston, TX), a subsidiary of MPCA, performed the shop preparation, fireproofing, and coating of the steel. Zachary Industrial Corp. (San Antonio, TX) constructed the terminal. Technip (Houston, TX) performed front-end engineering and design.



*Freeport LNG Terminal
Courtesy of Zachary Industrial Corp.*

Coatings Protect Piping

In addition to applying the fireproofing system, the contractors also prepared and coated underground and above-ground piping that runs from the docking area to the terminal.

Approximately one-quarter mile of large-diameter piping was coated internally with an epoxy novolac at the contractors' shops. This coating was chosen to protect the piping from abrasion, as well as to ensure product purity. The contractors prepared the steel pipe to an SSPC-SP 11 finish using power bristle brushes, which imparted a one- to two-mil (25- to 50-micron)

two to three mils (50 to 75 microns) of the urethane to the pipe exterior.

In addition to the shop preparation and internal and external coating of the majority of the piping, pipes used to construct an underground water glycol line had to be prepared and coated in the field, says Mark Hunter, construction project manager for the construction contractor. Originally applied by another coating contractor, the coating system on this piping was found by the construction firm to be deficient and had to be corrected in the field, he says. The underground piping was assembled and welded in the field, after which the

Three Tanks Coated at Sabine Pass LNG Terminal

MPCA also coated the exteriors of three LNG tanks at Cheniere Energy's Sabine Pass LNG Terminal. The tanks were painted as part of the first of two phases of construction. The second phase, which will add two more tanks to the terminal, is now underway, says

9% nickel material.

Cheniere's objectives were to provide a protective system that would offer long-term service life, low maintenance requirements, and resistance to the severe exposure environment of the terminal, which is located one mile (1.6 km) inland from the Gulf Coast. "Recoating these tanks is a big deal, due

contractor work seven days per week in 12-hour shifts. Finally, coordination among the various trades working on and around the tanks (including pipefitters, electricians, and welders) was critical to the success of the project.

Cheniere chose a three-coat epoxy polyurethane coating system, based on recommendations from its general contractor and coating contractor, says Hendricks. The coating contractor abrasive blasted the carbon steel plates of the tanks to an SSPC-SP 5, White Metal, using coal slag abrasive to remove the existing construction primer and provide a profile of 2 mils (50 microns) to the steel, says Hendricks. Following surface preparation, the contractor applied an epoxy primer and an epoxy intermediate using rollers to avoid overspray. Applied in multiple coats, the epoxy was built to a 6-mil (150-micron) dry film thickness. Workers applied a top-coat of polyurethane by roller to a dry film thickness of two to three mils (50 to 75 microns), says Huddleston.

According to Hendricks, the owner employed full-time on-site coating inspection services. The coating contractor completed the three tanks in April 2008 and was responsible for painting the company's logo on the third tank, says Hendricks. The first tank went into service in May 2008. Although Hurricane Ike swept through the area in September 2008, the coatings on the three tanks were unaffected, says Hendricks.

Hempel (USA) Inc. manufactures the epoxy-urethane coating system used on the tanks and the urethane coating used on the logo. The painting contractor was MPCA. Matrix Service Co. (Bellingham, WA) was the general contractor. Mitsubishi Heavy Industries (Houston, TX) was responsible for the detailed design of the LNG tanks. Bechtel (San Francisco, CA) was responsible for the general design of the plant.



*Sabine Pass Terminal
Courtesy of Matrix Service Co.*

Keith Hendricks of Cheniere Energy. Once complete, the facility will be the world's largest LNG importation terminal, he says.

Each holding 160,000 cubic meters of liquid natural gas, the three tanks are approximately 265 ft (81 m) in diameter and 173 ft (53 m) in height. Like the tanks at Freeport, the Sabine Pass tanks store liquid natural gas at -265 F (-165 C), which requires a double-layer construction. The outer shell is made of carbon steel, with approximately 200,000 sq ft (18,581 sq m) of surface area requiring preparation and coating. Expanded perlite insulation is placed between the outer layer and the inner shell, which is constructed of a

to the product stored," says Hendricks. "We are looking for a 15- to 20-year service life. Unless there are major problems, the tanks never come out of service." He notes that to take a tank out of service, the tank must be warmed to ambient temperatures, which can take six months. Because of the product stored, abrasive blasting within the tank farm is avoided.

Several aspects of the project made coating work challenging, says Hendricks. First, the time frame for the overall construction project was tight because the facility had committed to receiving its first shipment of LNG in late spring 2008. Second, the sheer enormity of the tanks required that the



Surveillance Techniques to Administer Contracts for Procedural Conformity

**By Joe Brandon, and
Michael Damiano, SSPC**

This article is a follow-on to the March 2008 *JPCL* article, "Contracting Issues: Are Owners Getting What They Ask For," which proposed a viable quality assurance (QA) alternative to owner inspection for technical conformity. The proposed alternative is administering for procedural conformity using surveillance techniques.

Administering for procedural conformity relies heavily on the contractor's quality management system (QMS) to plan for production of conforming work, and to inspect and document that conforming work. Skeptics often refer to this method as the fox watching the henhouse, believing that the only effective way to motivate a contractor to perform to requirements is to hire full-time, certified inspectors to perform quality assurance (the cop on the beat approach). This article will show how effectively administering for procedural conformity can, contrary to popular opinion, motivate the fox to protect the henhouse by putting the fox's domain in jeopardy if anything happens to the hens. In addition to showing how this methodology can achieve satisfactory results, the arti-

Editor's Note: For flow charts illustrating processes described in this article, go to the online edition of the December 2008 JPCL at www.paintsquare.com.

The authors show that by administering contracts for procedural conformity, owners improve the atmosphere for partnership with contractors.

ry results. On the other hand, poorly designed or implemented processes yield unpredictable results, much of which will be unsatisfactory. The relationship between processes and results applies to all processes, including work processes (e.g., blasting; painting) and administrative processes (e.g., the contractor's Quality Control). When the owner focuses on monitoring the contractor's processes and addressing problems at the earliest opportunity through Corrective Action (CA), the owner can have a higher degree of confidence in the results.

To administer a contract for procedural conformity, the owner must require the contractor to set up a QMS

cle will show how to set up projects to administer for procedural conformity.

This article is addressed to owners who attempt to use inspection techniques to ensure conformity because they believe it is the only effective way to perform QA, but they fail to use qualified inspection personnel in the process. While we believe in the viability of the alternative QA method described in this article, we in no way intend to dissuade owners that use qualified owner inspection to perform QA from continuing to use that process when it has worked well for the owner and the owner can afford the additional cost.

How to Administer for Procedural Conformity

Contracting processes can be improved by administering for procedural conformity. It is well known that properly designed and executed processes yield predictable, satisfacto-

ry with internal controls that allow the owner to continuously monitor, inspect, and document the work processes used on the project. The primary contractor outputs required are schedules, work plans, inspection and test plans, documentation of work, and inspection reports (IRs). (See sidebar, p. 25, on set up.) The documents provide the primary objective (documented) evidence of conformity to contract requirements that are a condition of payment for the work and that allow the owner to do effective procedural QA surveillance.

Secondary outputs are summaries (logs) of various elements, such as work completed, conforming work, nonconforming work, rework requirements, and corrective action. The logs are intended to provide a continuous, non-technical readout of conformity to the work processes and to contract requirements.

Authors' Note: This article is the fourth in a series written for the facility owner to show how the use of quality concepts can be successfully and cost effectively applied when administering industrial/marine coating contracts. This article focuses on details for implementing surveillance techniques to perform QA on coating contractor operations, as described generally in the March 2008 JPCL article "Contracting Issues: Are Owners Getting What They Ask For."

The series describes one approach to effective contract administration and is intended primarily for facility owners who use competitive bidding for selecting protective coating contractors. The concepts presented are applicable to all other methods of selecting contractors and to all types of contracting. If you decide to use any of the concepts provided here, please do so in consultation with legal counsel.

The series does not constitute a complete manual on contract administration. There are numerous other areas that a successful administrator needs to be aware of when overseeing a contract. These areas include but are not limited to the following.

- Health, safety and environmental compliance
- Payroll
- Equal employment opportunity
- Insurance, bonds, and various procedural matters

The series is intended to focus strictly on administering the technical portions of the specification to stay within the bounds of contract law. It is not intended to be a treatise on contract law, but instead to be a guide to owners on how to administer contracts in order to obtain quality work while avoiding legal confrontation in the process.

Contract administration is a key variable that may mean the difference between success and failure of any specific contract, and this series of articles is designed to provide a wide range of tools for the facility owner to use to ensure consistent and satisfactory coating contract results. The first three articles in the series appeared in the January 2007, August 2007, and March 2008 JPCLs.

The primary outputs are technical—documenting the various work processes and results using industry-specific terminology. The secondary outputs are equally usable by technical and non-technical personnel, as this documentation provides only the status of the contractor's conformity to contract requirements. This documentation will either provide reliable indicators of the conformity of the work or will be nonfactual (falsified), all of which will be traceable to the companies and individuals involved. This QA method relies heavily on the fear of falsifying documentation—fear felt by companies and persons representing company and individual interests.

Indicators are not absolute. But when the paperwork trail is required to be focused and continuous, it is more likely to reveal anomalies than when it is not continuous. When work is continuously tracked through a variety of indicators, the opportunities for fraud are greatly reduced, if not eliminated.

Motivating the Contractor

It is the authors' experience that the biggest problem with contractor documentation is not with falsified documentation, but with neglected or no

documentation. In many cases, the documentation that was neglected would have been very damaging to the contractor, but because no one was minding the store, there was little motivation for the contractor to focus on the documentation. While neglected documentation is essentially a failure of the QMS to identify nonconformities, it is especially common where contract surveillance personnel are not expert in the work being accomplished. Without the appropriate owner QA tools, contractors often succeed in transferring the responsibility for evaluating the documented work and determining conformity to contract requirements from its QMS to the contract administrator (i.e., the owner).

Then how does this method of QA motivate the contractor to perform satisfactorily?

When the procedural requirements are set up properly, and the QA (primarily the owner QA but also contractor QA) focuses on keeping the contractor's QMS producing the appropriate documentation, all parties involved in production of that documentation will be motivated to perform satisfactorily because of the fear of the consequences of falsifying the paperwork. By establishing appropriate documen-

tation requirements and focusing QA efforts on getting the proper documentation, the owner can have a high level of confidence in the product, even if only non-technical personnel review the documentation. Further, this documentation will be available for use in determining responsibility for defects in the product, particularly those that manifest after the warranty service period. The requirement for documentation and certification of conformity as a prerequisite for payment also provides extremely powerful motivation for the contractor and its employees to act responsibly.

Why Require a QMS?

We have defined a Quality Management System as a system of general or specific policies and procedures intended to control and improve the processes required to fulfill contract requirements. Owners should specify that contractors use QMSs to conform to contract requirements and to continually improve all areas of weakness.

QMS Output and Contractor Performance

The QMS records can provide many indicators of contractor performance.

- If the QMS is effective, the work will be complete and conforming.
- If the QMS is ineffective, the records will reflect the ineffectiveness, and action should be taken to get the QMS working properly.
- If the product is unsatisfactory, the records will reflect it.

Thus, when the QMS is operating properly, we can expect the following.

- Nonconformities will be few and far between.
- Corrective Action Requests (CARs) will be investigated quickly and the root causes eliminated. Over time, the number and severity of CARs will decrease or remain at a low level.

continued on p. 22

Definitions

- **Contract Surveillance**—the process of monitoring and overseeing a contract using techniques ranging from non-technical review to technical auditing of contract records
- **Corrective Action**—action to eliminate the cause of a detected nonconformity
- **Preventive Action (PA)**—action to eliminate the cause of a potential nonconformity. Note: In the International quality community for which ISO 9000 is used, preventive action and corrective action are inextricably tied together. In coating contracting, it is recommended that PA be implemented after corrective action (CA) has been implemented and is effective. This article identifies the point in the monitoring process at which PA should be implemented.
- **Log**—a record of dated performance, events, or day-to-day activities
- **Contract Change Order Log**—a record of contract change orders
- **Submittal Log**—record of contract submittals and current status (i.e., project-specific safety plan, project-specific work plan, etc.)

- Rework Items will be addressed quickly and properly, and they will be removed from the Rework Log.
- Preventive Action Requests (PARs) will be an important part of the continual improvement process.
- The QMS documentation will provide an accurate picture of the conformity of the work to contract requirements.

When an owner specifies a QMS, its contract administrators can have numerous expectations that are not always obvious. A detailed discussion on developing contract expectations was provided in the August 2007 *JPCL*. One of the more important expectations is that the contractor will plan and prepare to produce only conforming work. Owners therefore should also expect the contractor to advise the contract administrator of errors and omissions in the project specifications, problems with site conditions, and potential production problems before they can have an impact on production. This notification is necessary for all contract administration in which the contract administrator is not an expert in the work being accomplished. Advance notification allows for involvement of the owner's engi-

neer or designer to resolve technical issues early on.

How to Perform Surveillance

When the work begins, the next step in the QA plan is to monitor the performance of the QMS. It is imperative that the contract administration team have a set of appropriate expectations for the contracting process, for the contractor, and particularly for the contractor's QMS. In the August 2007 *JPCL*, we discussed the process of developing contract expectations.

Once there is a clear set of expectations for a project, planning the surveillance program can begin. First, we want to look at the following items.

- Adherence to schedules
- Inspection and test reports
- Production reports
- Submittal log
- Rework log
- CA log
- PA log

The following are indicators of problems with procedures.

- Nonconforming work procedures
- Nonconforming work
- Failure to conform to schedule

Indicators of problems with inspection include the following.

- Missing data
- Incomplete or inconsistent data
- Poor presentation of data
- No signature/date on report
- Reports not sequential
- Poor or no instrument calibration verification data

These indicators signal gross problems requiring immediate action.

- Excessive nonconformities/rework
- Recurring rework
- Excessive CARs
- Excessive open CARs
- Recurring root causes
- Few or no PARs

Inspection Reports and Surveillance Techniques

There are several requirements that must be part of setting up inspection reports to facilitate surveillance techniques.

- Require the contractor to prepare inspection forms that will provide evidence of conformity to all contract requirements.
- Require that the forms provide for designation of "Conform," "Nonconform," or "Not Applicable" for all entered data.
- Require all nonconforming items to

Sidebar on p.25, article continued on page 26

Problems with Inspection Techniques that Use Nonqualified Inspectors

There is a common thought among facility owners that contracts can be administered using inspection techniques without using qualified personnel. Because this inspection practice is followed every day, in every corner of the world, there is the continued misconception that this technique is both efficient and "state of the art." The simple fact is that it is neither, and its continued practice will do nothing but waste money, produce poor results, and discourage contractors from planning and preparing to produce conforming work. Using nonqualified personnel may be one of the most dangerous contracting practices, as it can introduce numerous problems into the contracting process, including rejection of conforming work, acceptance of nonconforming work, acceptance of proposed changes that are detrimental to the owner (i.e., not technically justifiable), and poor detection of defects.

If you, as the owner, are going to use inspection techniques as part of your Quality Assurance (QA) plan, use qualified personnel for the contract administration, including inspection personnel and designer (engineering) support. If you are not going to use qualified technical personnel, stay away from inspection and deploy a technique that does not require qualified inspection personnel. This article describes one such alternative.

The risks associated with nonqualified inspectors have a greater impact on federal agencies, where acceptance of work is final except for latent defects, fraud, and gross mistakes amounting to fraud. Owners should, therefore, either use qualified inspectors (e.g., NACE- or SSPC-certified coatings inspectors) or find an alternative method of performing QA that does not require qualified personnel.

Successfully Setting Up Surveillance Techniques

To use contract surveillance effectively, the owner needs to establish some requirements to “set up” the conditions for the contract surveillance system. First, as a condition of payment, the contractor must produce objective (documented) evidence of conformity to contract requirements. Second, the owner must design the trail of documentation so that all work is inspected, all inspection is documented, and all nonconformities in the work or work processes are documented by the QMS. Thus, any failure of the contractor to document defects will be cause for prosecution for falsifying documentation.

To ensure the benefits of this approach are realized, the owner should ensure that its contract documents and contract administration plan include appropriate requirements for the items below.

Specification Requirements

- **Payment:** Establish procedures for tying payment to objective evidence of conforming work, including certification of invoices by the owner, or an office of the contracting company, and the contractor's QC manager.
- **QC System:** Establish contractor qualifications and requirements of the QC System to address the owner's special requirements, i.e., CA, PA, etc.
- **Contract Errors:** Establish procedures for identifying errors, omissions, and other contract discrepancies early in contract, e.g., within 30 days after award.
- **Submittals:** Establish requirements for contractor preparation, approval, and submission of all required submittals, and for maintaining all logs on daily basis.

Items to Address before Work Begins

- The contractor is to develop a viable system of positively identifying each area of work.
- Each contract requirement is included in the appropriate inspection reports.
- The full scope of the project is covered in appropriate inspection reports.

Items to Address as Work Progresses

- Contractor's reports, including summaries, are complete.
- All nonconformities are identified and transferred to appropriate tracking documentation, and ultimately corrected.
- Corrective Action is performed on all nonconformities, and root causes are eliminated in a timely fashion.
- Preventive Action (PA) is initiated wherever an opportunity for process improvement is suspected or indicated.
- Invoices are based on both a certified conforming product and objective evidence of conforming product.

General Rules for Avoiding Known Problems

- Do not allow contract changes through the Request for Information (RFI) process.
- Do not make contract changes without capturing all contractor claims of performance of the change (technical justification). This is important for determining responsibility downstream.

Design the documentation requirements to produce the appropriate submittals, logs of those submittals, and logs of activities and problem areas. The contractor's QMS should approve submittals, with a copy to the owner. The owner should retain the right to review and reject all submittals based on the criteria in the specification.

The list of submittals should be limited to those that are important to the project and those that will be used during the project. The safety plan, work plan, and inspection and test plan are continuous working documents. The owner must determine which submittals, if any, are required to be accepted by the owner. On occasion, an owner may want to review the Health and Safety Plan or any engineering drawings or calculations for purposes of limiting liability, but in a general sense, the owner should rely on the contractor's QMS to approve submittals.

Commonly Required Submittals

Codes for submittal actions:

Pre: Pre-mobilization and as required

Daily: Daily submittals

AR: As-required submittals (minimum weekly)

- Project-specific Quality Plan (contacts, responsible personnel) (Pre)
- Project-specific Health and Safety Plan (Pre)
- Project-specific Work Plan (or PCPs, etc.) (Pre)
- Inspection and Test Plan (ITP) (Pre)
- Product information (Pre)
- Engineering drawings of scaffolding, temporary support platforms, etc. (Pre)
- RFI Log (AR)
- Contract Change Order Log (AR)
- Submittal Log (AR)
- Production Reports (including safety reports) (Daily)
- Inspection and Test Reports (Daily)
- Corrective Action Requests (CAR) (AR)
- ITP Log (AR)
- Rework Log (AR)
- CA Log (AR)
- PA Log (AR)
- Other QA reports that would provide meaningful data

Rework Log

RW Serial #	Date	Description	Action taken	Date completed
<i>RW001</i>	<i>1/01/00</i>	<i>Max application temp exceeded 102 [100]</i>		
<i>RW002</i>	<i>1/01/00</i>	<i>Process Problem—excessive dart in air prior to application [Criteria from ITP]</i>		

Fig. 1: Rework Log

Corrective Action Log

CA Serial #	Date	Description	Date of Problem ID	Date Root Cause	Date Action Plan	Date Root Compl	Date Follow-up
<i>RW001</i>	<i>1/01/00</i>	<i>Max application temp exceeded 102 [100] [RW001]</i>					
<i>RW002</i>	<i>1/01/00</i>	<i>Process Problem—excessive dart in air prior to application [Criteria from ITP] [RW002]</i>					

Outside of submittals, log needs to be updated routinely or as change occurs

Fig. 2: Corrective Action Log

Daily Inspection Report

Coating Application Process

(Simplified excerpts for example only)

Requirements	Observations	<i>c</i>	<i>x</i>	<i>x</i>
Dry Bulb (60F-100F)	93 95 98 99 100 102 100 98		✓	

Miscellaneous Observations:

<i>Process Problem—excessive dart in air prior to application (Criteria from ITP)</i>		✓	
---	--	---	--

NC on this page?	✓ Yes <input type="checkbox"/> No	NC transferred to Rework Log?	✓ Yes <input type="checkbox"/> No	NC transferred to CA Log?	✓ Yes <input type="checkbox"/> No	
Inspector's signature & date	<i>I.M. Inspector 1/01/00</i>	Reviewer's signature & date	<i>I.M. Inspector 1/01/00</i>			

Fig. 3: Simplified excerpts of daily inspection report

be transferred to a “Rework Log,” or similar, and to the “Corrective Action Log” (Figs. 1 and 2).

- Require daily inspection reports (IRs) to be signed and dated by the inspector performing the inspection and testing (Fig. 3). This requirement may also include criteria to determine authenticity for electronic IRs.

Surveillance Levels of Records and Verifying Observations

If the surveillance reveals any anomalies in the records, these should be addressed immediately through the CA

system. If the records indicate that conforming production is moving along smoothly, this should be verified in the field routinely and randomly. While a technically qualified individual will be able to collect more precise information on a field visit, there is still value to be obtained by non-technical personnel performing “drive-by” observations. Such observation visits would be only for the purpose of identifying gross misrepresentations in the contractor's documentation.

The authors are not aware of any previous definition of levels of QA surveillance; however, for purposes of dis-

cussing the use of surveillance techniques, there is a need to identify several levels of surveillance. These levels are provided for the purposes of this article only. That is, this article is not creating a complete set of definitions for QA levels, but is only trying to define some levels for the purpose of discussing various aspects of QA by surveillance, and only for QA on inspection by the contractor. There are numerous variations of contracting that this article does not address.

Continued on page 28

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Level 1

Level 1 involves review of the logs, especially the CA Log, the PA Log, and the Rework Log, on a routine basis, preferably daily. This review, designed to be accomplished by technical or non-technical personnel, can provide highly accurate insight into the operations of the QMS.

Level 2

Level 2 could include the review of inspection reports by non-technical personnel for procedural requirements such as the ones below.

- All inspection items are either filled in or marked not applicable.
- Numerical data conforms to requirements.
- Each inspected item is identified as conforming or nonconforming.
- Inspection reports are prepared, signed, and dated each day and shift in which work is performed.
- Nonconformities are transferred to the Rework Log.
- Nonconformities are transferred to the CA Log.
- A CAR is prepared for each nonconformity.
- Logs are updated as required.

Level 3

Level 3 is more technical. A qualified specialist (e.g., SSPC- or NACE-certified Protective Coating Specialist) reviews the inspection reports and other documents for a deeper level of review of the contractor's conformity to contract requirements, conformity to approved procedures, etc. Level 3 is not imperative but can add some measure of confidence in the work. If the non-technical surveillance and the QMS are working properly, there will be little need for this level of surveillance, but it is not a bad idea to occasionally perform a random audit of contract documents and records at this level. At Level 3, opportunities to improve the owner's process are more likely to be identified.

Looking for Indicators

The intent of contract surveillance is to monitor the QMS and keep the QMS producing conforming work. By monitoring the prime indicators, such as the Submittal Log, ITP Log, CA Log, PA Log, Rework Log, and project schedule, a very clear picture can be drawn with little effort. Then, by reviewing selected and random records for accuracy and completion, especially where the records show the inspector's observations and the requirements with conforming and nonconforming criteria, the reviewer can further verify that the indicators are representative of the contractor's performance.

When the QMS performs as specified, producing complete and accurate project records, the records will be a better indicator of the state and quality of the work than the work itself.

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When the QMS does not produce complete and accurate project records, the owner should take CA through the contractor's CA system.

Acting on Indicators or Signals

When monitoring for indicators of problems, the general rule is to act on knowledge, i.e., indicators of potential problems. However, it is equally important for the contract administrator to feel free to act on intuition to issue a CAR when, in the contract administrator's judgment, there's enough information about an impending problem or concern to be proactive, rather than wait for all facts to be known. If the CAR is not warranted, the contractor should be able to quickly and easily provide objective evidence of the "non-event," and the CAR can be closed without further action. If the CAR is warranted, then it may have saved the contractor money and time by avoiding production of nonconforming work, and it may have prevented an opportunity for a latent defect.

As a form of two-way communication, the CA system gives a built-in mechanism to prevent abuse by the contract administrator. The contract administrator should issue a CAR when it appears to be prudent. But if many unwarranted CARs are issued, it will become apparent very quickly in

the CA Log and will be usable by the contractor as proof of abuse by the contract administrator if legal remedies, arbitration, or mediation is sought.

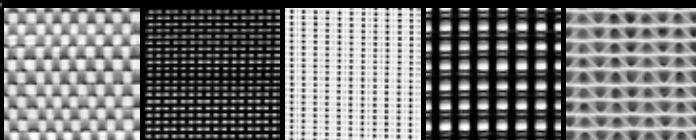
But owners should not be afraid to use CARs where appropriate. In fact, the owners should use the CA system to the maximum extent necessary to maintain production of only conforming work. In no case should an administrator be intimidated by the contractor so as not to issue a CAR that appears to be prudent. If there is a question about the use of CARs, the courts are likely to err on the side of caution and rule for the owner who takes control and uses all tools available to ensure conforming work. Common sense and fairness should always prevail.

Dealing with Repeat Problems

If and when the project indicators, particularly CA documentation, show that the contractor has continual problems with conforming to contract requirements, higher level action should be considered. There should be sufficient documentation in the CA records to justify any proposed contract actions, including termination of the contract. Termination is a complicated process that is usually preceded by one or more letters of intent to the contractor, and possibly to any bonding

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agents. Termination should be pursued only as a last resort and only under appropriate legal counsel.

Surveillance Qualification

The sampling of records and evaluation of findings used in the surveillance requirements make use of auditing techniques. The intent is to look for inconsistencies in conformity to procedural requirements. This can be accomplished by almost anyone, but it requires some training into how to look for indicators, and how to react to those indicators. To further improve a reviewer's capability, some training in the fundamentals of QMSs is helpful. Further improvement can come from a deeper understanding of auditing techniques, specifically, the use of sampling techniques to represent the whole, the ability to listen to the story that the data is telling, and the will to act responsibly on that story.

Final Inspection

The final inspection, often called a walk-through inspection, is a contract milestone, and is not intended to be a complete inspection for the purpose of accepting the work. It is intended to mark the effective end of the work phase, and to begin any warranty period or period of no-argument repairs, even though some minor cosmetic punch list items might remain open.

When administering a contract for procedural conformity as we've described, no QA inspection should provide opportunity for the owner to identify nonconforming work that was not previously discovered and reported by the contractor's QMS. If the contractor attempts to claim that the owner had opportunity to identify nonconforming work during a QA visit, then the contractor should be deemed faulty for allowing such an instance to occur. This

is a potential legal quagmire in Federal contracting, and many contractors have not been held responsible for nonconforming work by simply arguing that the owner had opportunity to find the nonconforming work during QA or other site visits. Contractors should not be allowed to escape this responsibility: the requirements for the contractor's QMS make the contractor responsible for all nonconforming work, regardless of when it is discovered.

Summary

When owners place specific requirements for inspection, for assessing inspection for conformity, and for documenting conformity as a prerequisite for payment, the stage is set for complete traceability of the contractor's efforts. When the contractor is required to produce complete traceability, we can be

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fairly certain that conformity to requirements will occur at a significantly higher rate than when this traceability is non-existent.

If owners insist on a certain set of procedures that tie payment to certification that work is conforming, supplemented with objective evidence of conformity, both the owner and the contractor will find benefits such as the following.

- Improved contractor qualifications
- Improved contractor processes
- Reduced potential for change orders and add-ons
- Fewer contractor claims, due to contractors being more qualified, and more likely to use verified procedures
- Fewer latent defect claims, due to better planning and execution of work
- Improved project documentation, due to contractors' fear of falsifying documentation
- Improved records, which will be easily reviewable for inaccurate, incomplete, and missing records; nonconformities, gross mistakes, and potential latent defects in the making; and problems in the QMS
- Fewer risks of latent defects, as more nonconformities will be found and root causes eliminated during construction
- Improved opportunities for involvement of designer or engineer
- Improved atmosphere for partnering

By monitoring the QMS and acting on indicators, the owner will motivate contractors to plan and prepare to produce only conforming work, on schedule, and to protect themselves from extra costs of rework, warranty service, and latent defects.

Training in all aspects of quality management is available from the American Society for Quality (ASQ; www.asq.org), including:

- auditor training and certification programs,
- corrective action,
- root cause analysis,
- failure mode and effects analysis

(FMEA), and

- fishbone analysis.

The SSPC QCS course provides an overview of how to apply the general concepts of a QMS, as defined by ASQ, to field or shop painting operations.

Joseph H. Brandon recently retired from the position of protective coating specialist for the Naval Facilities Engineering Service Center (NFESC) in Port Hueneme, CA.


Michael P. Damiano is the director of product development at SSPC in Pittsburgh, PA (damiano@sspc.org).

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SSPC Revises QP 1

The Contractor Pre-Qualification Committee revised the QP 1 certification program earlier this year, and several major changes will appear in the 2009 QP 1 Program Rules, the Initial and Maintenance Applications, and the Audit Checklist. Below is a summary of these changes.

- Job Notifications (JN) have become a required Audit Item (job-site and office Audits) per the revised Audit Checklist and the Disciplinary Action Criteria (DAC).
- Quality Control Supervisors (QCS) must commit in 2009 to completing formal QCS training by 2010. A QCS can apply for exemption from this requirement (based on criteria that SSPC sets forth).
- Project Quality Control Inspection documents must be

kept at the home office a minimum of three years after a QP 1 project is completed (unless a longer time is specified by the specification and/or contract).

- Corrective Action Procedures must be used/documented when QMS system deficiencies exist.
- At least one currently trained First Aid/CPR individual must be present on every job-site.

The 2009 QP 1 Initial Application, Maintenance Application, and Internal Audit Checklist will be on the SSPC website by December 15, 2008. For more information, contact Certification Manager Norm Suzich—tel: 877-281-7772, ext. 2235, fax: 412-231-9993; email: suzich@sspc.org.

SSPC International Training Roundup

SSPC training continues to be important to many companies, both in the U.S. and abroad. The following is a brief recap of some of the courses held around the globe in September and October 2008.

Vulcan Painters Inc. hosted the Fundamentals of Protective Coatings (C-1) class on September 22–26 in Bessemer, AL. The course provides an overview of the protective coatings industry, and is an introductory course for newcomers to the industry or those reviewing the fundamentals of corrosion and coatings. Attendees included Vulcan Painters Operations Manager Rob Post and Estimator Jonathan Draper and 16 others. They included representatives from major coatings manufacturers, the U.S. government, refineries, a water management district, and coatings applicators.

Mansfield Industrial of Pensacola,



Students of the Concrete Coating Inspector course, held in Dubai, UAE, and hosted by Jotun Paints

FL, hosted an Abrasive Blasting (C-7) course at the company's facility on September 29. Nine students attended. The instructor was Dan Buelk.

Frank Saunders led a Marine Plural Component Program (MPCAC; C-14) in Hawaii on October 2–3. Hosted by International Marine & Industrial Applicators, LLC, the course had 18 students.

The first offering of the Concrete Coating Inspector (CCI) course under SSPC's new licensee, Insignia FZE, was held October

20–25 in Dubai, UAE. Nine students were in the class, which was hosted by Jotun Paints (JOTUN U.A.E. Ltd., LLC). The instructor was Pradeep Radhakrishna.

A Concrete Coating Inspector course hosted by Sherwin-Williams was held in Garland, TX, on October 20–25, 2008. There were 12 students in the class, which was led by instructors Jerry Colahan and Kevin Morris.



Students of the Fundamentals of Protective Coatings (C-1) course, held in Bessemer, AL, and hosted by Vulcan Painters Inc.

Texas DOT Revises Standard on Anti-Graffiti Coatings; Test to Be Updated

A standard on anti-graffiti coatings issued by the Texas Department of Transportation (DOT) in September 2007 lays out requirements for the approval process, sampling, testing, material requirements, and labeling of three types of anti-graffiti coatings. DMS-8111, "Anti-Graffiti Coatings," discusses sacrificial coatings that require pressurized water washing to remove graffiti, chemical-resistant permanent coatings on which solvent or chemical graffiti removers are used, and water-cleanable permanent coatings that require low-pressure water washing. The previous version of the standard, in effect August 2004 to August 2007, did not have the third type of anti-graffiti coatings—water-cleanable permanent coatings.

When evaluated, anti-graffiti products that conform to the requirements of the standard are preapproved for use by the DOT. Only the prequalified products can be included in a bid for a DOT project. The standard summarizes the preapproval process, noting that unapproved changes in formulation to a preapproved product may cause the product's removal from the Material Producer List. The standard also states that the DOT may conduct random sampling and testing of preapproved products, as well

as random audits of test reports. The consequences of unsatisfactory test results for both candidate and preapproved coatings are enumerated.

The standard details general material requirements for anti-graffiti coatings, including the following.

- Must not damage the substrates to which they are applied
- Must form a continuous, uniform, and well-adhered film when applied by spray, roller, or brush without thinning when applied above a specified atmospheric and material temperature
- Must conform to specifications for clear or translucent curing
- Must use primers (when recommended by the manufacturer) that are the same type and formulation of those

preapproved by the DOT

- Must resist graffiti staining (See sidebar on testing.)
- Must display an infrared spectra matching that of the evaluation sample
- Must be free of undesirable particles

DMS-8111 also gives specific requirements for each of the three coating types. Sacrificial anti-graffiti coatings should require a pressurized water wash of not more than 1,500 psi (103 bar) and 180 F (82 C). These coatings should be either clear or translucent.

Chemical-resistant permanent anti-graffiti coatings must not be damaged by the solvent or chemical removers used to clean them. The coatings must withstand rub testing with methyl ethyl ketone, and they must have a minimum

sag resistance of 4 mils (100 microns) for cured coatings.

Permanent, water-cleanable anti-graffiti coatings must permit graffiti removal with low pressure water washing at a maximum of 500 psi (34 bar). The minimum ambient temperature requirement for water washing is 50 F (10 C), and the coatings must be able to withstand a minimum of 10 cycles of graffiti removal. The products must also allow recoating with the same material during their service lives.

The standard also sets maximum set-to-touch dry and dry-through times for each type of anti-graffiti coating.

Test Method for Graffiti Resistance to Be Updated

The Texas DOT is modifying its 1999 test procedure for anti-graffiti coatings, Tex-890-B, to accommodate DMS 8111's water-cleanable permanent coatings, according to Johnny Miller, Materials Branch Manager for the agency. The 1999 edition describes procedures and instruments for testing only sacrificial and chemical-resistant permanent anti-graffiti coatings for graffiti staining. The revision is nearing publication, Miller added.

In the 1999 version of Tex-890-B, testing equipment includes a weathering chamber and a pressurized spray pump. The test procedure uses four marking materials, including acrylic, alkyd, and epoxy aerosol spray paints and permanent ink marker.

Sacrificial anti-graffiti coatings are placed in a weathering chamber for 200 hours, removed, defaced, and pressure washed following the 72-hour cure of the marking material. The samples are then recoated and cured. The procedure is repeated for all four marking materials.

Chemical-resistant permanent anti-graffiti coatings undergo a similar test procedure; however, they are first weathered for 500 hours. Graffiti removal is accomplished using methyl ethyl ketone.

Samples pass the test procedure if visual inspection detects no signs of graffiti or graffiti staining, and no degradation of the coatings.

Application Variables for Arc-Spray Coatings: A Review

By Tim Race, Kaked LLC

Arc-spray metal coatings are becoming more widely used for a variety of applications, including heat and corrosion resistance in the transportation and infrastructure industries. For example, coatings of zinc and aluminum and their alloys offer outstanding corrosion resistance. Aluminum coatings are resistant to high temperatures. Although the installed cost of arc-spray metal coatings, or metallizing, is often high compared to liquid-applied coatings, metallizing can be cost-effective in the long run if applied correctly. Several variables can affect the quality of arc-spray metal coatings, including the equipment and its setup, spray parameters, and surface preparation.

As metallizing in the field becomes more common, a review of variables that affect its application can be useful, especially to owners and specifiers. One group of owners that has studied metallizing for many years is the U.S. Army Corps of Engineers. This article reviews research performed by the Corps of Engineers on the application variables of arc-spray on steel.¹ The report is titled "An Evaluation of Application and Surface Preparation Parameters for Thermal Sprayed Coatings." While sev-

eral types of thermal spray equipment are available, the focus of this review is on arc-spray because of its field portability and high production rate.

Variables in the Study

Equipment variables studied include the actual equipment used, type of metal, and wire diameter. The equipment variables affect both the cost of application and the coating quality. The type of metal used is dictated by the end user and reflects the exposure environment and intended use of the coating.

Equipment setup variables include the electric current, which forms the arc to melt the wires, and the air pressure, which atomizes and propels the metal to the surface. Current is optimized to increase production rates (wire feed rate is proportional to the current) as well as coating quality. Atomizing air pressure is optimized to reduce coating roughness, oxidation, and porosity, and increase productivity and transfer efficiency. Current and atomization air pressure that are either too high or too low may compromise the coating quality.

Operator variables include the spray angle and spray distance. If the spray angle deviates too far from normal to the surface, then coating transfer effi-

ciency, morphology, and quality will be negatively affected.

Surface preparation variables are those parameters that affect the shape and depth of the blast profile. Profile shape is dictated by the shape of the media. Angular media such as aluminum oxide produce an angular profile. Sub-angular media such as used recycled steel grit will produce a sub-angular profile. Steel shot will, of course, provide a rounded profile. Blast media kinetic energy and size affect the depth of the blast profile.

Experimental

Experiments were conducted using classical and statistically designed fractional-factorial schemes. The arc-spray variables included spray angle, spray distance, current, and system pressure. The experiments were planned to illustrate the range of variables and their effects on the applied coating. Coating quality was quantified by measuring the adhesion (pull off), and oxidation and porosity (optical metallography). The transfer efficiency was determined by mass transfer. Six coating systems were evaluated, including $\frac{1}{8}$ -inch 85Zn/15Al, $\frac{3}{16}$ -inch 85Zn/15Al, $\frac{1}{8}$ -inch Al, $\frac{3}{16}$ -inch Al, $\frac{1}{8}$ -inch Zn, and $\frac{3}{16}$ -inch Zn. Experimental equipment setup and operator variables were selected to reflect the manufacturer-recommended parameters. High and low values were selected that bracketed the recommended parameters. Atomization air pressure values were 90, 100, and 110 psi. Standoff distance values were 6, 9, and 12 inches. Electric current values were 2,540; 350; and 450 amp. Spray angle

Continued



Tim Race is the founder and owner of Kaked, a new coatings consulting firm in Elmhurst, IL. Previously, he worked for the Army Corps of Engineers and CCC&L. Mr. Race has been an active member of SSPC since 1986. He serves on the Standards Review Committee as well as several others. Race is also a member of the Federation of Societies for Coatings Technology, NACE International, and the American Chemical Society. He has written for *JPCL* and other journals.

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Research Review

Table 1: Surface Preparation Variables and Coating Adhesion

Blast Media	Profile (mils)	1/8 Zn/Al (psi)	3/16 Zn/Al (psi)	1/2 Zn (psi)	3/16 Zn (psi)	1/8 Al (psi)	3/16 Al (psi)
Alum. Oxide	1	917	549	407	407	1059	713
Alum. Oxide	3	1304	1304	1080	876	1896	1345
Copper Slag	1	529	958	549	509	1427	611
Copper Slag	3	1427	1631	1080	1080	2202	1365
Steel Grit	1	978	978	774	767	1610	1338
Steel Grit	3	1257	1195	842	849	1556	1434
Steel Shot	1	101	81	61	20	488	345
Steel Shot	3	203	162	182	161	182	386

values were 45, 67.5, and 90 degrees. Application equipment and wire came from a single supplier.

Results and Discussion

The effect of surface preparation (profile depth and shape) was quantified by measuring the coating adhesion. Adhesion tests were performed on arc-spray coatings applied to surfaces prepared using aluminum oxide grit, copper slag, steel grit, and steel shot. Table 1 shows the results of the surface preparation study.

Joint standard SSPC-CS 23.00/AWS C2.23M/NACE No. 12, Specification for the Application of Thermal Spray Coatings (Metallizing) of Aluminum, Zinc, and Their Alloys and Composites for the Corrosion Protection of Steel, recommends minimum adhesion values for pure zinc, 85Zn/15Al, and pure aluminum of 500, 700, and 1,000 psi respectively. The shaded areas in Table 1 indicate values below these minimum recommended values. Clearly, the rounded profile produced by steel shot is not suitable for adhesion of metallized coatings. Surprisingly, in all cases steel grit provided an adequate surface, even with just a one-mil profile. The three-mil steel grit profile provides only slightly improved adhesion over the one-mil steel grit profile. The three-mil copper slag profile is much better than the one-mil copper slag profile,

which is not adequate in some cases. The three-mil copper slag profile provides generally better adhesion than the three-mil steel grit profile. The one-mil aluminum oxide profile is inadequate. However, the three-mil aluminum oxide profile is comparable to, or better than, the three-mil steel grit profile. The above results were achieved by following the manufacturer's recommended parameters using fresh blast media. The results must be interpreted with care because rounding of the blast media may occur after repeated uses, and the rounding could adversely affect coating adhesion.

No clear trends were noted in the transfer efficiency tests with regards to current. However, the 3/16-inch diameter wires almost always exhibited better transfer efficiency than the 1/8-inch wires. 85Zn/15Al and Al had similar transfer efficiencies, and both were higher than the transfer efficiency of Zn. Transfer efficiencies generally were in the range of 55 to 75%. Although similar to 85Zn/15Al, pure Al did yield notably higher transfer efficiency than all of the other coatings when applied at higher current (400 and 450 amp).

For coatings applied in accordance with the manufacturer's recommended parameters, coating porosity was slightly higher for the coatings from 3/16-inch wire. No clear trend was noted for oxide content as a function of wire diameter.

Research Review

For coatings applied in accordance with the manufacturer's recommended parameters, coating adhesion was unaffected by wire diameter, except in the case of pure Al, which had a much lower adhesion when applied using the $\frac{3}{16}$ -inch wire.

For coatings produced from $\frac{1}{8}$ -inch 85Zn/15Al wire, porosity and adhesion were most strongly affected by spray angle, while oxide content was most strongly affected by spray distance.

For coatings produced from $\frac{3}{16}$ -inch 85Zn/15Al wire, oxide content and adhesion are most strongly affected by spray angle, while porosity was most strongly affected by spray distance. Overall, the 85Zn/15Al coatings were most strongly affected by spray angle and distance.

For coatings produced from $\frac{1}{8}$ -inch aluminum wire, porosity and adhesion were most strongly affected by spray angle, while oxide content was most strongly affected by spray distance.

For coatings produced from $\frac{3}{16}$ -inch aluminum wire, porosity was most strongly affected by current, while oxide content and adhesion were most strongly affected by spray angle.

For coatings produced from $\frac{1}{8}$ -inch zinc wire, porosity was most strongly affected by spray angle, while adhesion was most strongly affected by current. Adhesion, porosity, and oxide were all affected to a lesser degree by spray distance.

For coatings produced from $\frac{3}{16}$ -inch zinc wire, porosity is most strongly affected by spray angle, oxide content is most strongly affected by spray distance, and bond strength is most strongly affected by current. Porosity and adhesion are affected by the same parameters for coatings produced from $\frac{1}{8}$ and $\frac{3}{16}$ -inch Zn wires.

The application variables for each coating were optimized numerically. The results are shown in Table 2.

Continued



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Research Review

Table 2: Results of Application Variables

Wire Material/Diameter	Spray Distance (inches)	Spray Angle (degrees)	Current (Amperes)	Air Pressure (psi)
85Zn/15Al 1/8 in.	8.4	90	324	110
85Zn/15Al 3/16 in.	7.7	90	250	108
Al 1/8 in.	6	90	379	90
Al 3/16 in.	12	90	450	100
Zn 1/8 in.	8	90	445	103
Zn 3/16 in.	12	90	450	100

Notably, the calculated variables in the study produce a better quality coating than those applied using the recommended parameters. However, the projected performance of coatings with optimized application has not been confirmed experimentally.

Conclusions and Recommendations

The effects analysis indicates that atomization air pressure has a significant impact on coating properties. Once the correct air pressure is identified, it should be monitored and maintained during production.

Spray angles that deviate from normal to the surface will in all cases reduce coating quality, sometimes dramatically. In no case should the spray angle be less than 45 degrees.

Coatings should be applied at the appropriate distance to optimize coating quality, and distance should remain close to constant during production. This research showed that coating properties can vary significantly over a distance of just 6 to 12 inches.

Surface preparation is the most important variable in achieving a suitable coating. Arc-spray metal coatings will not adhere to a rounded blast profile. In addition, inadequate blast profile depth will also significantly reduce coating adhesion, in some cases, according to the study.

In terms of inspection, coating adhesion correlates most strongly with surface preparation. However, measurement of surface profile and coating

adhesion are inadequate measures of overall coating quality. As the experiments indicate, good coating adhesion is not an indicator of other measures of coating quality such as porosity. There is no known field test for coating porosity. Recently developed lab tests and commercial instruments (liquid extrusion porosimetry) are now able to characterize pore volume and distribution.² However, the utility of these devices as field instruments is not likely to happen any time soon. It would seem at this point in time that the best way to ensure coating quality is to closely monitor the coating application process itself.

Acknowledgments

The author wishes to acknowledge the original research performed by Dominic Varacalle Jr., Vartech, Inc., 2230 N. Yellowstone Highway, Idaho Falls, ID 83401, and his sponsor, Al Beitelman, ERDC-CERL, PO Box 9005, Champaign, IL 61826-9005.

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1. "An Evaluation of Application and Surface Preparation Parameters for Thermal Sprayed Coatings," <http://www.cecer.army.mil/Tech-Reports/beivartech/beivartech.pdf>
2. Akshaya Jena and Krishna Gupta, "A Novel Mercury Free Technique for Determination of Pore Volume, Pore Size and Liquid Permeability," Porous Materials, Inc., 83 Brown Road, Ithaca, NY 14850.

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ALI Releases Revised Ladder Standard

The American Ladder Institute (ALI) has released an updated version of the A14.3 standard to help reduce personal injuries during fixed ladder use. The 2008 revised standard has safety features and standard requirements for cages, wells, and ladder safety systems, according to Jim Smith, chairman of the A14.3 Subcommittee. The standard is endorsed by the American National Standards Institute (ANSI).

In addition to A14.3, the American National Standards Committee ASC A14 prepared six other standards. They include

- A14.1—Wood Ladders,
- A14.2—Portable Metal Ladders,

- A14.4—Job Made Wooden Ladders,
- A14.5—Portable Reinforced Plastic Ladders,
- A14.7—Mobile Ladder Stands and Mobile Ladder Stand Platforms, and
- A14.9—Ceiling Mounted Disappearing Climbing Systems.

Founded in 1947, ALI's mission is to educate the public about the selection, care, and safe use of ladders. ALI provides technical specifications and other precise criteria to be used as guidelines to ensure that materials, products, and processes are appropriate for their purpose.

More information can be found at ALI's website, www.americanladderinstitute.org.

Conference Planned on Road Safety at Work

The U.S. National Institute for Occupational Safety and Health (NIOSH) is organizing an International Conference on Road Safety at Work, to be held February 16 to 18, 2009, at the Marriott Wardman Park Hotel in Washington, DC. The conference is intended to provide a forum for business, labor, policy makers, and the research community to discuss strategies to prevent road traffic crashes. Road traffic crashes are considered a leading cause of workplace death, injury, and disability all around the world.

Co-sponsors for the conference include the World Health Organization, Pan American Health Organization, International Labour Organization, U.S. Department of State, and the National Safety Council. The current agenda includes keynote addresses, panel discussions, and numerous breakout sessions.

To register online, visit www.nsc.org/forms/divisions/NIOSH.aspx. For information on agenda updates, visit www.cdc.gov/niosh/programs/twu/g

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Neace Receives Legacy Award

Mary Neace, of Farwest Corrosion Control Company and Corrosion Control Products (Gardena, CA), was presented the Gas Company's Legacy Award by Frank Selga, system protection supervisor for the Southern California Gas Company. She was honored for her many years of dedicated service to SCG and the corrosion industry in the Bakersfield/San Joaquin, CA, area.

Neace is the district manager for the Bakersfield division and warehouse facility and has been an employee of Farwest Corrosion Company for more than 16 years. She was on the board of NACE's San Joaquin section for 5 years and was the chairperson for special events for 14 years. Neace received the award at the annual NACE District BBQ this past summer.



Frank Selga presents award to Mary Neace.

World of Concrete Tops the Bill in Vegas

The World of Concrete marks its 35th anniversary on February 2–6, 2009, at the Las Vegas Convention Center in Las Vegas, NV. More than 1,700 exhibitors will be on

hand to display their products and services, while an education program of more than 150 seminars will be held in conjunction with the event. Hanley Wood is once again producing the show, which is cosponsored by more than 20 organizations, including the International Concrete Repair Institute, The American Concrete Institute, and the Portland Cement Association. The intended audience for the event

includes architects and engineers; general, repair, and specialty concrete contractors; dealers and distributors; designers and specifiers; and producers of precast or prestressed concrete.

This preview of the World of Concrete consists of a list of exhibitors that deal with the surface preparation and coating of concrete, as well as descriptions of several seminars relevant to coatings professionals.

For more information, or to register, visit www.worldofconcrete.com.

Seminars

The following seminars are among those that address topics relevant to preparing, coating, preserving, and repairing concrete.

- FR56, Coating Masonry—Choosing the Best Coating for the Job

This presentation is designed to help field personnel better understand the application and performance aspects of masonry coatings. Topics include

tration; using the best concrete mix designs; how finishing techniques impact drying schedules; the newest high-performance vapor retarders; and curing and drying conditions to shorten waiting time.

- MO19, Repair and Maintenance of Industrial Floors

Attendees will learn how to reduce the need for more costly or frequent repairs by making the right design and construction decisions. Proactive measures to minimize long-term wear are covered, as are step-by-step repair procedures and material recommendations for repair of random cracks, joints, surface delamination, slab



primers and sealers as well as elastomeric wall coatings applied to vertical wall substrates. Test methods used in the industry to qualify performance of the coatings will also be discussed.

- MO18, Concrete Repair Part I: Evaluation and Repair Strategies

This seminar offers a review of evaluation techniques, tools for testing concrete, and ways to properly estimate repair quantities. Repair options and their durability are analyzed.

- MO44, Construction Details, Means and Methods to Avoid Floor Moisture Problems

This session will discuss the following: how to minimize problems caused by moisture; construction details designed to maximize resistance to moisture infil-

removal, and replacement.

- MO52, Preventing and Handling Efflorescence

Attendees will learn about the different types of efflorescence, lime runs, and white silicate deposits. Discussions will include the sources of efflorescence, its causes, different types, practices that will reduce or eliminate efflorescence, and cleaning procedures for removing it.

- MO20, Concrete Repair Part II: Surface Preparation, Reinforcement Repair, Material Basics & Placement Techniques

This session will focus on how to repair deteriorated concrete surfaces and corroding reinforcing steel. Topics dis-

Continued



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cussed will include chipping hammers, hydro demolition, abrasive blasting, trowels, dry packing, and vibration. Also covered are the basics of repair material compatibility, including drying,

shrinkage, permeability, deformability, and tensile strength.

• MO148, Shotcrete: A Versatile Construction Solution

Continued

Exhibitors

As of press time, exhibitors of special interest to the protective coatings industry include the following.

Coatings Companies

- Abatron, Inc.S11608
- Advanced Coatings Inc.S14726
- Aquafin Building Products SystemS12705
- BASF Construction ChemicalsS10139
- Bayer Material ScienceS14121
- Benjamin Moore PaintsS10417
- C.I.M. Industries IncS11709
- ChemMasters IncS11908
- Concrete Coatings Inc.O40727
- Concrete Sealants, Inc.S11305
- Cortec CorporationS20531
- DensoS21518
- Dur-A-Flex Inc.S10807
- EDCO & CONTRx SystemsS10827, O30631, O30637
- Exousia Advanced MaterialsS21910
- Five Star Products IncS10949
- Flowcrete North AmericaS11751
- Fox Industries IncS12655
- Integument TechnologiesS22028
- International CoatingsS22210
- Key Resin CompanyS21329
- Krylon Products GroupS21231
- NeogardS11308
- Pacific Polymers International, Inc.S11545
- Polycoat ProductsS12654
- Polyguard Products, Inc.S11551
- Polymax / Milamar Coatings LLCS21326
- PPG Commercial CoatingsN2067
- PROSOCO Inc.S12939
- Quikrete Companies-TheS10427
- Rhino LiningsS14415
- Sherwin-Williams ..S11439, O40737

- Sika CorporationS10115
- Soprema, Inc.S13508
- SureCreteS10349
- Surtec SystemS12904
- Tennant Co.S11019
- Tnemec Company, Inc.S11309
- Tremco Commercial Sealants & WaterproofingS10839
- United CoatingsS10748
- VersaFlexO30751
- Vexcon ChemicalsS11127
- W.R. Meadows, Inc.S10406, O30638
- Xypex Chemical CorpS11519

Application and Surface

Preparation Equipment Companies

- Aqua Blast Corp.S13415
- ARAMSCOS11119
- Aurand Manufacturing & Equipment CoS14826
- BlastracS10123, O30548
- BW Manufacturing Inc.S10843
- CDC LarueO30622
- Clemco Industries Corp.S14521
- Cucamonga Tool & Equip Co IncS20737
- DeFelsko CorporationS21332
- GoffS10549
- Graco Inc.S13339
- InnovatechS10907
- Midwest Rake Co LLCS11355
- Mi-T-M CorpS14309
- Nelson Industrial Services ..S11153
- Nilfisk-Advance (Advance-American-Lincoln)S12151
- NLB Corp.S11805, O31535
- Novatek CorporationS13827
- SASE Company Inc.S10517
- SPE-USAS11639
- Therma-Stor LLCN1077
- VIC International CorpS10251, O31617

As an introduction to wet and dry process shotcreting, the speakers, using case histories, will describe the use of these processes to more quickly and economically construct a variety of concrete structures. Infrastructures, seismic retrofits, walls, tanks, domes, architectural elements, swimming pools, and underground construction projects will be discussed.

- WE23, Concrete Repair Part IV: Protection and Waterproofing Systems This session will cover different protection and waterproofing systems available for concrete structures. Proper surface preparation and safety issues during the installation will be reviewed. Additional topics include strategies for controlling corrosion on new and existing concrete, sealers, coatings, overlays, and cathodic protection systems.
- TH26, Repairing Concrete Cracks In this seminar, attendees will learn

how to choose the best repair procedure for different types of cracks and see how to make each repair. Various repair methods will be covered, including routing and sealing, stitching, grouting, drypacking, gravity filling, epoxy injection, crack arresting, penetrating sealers, overlays, and surface treatments.

Jet Edge Appoints New International Sales Manager

David J. Anderson has been appointed the new international sales manager for Jet Edge, Inc. (St. Michael, MN). He will be responsible for export sales of Jet Edge ultra-high-pressure (UHP) water jet pumps and systems.



David J. Anderson

Anderson has 15 years of experience in sales management, marketing, training, and customer service in international and domestic business sales.

Jet Edge, Inc. is a manufacturer of ultra-high-pressure water jet and abrasive jet systems for precision cutting, coating removal, and surface preparation.

Belzona Announces New Distributor for Houston

Belzona, Inc. (Miami, FL) has appointed Brian Burgess the new distributor for Belzona Houston, Inc., located in Webster, TX. Mr. Burgess was formerly the distributor for Belzona River States. Steve



Brian Burgess

Continued

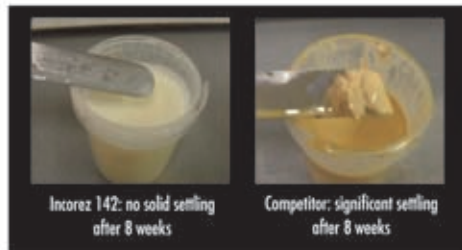
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News

Bradley managed Belzona Houston for the past 20 years and has been recognized by the company for his success.

Belzona, Inc. is a manufacturer of industrial protective coatings and repair composites. It offers a wide variety of solutions to rebuild, repair, and maintain machinery, equipment, and building structures.

Spider Hires Vancouver District Sales Representative



Jason Atkinson

Spider, a division of SafeWorks, LLC (Seattle, WA), has hired Jason Atkinson as district sales representative for its Vancouver location.

His responsibilities include solving the suspended access and safety challenges of contractors and facility owners in British Columbia and Western Canada.

With over 12 years of sales experience, Mr. Atkinson has been credited with securing new customer accounts as well as strengthening relationships with existing ones, according to Spider.

Spider is a manufacturer and distributor of access and safety solutions in North America. Its products include baskets, traction hoists, platform rentals, and specialty engineered products.

Enviroline Hires Sales and Technical Manager

Enviroline Group, based in Pompano Beach, FL, announced that it has appointed Jim Crumby as sales and technical manager for the Southern California, Southern Nevada, and Arizona territory.



Jim Crumby

Crumby has close to 30 years of coating experience, according to the company. He is a NACE-certified coatings

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inspector, and for the last 10 years has worked as the project manager and estimator for coatings contractors in California. In 2000, Crumby worked for Enviroline Group as a technical sales manager.

ISP Appoints Senior Sales Engineer

International Specialty Products (ISP), headquartered in Wayne, NJ, recently appointed David Le Pagne as the company's North America Performance Chemicals and Biocides senior sales engineer for the West Coast region. He will be based in Pasadena, CA, and will report directly to Pierre Varin, North America sales director for Performance Chemicals and Biocides.

Mr. Le Pagne was previously in sales at Clariant Corporation in the pigments



David Le Pagne

and additives division. He holds a MS degree in materials science and processing from the European School of Materials Science and Engineering in Nancy, France; a civil engineer degree from Lulea University of Technology in Lulea, Sweden; and a licentiate degree in materials science from Malmo University in Malmo, Sweden.

ISP is a global supplier of specialty chemicals and performance-enhancing products for a wide variety of industries, including the coating industry. It produces more than 400 specialty chemicals, according to the company.

Aerial Work Platform Specialist Hired

Toyota Material Handling, U.S.A., Inc. (TMHU), based in Irvine, CA, appointed Alan Dotts as manager and aerial work platform (AWP) specialist for the



Alan Dotts

Aichi Division of the company.

Dotts has 18 years of experience in AWP product sales and support and was the general manager of Aichi U.S.A. He is responsible for the development of AWP business within the newly formed Toyota Aichi dealer group, which oversees distribution of Aichi scissor lifts and wheeled and crawler boom lifts.

Eliokem Appoints Director for North American Operations

Eliokem, Inc. has appointed John Malloy as director of North American Operations in Akron, OH. He was previously the director of finance and administration, and will retain those duties along with his new role.

Continued

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Headquartered in Villejust, France, Eliokem is a supplier of a full line of dry solvent-borne resins as well as a water-borne line. It was formerly the specialty chemical division of The Goodyear Tire & Rubber Co. before spinning off from Goodyear in 2001.

International Paint Hires Account Executive

International Paint LLC (Houston, TX), a division of AkzoNobel, has hired Chad Milbrandt as the company's protective coatings account executive for the Saskatchewan Province of the Canadian market.

Milbrandt joined the company in September 2008, and was previously a marketing administration specialist at Cameco Corporation. He has bachelor of commerce and masters degrees in marketing from the University of Saskatchewan.

International Paint LLC is a global provider of high-performance coatings products for the oil, gas, chemical processing, paper and pulp, rail, steel structure, mining, and marine industries. It operates in over 54 countries and is currently working on expanding brand awareness and distribution in the U.S., Canada, and Mexico, according to the company.

Products

Polyurethane Will Protect Galvanized Poles

Chemline Incorporated (St. Louis, MO) has announced immediate availability of a spray-applied coating for corrosion protection of galvanized steel poles. Chemthane 2261 is a 100%

solids, zero VOC, fast-cure coating that does not require a primer, according to the company. Designed to increase the service life of a pole, the coating will help prevent damage during installation or transit.

The company says that the product has a Shore D hardness of 75, a bond strength of 2,000+ psi to grit-blasted galvanized steel, and will cure within 3 to 5 minutes at 75 F.

More information can be found at www.chemline.net.

Enviroline Introduces Four New Products

Enviroline Group (Pompano Beach, FL) has introduced four new products to its existing line of low-temperature and fast-cure coatings and linings.



Courtesy of Enviroline Group

The 125LV-LT Chemical Resistant Lining is designed for the petrochemical, oil, and gas industries to provide tanks, pipes, and containment areas with gasoline, ethanol, and gasohol resistance. The 222LT Moisture Tolerant Lining protects manholes, concrete sewage pipes, wet wells, and other concrete containment structures from chemicals. The company says that the 378LT Seam Sealer will provide flexibility and resistance to bolted and riveted storage tanks, interior and exterior seams, and chine areas. The fourth product released was the 199LT Ultra High Solids Epoxy Coating to be used with fiberglass mat system applications.

Each of the low-temperature and fast-curing coatings is VOC compliant and is ultra-

Continued

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News

high in solids, according to the company.

More information can be found at www.envirolinegroup.com.

Blastrac Introduces New Steel Blast Equipment

Blastrac (Oklahoma City, OK) has introduced two new products: its Global Series of EBE Steel Blasters and the BMR 85D Multi-Task Rider, a machine for texturing and surface preparation on roads, bridges, streets, and runways.

The steel blasters have the ability to blast petrochemical tanks, water storage tanks, ship hulls, and decks, according to the company. The equipment can remove slip-resistant coatings, the company noted.

Two models of the blasters are designed for horizontal work: the EBE 350E-Global with a 13-inch blast pattern and the EBE 500E-Global with a 24-inch blast pattern. One model, the EBE 350E VH with a 14-inch blast pattern, is designed for vertical work. The units use steel shot, 100% steel grit, or a mixture of both. A floating seal system in the units recycles the abrasive and separates the dust and contaminants. The dust collection system can be placed as far as 600 feet away, the company says. All machines have a heavy-duty cast liner, blast wheels, and control cages.

The rider offers a minimal noise level (72 dba), an on-board dust collection system, and a 3,000 cc 85 hp diesel motor, according to the company. DOT-approved, the cabin is equipped with heating, air-conditioning, accessible hand controls, and a full monitoring system.

The company says that its new multi-task rider can be coupled with its scarifying and grinding attachments for milling and stripe removal. There is also a 2-20DTA shot blasting attachment for renovating roadways and removing rubber on airport runways.

More information on both products can be found at www.blastrac.com.

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Work Gloves to Protect Against Cuts

Ansell Limited (Red Bank, NJ) has added the Ansell Cut Protection Glove to its line of products specifically designed for professional construction workers. It will be the first Ansell Construction product to be available directly to consumers through retailers.

The gloves have the highest level of cut protection available, according to the company. The product is certified with an ANSI Level 4 cut protection rating and offers up to eight times more cut protection than most gloves. DuPont worked with Ansell to develop the glove.

More information can be found at www.ansellconstruction.com.

New Temperature and Humidity Data Logger

Dickson (Addison, IL) has released its Multi-feature Digital Display Temperature & Humidity Data Logger. The new



Courtesy of Dickson

product has both push-to-start and push-to-stop functions. A digital display keeps track of temperature and humidity conditions in between data downloads. A temperature-only version is also available. There is an option to display the current minimum and maximum readings, a user-replaceable battery, and USB-enabled triple-speed downloading, the company says.

More information can be found at www.dicksondata.com.

MSA Announces New Fall Product

MSA (Pittsburgh, PA) has announced its new Workman® Personal Fall Limiter (PFL). For this product, there is assemble-to-order (ATO) flexibility, with 6 to



Courtesy of MSA

12-foot length options and a standard 400-pound maximum working capacity. There is an optional field-replaceable lifeline, and all PFLs come standard with an integral swivel connector. It meets ANSI A10.32 and all applicable

OSHA requirements. Units with 36C style snaphooks or one-inch steel carabiners meet ANSI Z359.1. Select models are CSA certified.

More information can be found at www.msanet.com.

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PURCELL PAINTING & COATINGS, located in Seattle, WA is a recognized leader in the painting and coatings industry. Careful planning, strong leadership, quality equipment and experienced, highly trained employees are hallmarks of all Purcell Painting & Coatings jobs. Timely schedules, accurate budgets and quality workmanship are the basic elements of every Purcell Painting & Coatings project.

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Purcell Wins Alsea Bay Bridge Painting Project

By Brian Churray, PaintSquare

Purcell Painting and Coatings (Tukwila, WA) was awarded a contract of \$1,666,162.75 by the Oregon Department of Transportation to recoat steel surfaces on the main steel arch span of the Alsea Bay Bridge. The bridge, which was built in 1992, measures 2,910 feet in length and features a 450-foot-long steel arch span that rises 90 feet above the water. The existing coating system will be removed



Courtesy of OR DOT Environmental Services

by ultra-high-pressure water at 40,000 psi with spot abrasive blast-cleaning of hard-to-access surfaces to a Commercial finish (SSPC-SP 6). The steel will be coated



Courtesy of Purcell Painting and Coatings

with an organic zinc-rich primer and moisture-cured urethane intermediate and finish coats. The existing coatings contain trace amounts of lead, necessitating erection of a containment

structure that is limited by the U.S. Coast Guard to within 10 feet below the deck.

Bridges 'R' Us to Recoat Five Arkansas Bridges

Bridges 'R' Us Painting Company (Campbell, OH) won a contract from the Arkansas Highway and Transportation Department to recoat structural steel surfaces on five bridges. A total of approximately 4,121 tons of steel will be recoated with an inorganic zinc primer, an epoxy intermediate, and a polyurethane finish. The existing coatings contain lead, necessitating containment according to SSPC-Guide 6. The contract is valued at \$2,829,000.

Virginia DOT Awards Norris Bridge Painting Project

The Virginia Department of Transportation let a contract to Atsalis Brothers Painting Company (Clinton Township, MI) to recoat structural steel surfaces on an 8,398-foot-long section of

Paso Robles Tank Wins Reservoir Rehabilitation Contract

Paso Robles Tank, Inc. (Paso Robles, CA) was awarded a contract of \$1,815,525 by the City of Henderson, NV, to rehabilitate two 3 MG welded-steel water storage reservoirs and one 0.75 MG welded-steel reclaimed water storage reservoir. The project includes cleaning and recoating the interior and exterior surfaces of all three tanks. The interior surfaces will be abrasive blast cleaned to a Near-White finish (SSPC-SP 10) and lined with an epoxy system. The exterior surfaces will be abrasive blast cleaned to a Commercial finish (SSPC-SP 6) and coated with an epoxy-polyurethane system. The contract includes containment of the existing coatings, some of which contain lead.

the Robert O. Norris Bridge, a 9,985-foot-long truss bridge that spans the Rappahannock River. The steel will be abrasive blast-cleaned to a Near White finish (SSPC-SP 10) and coated with a moisture-cured urethane system. The contract, which includes full containment of the existing lead-bearing coating system, is valued at \$22,341,205.

Leher Painting Secures Tank Coating Contract

Leher Painting Enterprises, Inc. (Mayflower, AR) was awarded a contract of \$300,677 by the City of Waldron, AR, to recoat the interior and exterior surfaces of a 250,000-gallon standpipe water storage tank and a 750,000-gallon ground-level water storage tank. The interior surfaces will be abrasive blast cleaned to a Near-White finish (SSPC-SP 10) and lined with an epoxy system. The exterior surfaces will be abrasive blast cleaned to a Commercial finish (SSPC-SP 6) and coated with an epoxy-polyurethane system. The contract includes containment of the existing lead-based paint systems.

Pennsylvania DOT Lets Bridge Coating Contract

The Pennsylvania Department of Transportation awarded a contract of \$489,952.50 to Spartan Contracting (Campbell, OH) to recoat structural steel surfaces on a 2-span pony truss bridge over Fishing Creek in Columbia County. Approximately 20,480 square feet of steel will be abrasive blast cleaned and recoated with an organic zinc-rich coating system selected from NEPCOAT List B. The contract includes containment and disposal of the waste, which may contain hazardous material.

Continued

Project Preview

Caltrans Lets Bridge Painting Project

The California Department of Transportation awarded a contract of \$349,837.80 to Jeffco Painting & Coating Inc. (Vallejo, CA) to recoat structural steel surfaces on a 4-span, 456.5-foot-long by 33.33-foot-wide plate girder bridge over Alamo Creek in San Luis Obispo County.

The contract, which required SSPC-QP 1 and QP 2 certification, includes containment of the existing red lead-based system. The steel will be steam cleaned or pressure washed, spot abrasive blast cleaned, spot-primed, and finished with a waterborne primer and two coats of aluminum finish.

Crosno Construction Wins Tank Rehabilitation Bid

Crosno Construction, Inc. (San Luis Obispo, CA) won a contract of \$628,070 from the City of Folsom, CA, to rehabilitate a 1.5 MG ground-level water storage tank. The project includes recoating the interior and exterior surfaces of the tank, which requires abatement and containment of lead-bearing coatings. The interior will be abrasive blast cleaned to a Near-White finish (SSPC-SP 10) and lined with an epoxy system. The exterior will be abrasive blast cleaned to a Commercial finish (SSPC-SP 6) and coated with an epoxy-polyurethane system.

Advanced Prep Coat Wins Clarifier Coating Contract

Advanced Prep Coat (Worcester, MA) was awarded a contract of \$35,750 by the City of Rochester, NH, to recoat steel and concrete surfaces associated with secondary clarifiers at a wastewater treatment facility, including steel equipment, walkways, and concrete effluent troughs. The steel will be abrasive blast cleaned to a Near-White finish (SSPC-SP 10) and coated with a zinc primer, an epoxy intermediate, and an epoxy finish. The concrete will be abrasive blast cleaned or mechanically abraded (SSPC-SP 13) and coated with an epoxy cementitious mortar.

Universal Painting Awarded WTP Painting Project

Universal Painting Corporation (Lakeland, FL) secured a contract of \$148,882.77 by the City of Vero Beach, FL, to recoat the interior and exterior surfaces of a 48-foot-long by 15-foot-wide by 13-foot-high open chlorine storage structure and the exterior surfaces of eight concrete water tanks that range in size from 0.75 MG to 5 MG. The tanks and building surfaces will be coated with an acrylic system, while related piping and metal components will be coated with an epoxy-urethane system.

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The Power of Paint & Coatings New Orleans February 15 – 18, 2009

Welcome from the Presidents of SSPC and PDCA

Dear Paint, Coatings, and Decorating Professionals:

Begin 2009 by improving your professional knowledge and enhancing your job performance by attending PACE 2009. This will give you a fresh outlook, a positive attitude, and a renewed ambition for the entire year as you tackle those problems we all face on a daily basis. It is our pleasure to invite you to join PDCA and SSPC in the "Big Easy," New Orleans, LA, from February 15-18 for the most comprehensive educational program in the paint and coatings industry. PACE combines top-notch business and coatings education and an extensive trade show with hands-on demos, while mixing in a lot of fun.

Moreover, PACE provides you with an opportunity to learn, not only in the formal setting of the classroom but also during networking events where you can share experiences and possible solutions with your peers. PACE offers answers to your questions and solutions to your problems with over 100 hours of business and coatings information, networking and national manufacturers, and suppliers all wanting to make sure you succeed!

We are pleased to announce that the General Session keynote speaker will be Michael Broome. Michael will take a humorous look at personal and professional success and offer us tips on the work/personal life balancing act, which we can all use.

Take advantage of early bird registration, and don't forget to make your hotel reservation early. (It's Mardi Gras season!) Remember to check out the program and the Program Tracker on the PACE web site, and make your plans for PACE 2009! Also, if you register online at www.pace2009.com you will save even more money.

As they say in the Big Easy, "Laissez Les Bons Temps Rouler!" (Let the Good Times Roll!)

Sincerely,

J. Bruce Henley
President, SSPC



Mark Casale
President, PDCA





Special Events, Entertainment, and Honors Lined up for PACE 2009

From lending New Orleans a hand to recognizing excellence in the industry and meeting new colleagues, you and other conference goers at PACE 2009 can make a strong start at the show. Sponsored by SSPC and PDCA, PACE will be held February 15-18, 2009, in New Orleans, LA. Some of the key events, as of press time, are described here. Check out www.pace2009.com for updates.

Habitat for Humanity

On Friday and Saturday, February 13 and 14, New Orleans Habitat for Humanity (NOAHH), Benjamin Moore, and PACE will be taking volunteers to help with the home construction program. NOAHH has helped over 200 families in the past 25 years, including more than 100 since Hurricanes Katrina and Rita. A waiver will be required. Transportation and lunch will

be provided. The project and location will be assigned closer to February. Both days, volunteers will work from 8:00 a.m. to 4:00 p.m.

SSPC Annual Meeting

Join SSPC President Bruce Henley, Executive Director Bill Shoup, and the Board of Governors for the annual meeting and awards program on February 15, 4:00 p.m. to 5:30 p.m.

SSPC Honors Members at Annual Meeting

SSPC President Bruce Henley and the Board of Governors, along with executive director Bill Shoup, will lead the Annual Meeting and awards program at PACE 2009 on Sunday, February 15, from 4:00 to 5:30 p.m. The awards ceremony will pay tribute to those achieving SSPC's most prestigious awards, including the 3rd Annual Structure Awards. Mr. Shoup will update attendees on SSPC's accomplishments in 2008 and the Society's plans for 2009.

This year's SSPC and JPCL award winners will be honored during the Annual Meeting. Winners of the 3rd Annual Structure Awards will also be announced.

The SSPC Outstanding Publication Award will be given to Andreas W. Momber, Muehlhan AG; Peter

Plagemann and Volkmar Stenzel, Fraunhofer Institute for Manufacturing and Applied Materials Research; and Michael Schneider, Fraunhofer Institute for Ceramic Technologies and Systems, for their article, "Investigating

Corrosion Protection of Offshore Wind Towers." Published in the April 2008 JPCL, the article describes a funded project on performance testing of corrosion protection of wind energy mills. The article examines the stressors on these structures (particularly corrosive stress) and details the selection of corrosion protection systems and the test procedures developed to evaluate them.

Four JPCL Editors' Awards will be presented this year. The following are the recipients.



Andreas W. Momber



Trevor Parry



Vaughn O'Dea



Remi Briand



Linda Gray

• Trevor Parry, Scientific & Technical Services, Ltd., for the article, "Laboratory Evaluation of Cargo Hold Coatings," July 2007 JPCL. The author reports on the results of laboratory testing of more than two dozen cargo hold coatings.

• Vaughn O'Dea and Remi Briand, Tnemec Co.; and Linda Gray, KTA-Tator (Canada), for the article, "Assessing Coatings & Linings for Wastewater: Accelerated Test Evaluates Resistance to Severe



"Mardi Gras World Artist," Courtesy of New Orleans Convention and Visitors Bureau. Photographer: Richard Nowitz

The SSPC announces its most prestigious awards, including the 3rd Annual Structure Awards. Listen to what has been accomplished throughout 2008 and what's in store for 2009.

PACE Welcome Reception

The PACE and Carboline Welcome Reception, "Laissez Les Bons Temps Rouler! (Let the Good Times Roll!)," will be held on Sunday, February 15, from 5:30 p.m. to 7:30 p.m. With Fat Tuesday only a week away, the theme is an authentic Mardi Gras celebration, complete with a brass band, a Cajun Zydeco band, a parade with mini floats, and local food.

Continental Breakfast and General Session

The Continental Breakfast and General Session will be held on Monday, February 16, starting at 7:30 a.m. This year's Keynote Speaker is Michael

Broome, who will be discussing how to focus on one's talents, self-esteem, and related topics in his speech, "A Humorous Look at Personal and Professional Success (How To Be A Liver Of Life And Not A Gall Bladder)."



Michael Broome

Broome has been a professional speaker for over 20 years, and enjoys raising cattle on the side. He has said that farming is the most satisfying way he knows to lose money.

Continued

Exposures," April 2008 *JPCL*. The authors discuss advances in a novel cabinet testing protocol designed to simulate the effects of the severe conditions in a wastewater headspace.

- Eric Kline, KTA-Tator, for the article, "Steel Bridges: Corrosion Protection for 100 Years," May 2008 *JPCL*. This article briefly reviews the history of bridge construction and painting, discusses how to achieve 100 years of coating service life using current materials, and offers recommendations for improving steel bridge painting.

- Noel Stampfli, Dennis Dellarocca, Golden Gate Bridge, Highway and Transportation District, for the article, "The Golden Gate: A History of Maintenance Practice," January 2008

JPCL. The past and present maintenance practices on the 71-year-old Golden Gate Bridge are detailed in this article.

The Coatings Education Award will be given to Peter P. Judt, paint department supervisor, Todd Pacific Shipyards, Seattle, WA; Abdul Rashid, blast-coating department head, P.T. McDermott Indonesia; and Alexander Wijaya, executive management, WHW Consulting Services,

Indonesia

The Technical Achievement Award will be given to Allan DeLange, vice president, North America Coatings CL Coating Division.

Eric S. Kline, executive vice president of KTA-Tator, Inc., will receive SSPC's Honorary Life Member Award. For over 25 years, Mr. Kline, an SSPC-Certified Protective Coatings Specialist, has lectured and taught widely on coatings, specifications, surface preparation, coatings

application, and dispute resolution and failure analysis. Joining KTA in 1982 as a senior coatings consultant, he was named manager of technical services in 1989, vice president of technical services in 1997, and executive vice president in 2003.



Eric Kline



Noel Stampfli



Dennis Dellarocca

Mr. Kline has consulted on major bridge maintenance coating projects for numerous highway departments and has conducted coating specification reviews for DOTs and for A&E firms.

Mr. Kline also conceptualized and designed "Rapid Deployment," an innovative surface preparation and coating application approach for repainting overpass bridges.



Emerging Leaders Education Program

Formerly known as the PACE Young Contractors Program, this event is held on Monday, February 16, from 9:45 a.m. to 4:30 p.m. The program is designed to provide its attendees with leadership development training and the tools to work within a family business or other organization.

Dave Scaturro, the chairman of the Emerging Leaders Committee, will conduct the introduction. Presentations will include, "Beat Work Overload—Manage Your Time," by Linnea Blair of Advisors on Target, and "Leadership Training—How to Gain Respect," by Aaron Moore from Precision Painting & Decorating.

Taught in a roundtable format, the program will provide strategies for dealing with generational differences. The program concludes with a Beer and Bull

Session. Past Young Contractor attendees are encouraged to join the session.

Some may qualify for complimentary registration.

Exhibit Hall Ribbon Cutting Ceremony and Reception

SSPC President Bruce Henley and PDCA President Mark Casale will cut the ribbon for the grand opening of the exhibit hall on Monday, February 16, at 4:30 p.m. Stay until 8:00 p.m. to check out the latest technology, products, and services from all of the available vendors. Get the most out of the exhibit hall by planning ahead with the exhibitor descriptions, starting on p. 137 (current as of press time).

Union Contractor Education

On Tuesday, February 17, a half-day of education is planned on the needs of the

Union Contractor. The program and breakfast take place from 8:30 a.m. to noon and are sponsored by LAP&FCA (a chartered chapter of PDCA) and the Hawaii, Chicago, and St. Louis PDCA chapters. Don Vulich, past president of LAP&FCA, will give the opening and closing remarks; but in between, PDCA President Mark Casale and dozens of others will then discuss topics such as the future of the construction industry, established standards in construction contracts, and emergency preparedness. It's a great opportunity to meet with peers, leaders, and suppliers from around the country.

Cooking Cajun!

PACE organizers have planned a trip to the New Orleans School of Cooking on Tuesday, February 17, from 10:30 a.m. to 2:00 p.m. In what was once a molasses warehouse built in the early 1800s, attendees will be taught the basics of Louisiana cooking. The Creole/Cajun experts will help attendees make chicken and andouille sausage gumbo, shrimp creole, and bananas foster while they tell tall tales and give trivia and historical information. Afterwards, the class will have time to shop at the school's Louisiana General Store.

Club5

Club5, the closing event of PACE 2009, will begin looking towards PACE 2010 in Phoenix, Arizona. The theme will be half Cajun and half desert southwest. It starts at 7:00 p.m. on Wednesday, February 18.

Try out the mini golf and batting cages while being entertained by Rockin Dopsi and the Zydeco Twisters. Dress is casual.

Presidents' Lectures Series

Check the education schedule for lectures taking place throughout PACE 2009 on the paint, coatings, and decorating industry.

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SSPC Offers Full Schedule of Courses

While everyone may have a different reason for attending PACE 2009, the courses that SSPC has scheduled are sure to please all protective and marine coatings professionals—from beginners to veterans! The following pages provide dates, times, and course descriptions as of press time.

For more information on course content, prerequisites, or how to attend a course for free, visit www.pace2009.com, or, unless otherwise specified, contact Jennifer Miller at SSPC at 877-281-7772 or miller@sspc.org.

C-1 and C-2 E-course Exam

The C-1 and C-2 E-course exam will be held on February 10 from 3:00 p.m. to 5:00 p.m. for those who have completed the 20-week online course of study for SSPC Fundamentals of Protective Coatings (C-1) and SSPC Specifying and Project Management (C-2). Those who wish to take this exam must schedule it before arriving at PACE. Dee Boyle at SSPC can be contacted for more details at boyle@sspc.org.

PCS Exam, SSPC C-1 and C-2 E-course Exams

The PCS (Protective Coatings Specialist) Exam will be available February 16 and February 19, from 8:00 a.m. to noon. The certification program upholds the guidelines established by SSPC, and recognizes individuals who have in-depth knowledge of the principles and practices of industrial coatings technology.

Coating Application Specialist Certification Program (CAS)

The SSPC CAS Certification program will take place on February 19, 8:00 a.m. to

5:00 p.m. It is a written exam and hands-on skill assessment focused on the needs of the application specialist and providing an opportunity to achieve certification during the next several years. The program provides criteria for the education, training, experience,



knowledge, and motor skills required to prepare and apply protective coatings to steel and concrete surfaces of industrial and marine structures.

The exam content will include areas of the SSPC Transition Plan Body of Knowledge. The hands-on portion requires proficiency in abrasive blasting and coating application using conventional or airless spray.

It is recommended for facility owners, contractors, and certifying agencies.

Fundamentals of Protective Coatings (C-1)

The SSPC C-1 course takes place from February 11 to February 15, 8:00 a.m. to 5:00 p.m. each day. The C-1 course provides an overview for those who are new to the protective coatings industry and a refresher on corrosion and ways to use coatings to protect against corrosion. This course is recommended for contrac-

tors, engineers, inspectors, consultants, facility owners, technical services, and sales representatives.

The course will include

- corrosion and corrosion control;
- coating types;
- surface preparation for painting;
- application of coatings;
- inspection and quality control;
- coatings for steel structures;
- coating degradation, defects, and failures;
- coating of concrete surfaces;
- and
- safety in painting operations.

Specifying and Project Management (C-2)

The SSPC C-2 course will run from February 11 to February

15, from 8:00 a.m. to 5:00 p.m., including the exam. The course requires a basic understanding of topics covered in C-1; the exam will cover topics from C-1 as well as C-2.

Course content will include

- management of coatings projects,
- preparation of specifications for coatings work,
- materials for corrosion control,
- economic considerations for selecting coating systems,
- painting new construction,
- maintenance painting,
- contracts and documentation for coating projects,
- coating failures, and
- environmental and safety regulations.

Taking the C-2 course fulfills part of the requirement for SSPC Protective Coatings Specialist (PCS) certification. Attendance is suggested for contractors,

Continued



engineers, inspectors, consultants, facility owners, technical services, and sales representatives.

Lead Paint Removal (C-3)

The SSPC C-3 course lasts from February 12 to February 15, 8:00 a.m. to 5:00 p.m. each day. The course meets the competent person training requirements for SSPC-QP 2. Topics to be addressed include

- background information on lead and other toxic metals;
- legal and regulatory overview;
- worker protection from lead and other toxic metals;
- compliance with air, soil, water/sediment, and dust regulations;
- management of solid and hazardous waste;
- sources of lead exposure;
- control of environmental releases;

- specifications and site-specific compliance plans;
- work site preparation; and
- insurance and bonding issues.

Attendance is suggested for anyone assigned competent-person duties on any industrial deleading project, coatings inspectors who document contractor compliance, project managers, coating specifiers, containment superintendents, and design engineers. State supplements are available for Maryland and Virginia for an additional charge.

Lead Paint Removal Refresher (C-5)

The SSPC C-5 course is a one-day course to be held on February 19, from 8:00 a.m. to 5:00 p.m. It provides training for those responsible for industrial deleading operations.

The course includes a review of basic

information about lead and health hazards, an update of relevant EPA regulations, a discussion of 29 CFR 1926.62, changes in the Respiratory Protection Standard (29 CFR 1910.134), and a discussion about control over emissions as presented in SSPC-Guide 6.

Those who should attend include people assigned competent-person duties on any industrial deleading project, coatings inspectors who document contractor compliance, project managers, coating specifiers, containment superintendents, and design engineers.

The C-5 course meets the competent-person training requirements for SSPC-QP 2 Contractor Certification and the requirements of state programs that mandate refresher training to maintain supervisor certification.

State supplements for Maryland and Virginia are available with this course.

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A&E Anti-Corrosion Systems LLC is part of the A&E Group, an international company specializing in solving difficult corrosion problems around the world. Its Alocit and Enviropeel products provide unbeatable solutions in areas where others often fail.





*"Mardi Gras Float Revelers," Courtesy of New Orleans Convention and Visitors Bureau.
Photographer: Jeff Strout*

Abrasive Blasting Program (C-7)

The SSPC C-7 course will be offered on February 19 and 20, from 8:00 a.m. to 5:00 p.m. The program is designed to certify operators of dry abrasive or portable centrifugal blast cleaning

equipment. Prerequisites can be found on www.sspc.org/training.

The course content is

- principles of surface preparation,
- abrasives and the primary components of an abrasive blasting system,

- nozzle equipment operations in a hands-on session, and
- portable centrifugal (wheel) blast equipment operations in a hands-on session.

The program is not intended for inexperienced blasters, and it is suggested that contractors and facility owners attend.

Floor Coating Basics (C-10)

SSPC's C-10 course is designed to meet training requirements of SSPC-QP 8, Section 4.4, which requires that each job crew chief and each QC manager complete a minimum two-day overview of concrete components, coating and surfacing types, surface preparation, and substrate repair techniques. The course will take place on February 19 and 20 from 8:00 a.m. to 5:00 p.m., including the exam. The course is worth 1.5 CEUs.

The course content will include

Continued

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- concrete composition;
- coating and surfacing concrete;
- condition assessment;
- planning and documenting work;
- concrete repair and surface preparation;
- treatment of concrete joints;
- readiness prior to installation;
- general installation guidelines;
- concrete sealers and primers;
- coatings/topcoats;
- spray application;
- installation of self-leveling systems, slurry coats, and broadcast flooring systems;
- troweled polymer flooring systems;
- coving;
- incorporating reinforcement into coatings and surfacings; and
- post-installation quality assurance.

Those who attend will benefit by being able to recognize the basic properties of concrete, identify the procedures involved in inspecting and preparing a concrete installation, describe how to apply coatings to concrete floors, and evaluate contractor quality control of work. This course is recommended for concrete contractor coating and surfacing managers and related personnel.

Airless Spray Basics (C-1 2)

The SSPC C-12 course will take place from 8:00 a.m. to 5:00 p.m. on February 14 and 15. For the first time, SSPC has designed a program that incorporates a paint simulator for hands-on training to teach proper technique for airless spray painting. The simulation provides computerized assessments of applicator transfer efficiency, coating thickness, amount of coating sprayed, and application time.

Topics to be covered in the course are an introduction and overview of airless spray equipment operational systems, proper mixing techniques, proper spray techniques, and troubleshooting.

This course is recommended for contractors, project supervisors, and craftworkers who use airless spray technology.

Bridge Coating Inspector Course (BCI)

The SSPC BCI Bridge Coating Inspector Course starts on February 10 for both Level 1 and 2, and ends on February 14 for Level 1, including the exam, and February 15 for Level 2, also including the exam. The course runs from 8:00 a.m. to 5:00 p.m. each day. There are no prerequisites for Level 1, and the prerequisites for Level 2 can be found at www.sspc.org/training.

The training and certification program has been developed by an expert task group of bridge facility owners. The program combines lecture and hands-on instruction. The course covers topics such as how to inspect surface preparation and application of coatings on bridge steel and unique situations that will affect inspection. The planned course content is

- roles and responsibilities;
- nomenclature;
- inspection, environmental protection, and safety;
- preparation before beginning work;
- mobilization;
- surface preparation; and
- coating types and defects.


This course is designed for transportation agency, consulting engineer, fabrication shop, and contractor coating inspectors; those who want to become bridge coatings inspectors; material and equipment supplier technical representatives; program and project managers; and resident engineers.

NAVSEA Basic Paint Inspector Course (NBPI)

The SSPC NBPI course lasts from February 11 to February 15, 8:00 a.m. to 5:00 p.m. each day. There are prerequisites for this course, which can be found on www.sspc.com/training. The course was developed by Naval Sea Systems Command (NAVSEA) to train coatings inspectors to inspect critical

Continued

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coated areas such as cofferdams, decks for aviation and UNREP, chain lockers, underwater hulls, bilges, tanks, voids, and well deck overheads. There is a focus on ship painting issues.

The course content includes

- corrosion and corrosion control;
- inspection of corrosion;
- NAVSEA documents;
- chemical or detergent cleaning methods;
- mechanical cleaning methods;
- abrasive blast cleaning;
- water jetting and alternative surface preparation methods;
- surface preparation method selection;
- coatings;
- safety;
- coating application, defects, and failures;
- specialty coatings and surfaces;
- coating inspector preparation;
- condition assessment; and
- coatings inspection instrument exercises and workshops.

The course is designed for those primarily involved in painting work on Navy ships and anyone who wants a basic certification in paint inspection.

Protective Coatings Inspector Course (PCI)

The SSPC PCI Basic Inspector course will run February 10-14, from 7:30 a.m. to 6:00 p.m. Tuesday, Wednesday, and Friday; 7:30 a.m. to 6:30 p.m. on Thursday; and 8:00 a.m. to 5:00 p.m. on Saturday and Sunday. The course will conclude with an exam on day five. The PCI Certified Inspector course takes place February 10-15, running the same time as the Basic Inspector course, and 8:00 a.m. to 5:00 p.m. on February 15. Check www.sspc.org/training for more information on prerequisites.

The objective of the course is to train individuals on the proper methods of inspecting surface preparation and the installation of industrial and marine protective coatings and lining systems on

industrial structures and facilities. The planned modules are

- corrosion prevention using coatings;
- quality assurance/control;
- surface preparation and inspection;
- practical math;
- coating application and inspection;
- industrial coatings and coating systems;
- specialty inspection projects;



"St. Louis Cathedral in the Evening," Courtesy of New Orleans Convention and Visitors Bureau. Photographer: Richard Nowitz

- coating failures and methods of prevention;
- inspector safety, coating specifications;
- simulated pre-job conference;
- inspection procedure development;
- simulated project inspection; and
- International Maritime Organization (IMO) inspector training requirements.

This course is suggested for project managers, quality managers, inspectors, contractor supervisory level personnel, coating specification writers, coatings or

equipment suppliers, coating consultants, or technical service representatives involved in steel protective coatings.

Applicator Train-the-Trainer

SSPC's Applicator Train-the-Trainer, a two-day course, including the exam, will be held on February 14 and 15 from 8:00 a.m. to 5:00 p.m. Prerequisites for this course can be found on www.sspc.org/training.

The Applicator course is intended to meet the core body of knowledge of the SSPC/NACE Joint Standard Recommended Practice TG 320-Industrial Coating and Lining Application Specialist Qualification and Certification. The program covers an overview of the coating applicator training and certification program for two different levels. Level I is designed for entry-level employees who are new to the coatings industry. Level II is for more seasoned craft workers.

After completion of the course, the attendee will receive a CD-ROM to assist in training workers step-by-step. This course is recommended for contractor supervisory personnel interested in learning how to train workers in surface preparation and application techniques.

Marine Coatings

The SSPC Marine Coatings training program takes place from February 11 to February 15, 8:00 a.m. to 5:00 p.m. each day. The program covers the use of coatings to protect structures in marine environments.

The course content is to include

- introduction to marine coatings,
- elements of marine corrosion,
- coating fundamentals,
- marine coating systems,

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- dry docking,
- crew maintenance, and
- ride-along painting crews.

This course is suggested for contrac-

tors, engineers, inspectors, consultants, facility owners, technical services, and sales representatives.

PDA's Introduction to Polyurea for the Applicator and Contractor

The Polyurea Development Association (PDA) will offer one of its most popular courses, Introduction to Polyurea for the Applicator and Contractor, on Saturday, February 14, 1:00 p.m. to 5:00 p.m. The course is designed specifically with the applicator and contractor in mind, expanding on topics of physical properties of polyurea, testing procedures, surface preparations, application procedures and techniques, and advances in equipment.

To register for this event, contact Casey High at casey@robstan.com or 816-221-0777.

Project Management for the Industrial Painting Industry

The SSPC Project Management for the Industrial Painting Industry is a two-day course scheduled for February 14 and 15, from 8:00 a.m. to 5:00 p.m. The program is designed to provide techniques and tools to enhance the skills of those managing industrial coating projects.

The course will cover

- an introduction to project management,
- the definition of a project,
- role of the project manager in the industrial painting industry,
- initiating a project,
- project life cycle,
- where projects come from,
- bidding pitfalls,
- analyzing bid documents,
- determining costs,
- project planning,
- schedule,
- risk mitigation,
- quality,
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Quality Control Supervisor Course (QCS)

SSPC's Quality Control Supervisor course lasts from 8:00 a.m. to 5:00 p.m. on February 19 and 20. It is designed to provide training in quality management for SSPC-certified contractor personnel, technical quality managers (TCM), and inspectors employed by SSPC-QP 5 inspection firms.

The course is not intended to replace the more formal quality management courses, but it will include

- quality systems,
- QCS qualifications and requirements,
- training and qualifications,
- technical resources,
- quality manuals and procedures,
- documentation and data control,
- calibration programs,
- contract document and specification review,
- work plans and process control procedures,
- inspection plans and reports, and
- internal audits course format.

Thermal Spray Training

The SSPC Thermal Spray Training is a one-day course taking place on Saturday, February 14, 8:00 a.m. to 5:00 p.m. The program will include

- defining thermal spray coating (TSC) and providing an overview of its application and uses;
- discussing three types of arc spray equipment, the components, and safety considerations during operation;
- summarizing SSPC CS-23/AWS

C2.23M/NACE No. 12 Specification for Application of Thermal Spray Coatings (Metallizing) of Aluminum, Zinc, and Their Alloys and Composites for the Corrosion Protection of Steel;

- describing surface preparation, specifications, and inspection requirements just before applying a thermal spray

coating; and

- describing the procedures used to apply and inspect TSC to steel.

Students will inspect blast cleaned surfaces for cleanliness of the panels, determine the profile, perform bend tests and inspect the bend, determine the DFT, and perform the cut test and assess the cut.



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PDCA Offers a Week of Training and Events

Conference goers can also take advantage of PDCA's training opportunities and special events, including programs such as the hands-on training or the leadership series. Attendees at PACE can also meet PDCA's Board of Directors and take part in their fellowship and awards luncheon.

Friday, February 13

- PDCA Board of Directors Strategic Planning Meeting, 8:00 a.m. to 5:00 p.m.

Saturday, February 14

- PDCA Board of Directors Meeting, 8:00 a.m. to 5:00 p.m.: PDCA will be introducing its new, smaller board of directors. Regional representatives will be available.
- PDCA Board of Directors Luncheon, noon to 1:00 p.m.
- PDCA Contractor College Pre-Convention Education, 1:00 p.m. to 5:00 p.m.
- PDCA PACER Estimating Hands-On Training Program, 1:00 p.m. to 5:00 p.m.: The hands-on training program is designed to help attendees generate estimates quickly using a powerful estimating system. Learn how to use standards in estimating to differentiate bids from the competition, how to input information to generate proposals, how to build templates to estimate repetitive work, and more. Bring a laptop or tablet PC.

Sunday, February 15

- PACER Estimating Hands-On Training Program, 8:00 a.m. to noon.
- PDCA Member Services Committee

Meeting, 1:00 p.m. to 2:30 p.m.

- PDCA Council & Chapter Leadership Series—Membership 101: Fundamentals 2:00 p.m. to 4:00 p.m.: Take part in a review and open discussion of the principles of finding and keeping members. The series will review some of the current methods of obtaining membership while exploring new options and techniques.
- PDCA Governing Documents

"State of the Association" address will be given, and attendees can learn how to help promote the success of PDCA.

- PDCA Chairman's Reception, 7:15 p.m. to 9:00 p.m.: Join Rodda Paint Co. and the Washington State Council to celebrate Dave Jones becoming Chairman of the National PDCA.

Mr. Jones has been in the painting industry since he was 19 years old and



Committee Meeting, 2:00 p.m. to 4:00 p.m.

- PDCA Annual Business Meeting, 4:00 p.m. to 5:30 p.m.: PDCA constantly moves forward. In order to stay relevant to members and encourage non-members to join, it constantly adapts to industry changes and trends by incorporating new technologies and offering new member benefits and services. The

has worked his way from apprentice to working for paint giants. In 2002, he started West Coast Painting with his wife, Laura Jones.

Monday, February 16

- PDCA Fellowship, 7:00 a.m. to 7:30 a.m.: Join fellow paint, coatings, and decorating professionals to discuss

Continued



The Power of Paint & Coatings New Orleans February 15 – 18, 2009

spirituality, faith, companionship, and common interests that help everyone reach great potential. The fellowship is open to all PACE attendees and exhibitors.

- PDCA Awards Luncheon, Noon to 1:30 p.m.: The PDCA Annual Awards Ceremony will honor Picture It Painted

Professionally (PIPP), Safety, Al Quilici, and other award winners. Respects will also be paid to members lost during the last year. This year's event will be a seated luncheon. Seats are limited. Contact the PDCA offices at 800-332-7322 ext. 224 or lwerle@pdca.org for more information.

- PDCA Past President's Dinner, 8:15 p.m. to 10:00 p.m.

Tuesday, February 17

- PDCA Contractor College Appreciation Breakfast (Invitation Only), 7:00 a.m. to 8:00 a.m.: All PDCA Accredited Contractors are encouraged to attend the 3rd Annual Appreciation Breakfast.
- PDCA Governing Documents Committee Meeting, 11:00 a.m. to 2:00 p.m.
- Council & Chapter Leadership Series—"Education 101: Back to the Classroom," 2:30 p.m. to 4:30 p.m.: Learn how educational programming provides valuable benefits to members.
- PDCA Commercial Forum Board of Directors Meeting, 3:00 p.m. to 4:00 p.m.: All current members of the PDCA Commercial Forum are invited to attend.

Wednesday, February 18

- PDCA National Associates Meeting, 4:30 p.m. to 5:30 p.m.: All PDCA National Associate members are encouraged to attend. This annual briefing is an opportunity to discuss the programs PDCA offers contractors, issues facing National Associates, and what PDCA is doing throughout the year.

Thursday, February 19

- PDCA Peer Group, 8:00 a.m. to 5:00 p.m.: The Commercial/Industrial Peer Group is a professionally facilitated program with 10 to 12 mid- and large-sized contractor firms. The participating companies are in the same industry, yet do not compete because of geographical differences. The group discusses key business issues, establishes benchmarks, sets goals, and develops individual company growth plans. Each group meets three to four times per year. For more information on how to participate, contact Richard Bright at 410-869-3253 or rbright@pdca.org.

Friday, February 20

- PDCA Peer Group, 8:00 a.m. to noon.

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SSPC Cooks Up Hot Technical Program

The SSPC 2009 Technical Program will provide attendees the opportunity to meet with peers, share knowledge, and learn about emerging issues and trends in the industry. The Advance Program includes 25 themed sessions consisting of nearly 70 technical paper presentations and 7 workshops, scheduled for Sunday, February 15, through Wednesday, February 18. See the “Education-at-a-Glance” schedule on pp. 115–128 for the times of all technical sessions.

Workshops

Workshops begin on Sunday, February 15, when Skip Vernon of Coating & Lining Technologies and Michael Damiano of SSPC will lead “An In-Depth Look at Standards Most Frequently Used By Industrial Painters” (1:00–4:00 p.m.). In addition to the basics, obscure requirements and ambiguities of standards will be covered.

In the second workshop on Sunday, “Protecting Your Workers From Inhalation Hazards of Chemical Coatings And Surfaces” (1:00–4:00 p.m.), presenter Thomas E. Enger of Clemco Industries will discuss how the industry’s commonly used respirators protect the employee and when each type of respirator is safe to use.

Sunday’s last workshop, led by Kevin D. Knight of Retro-Specs Consultants, is “Methods for Laboratory and Field Testing of Liquid-Applied Air/Vapor Barrier Membranes” (1:00–4:00 p.m.). The methods for laboratory and field testing of liquid-applied air/vapor barrier membranes for air and vapor permeance will be described.

On Tuesday morning, February 17, William D. Corbett of KTA-Tator will lead “Coating Adhesion Testing: Do it Right!” (8:00 a.m.–Noon), a workshop intended



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to clarify how to properly perform knife and tape adhesion tests and identify common pitfalls in testing. The workshop will also detail the proper use of five common pull-off testers.

Tuesday afternoon features two workshops. The first, led by Dwight G. Weldon of Weldon Laboratories and Gary Tinklenberg of CCC&L, will present the

methodology involved in solving coating failures in “Failure Analysis of Paints and Coatings” (3:00–5:00 p.m.). Topics will include what to look for at the job-site, sample-taking pointers, and laboratory techniques. Tuesday afternoon’s second workshop, “Containment & Ventilation—From The Drawings To The Field” (3:00–5:00 p.m.), will be led by Alison B. Kaelin, CQA, KTA-Tator. This workshop provides guidance to the engineer, owner, or third party on how to verify that the con-

tractor’s accepted containment/ventilation design is consistent with what is erected in the field.

The last PACE 2009 workshop will be held on Wednesday, February 18. “Coating Failure Investigations” (3:00–5:00 p.m.), led by Cynthia L. O’Malley, will provide an overview of var-

Continued



The Power of Paint & Coatings New Orleans February 15 – 18, 2009

ious forensic analyses and will showcase several case studies that demonstrate the value of the laboratory component to coating failure resolution.

Technical Sessions

The Preliminary Program includes the following sessions, with topics ranging from the marine marketplace to the reconstruction of New Orleans.

Sunday, February 15

Aesthetics and Performance

- “Exposed. The Right Way to Take It Off,” B. Gunar Gruenke, Conrad Schmitt Studios

A case study of conserving the murals of the Ottawa County Courthouse in Port Clinton, OH, will be discussed in this seminar, with a focus on the materials used and their practical, economical, and ethical implications.

- “Restoration of a 1930’s Ford Plant, Richmond, CA,” Burt Olhiser, Vantage Point Consulting

This session will describe how SSPC standards for abrasive blasting, power washing, and painting were used to restore a 1930s national historic structure, designed by Albert Kahn, that suffered severe damage from the Loma Prieta earthquake.

- “Staining and Coloring Concrete,” Howard Jancy, CSI, CDT, Butterfield Color

The speaker will describe the common methods of coloring new and existing concrete and how a designer can select the correct coloring system relative to



aesthetics and function. The factors affecting color quality and proper installation techniques will also be discussed.

- “Polished Concrete Project, Start To Finish,” Mark B. Vogel, W.R. Meadows Inc. This seminar will guide the attendee step by step through a concrete polishing pro-

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ject and the process involved in grinding and polishing concrete.

Monday, February 16

Coatings for the Marine Marketplace

- “The IMO PSPC: A Class Society Perspective,” David Miller and Ed Jansen, ABS Americas

The speakers will show how the American Bureau of Shipping is handling approval of coating manufacturers and coating inspector training courses as well as overseeing creation and archiving of coating technical files in light of new PSPC and IACS PR 34 requirements.

- “Comparative Analysis of International Maritime Organization (IMO), International Association of Classification Societies (IACS) and United States Navy (USN) Quality Assurance (QA) Inspection of Marine Coatings Systems—Surface Preparation and Coatings Application,” Phillip K. Parson, QED Systems Inc.

This presentation will provide a clear representation of the differences in marine coatings QA inspection requirements relevant to IMO, IACS, and USN; and the need for a standard marine coating QA inspection scheme.

- “A New Salt Measuring Product that Replaces the Bresle Patch (ISO 8502-9),” Paul Grossen, National Surface Treatment Center

No description of this session is available at press time.

- National Shipbuilding Research Program (NSRP) Update, Stephen B. Cogswell, Atlantic Marine, Inc.

This presentation will give an update on NSRP’s Surface Preparation & Coatings Panel.

Lead Is Not Dead...

- “Changes to the Ambient Air Monitoring Standards and What They Mean for Industrial Painting,” Lloyd Smith and Sarah Olthof, CCC&L (a GPI company)
- Changes to the National Ambient Air Quality Standards (NAAQS) for Lead and

their potential impact on the coatings industry will be covered in this seminar.

- “Lead Contractor Approval Process,” Kathryn Berry, Louisiana Department of Environmental Quality

This presentation will explain the process for obtaining Lead Letter of Approval letters to become licensed lead

contractors in the state of Louisiana.

- “Lead: Still Heavy after All These Years,” Chris Lovelace, The Lovelace Group

The history of lead issues will be discussed here. Included is OSHA’s lead in construction standard, 29 CFR

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1926.62, which will be described as the single most comprehensive effort to reduce lead-related health issues in adult employees. Waste management requirements will also be discussed.

- "Lead Regulatory Update," Alison Kaelin, CQA, and Dan O'Malley, KTA-Tator, Inc.

This presentation takes a look at two recent regulatory actions regarding lead: the August 14, 2008, update to the OSHA Instruction: National Emphasis Program—Lead, which describes OSHA's nationwide emphasis on reducing occupational lead exposures; and the October 15, 2008, revision to the National Ambient Air Quality Standards for Lead, which significantly reduced the allowable level of lead in ambient air.

The Reconstruction of New Orleans

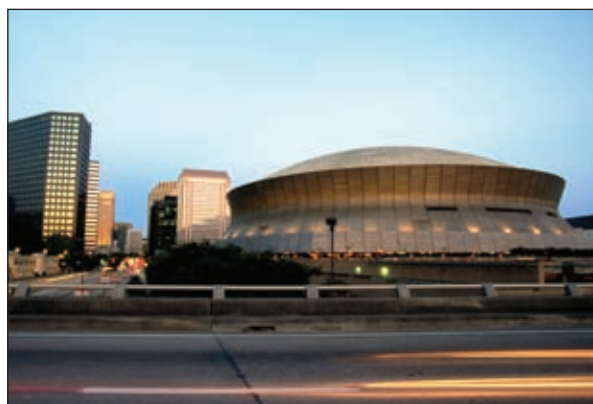
- "The Finishing Industries' Disaster Relief Fund," August (Augie) Santos and

Robert Porto, Finishing Trade Institute of District Council #80

The speakers will report on the mobilization of hundreds of skilled craft worker volunteers to assist those in need due to damages caused by Hurricane Katrina.

- "The Reconstruction of New Orleans: Utilizing Blast and Coat Climate Control Equipment to Restore the Super Dome (and others)," Don Schnell, Munters Moisture Control Services

The drying equipment used for blasting and coatings applications in the restoration of three major structures (The Super Dome, Natarial Archives, and the New Orleans Police



"Louisiana Superdome," Courtesy of New Orleans Convention and Visitors Bureau. Photographer: Richard Nowitz

Department's evidence room) after the New Orleans flood will be described in this session.

- "Louisiana Superdome Roof Repair," Wally Scoggins, Brazos Industries LLC
- The presenter will describe the rehabilitation of the Superdome, as well as the safe application of coatings, waterproof-

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ing capabilities, and the rate at which areas can be waterproofed.

The DoD's Battle Against Corrosion

- "Dynamic Corrosion Prevention and Control Strategy Implementation," Daniel Dunmire, DoD Director of Corrosion Policy and Oversight

The speaker will discuss the accomplishments and status of the Department of Defense's Corrosion Prevention and Control Program.

- "Detection of Surface Contamination During a Scheduled Inspection And Repair Program," Lyn Kearns, Department of National Defense, Canada
This presentation describes a maintenance program that Canada's Department of National Defense developed for aircraft weapon systems. The program's goals are to ensure essential maintenance is accomplished and to assure the continued airworthiness of aeronautical products during in-service operation.

- "Green Energy Conservation of DOD Ships and Offshore Platforms," Cinttya Morgan and Marc Thompson, PolySpec, L.P.

The speakers will describe how new processes and materials used on Department of Defense ships and offshore platforms can help reduce energy consumption and environmental pollution.

Bridges: Engineering Marvels & Community Assets

- "What Is Needed for a Bridge Coating to Last 100 Years or More?" Eric S. Kline, Scott B. Rice, and John Ekiert, P.E., KTA-Tator, Inc.

This presentation explores the prospect of achieving a 100-year bridge coating through the integration of coatings considerations into the design; fabrication; shop coating; shipping, handling, and erection; damage; and final coating application processes.

- "18-Month Test Results of One-Coat Systems Applicable To Steel Bridge

Structures," Seung-Kyoung Lee, Federal Highway Administration

A two-year FHWA in-house study was launched in November 2006 to evaluate various coating materials that can be applied as one-coat systems to steel bridges. This session discusses the 18-month test results obtained from accel-

erated laboratory tests and outdoor exposure in a marine environment.

- "Going Hollywood on the Vincent Thomas Bridge Towers," William H. (Bill) Hansel, PCS, CALTRANS

The speaker will describe the process of painting the VTB towers in a highly regu-

Continued

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lated environment, with limited resources, and a small work window. Planning, coordination, execution, and adaptability for a complex painting project will also be discussed.

- “Cleaning and Painting of the Sunshine Skyway Cable Stay Bridge: A Challenging Repainting Project of a Signature Florida Bridge,” Greg Richards and Beth Steimle, KTA-Tator, Inc.

This presentation will explain issues and project resolutions concerning cable stay painting; how design affects these painting projects; how proper access influences the projects; the difficulty of surface preparation on previously blasted surfaces; and how environmental containments can affect clear coat application.

- “Thirty Days to Paint a Bridge,” David Wikoff, Munters Corporation

This presentation will discuss how energy-efficient HCU equipment and real-

time, on-line monitoring systems will ensure that government and coatings manufacturer specifications are met and documented with a low cost ROI.

Durability Defined: Taking Ultra-High-Performance Coatings to the Next Level

- “New Water-Based Fluoropolymer Resins for Ultra-Weatherable Coatings,” Winn Darden, AGC Chemicals

Mr. Darden will give an overview of FEVE resins and their properties, areas of application for fluorourethane coatings, and a comparison of the new water dispersions with conventional FEVE resins.

- “Specification and Application of High-Performance Structural Steel Coatings for the New Dallas Cowboys Stadium,” Earl Baker and Walter Scarborough, The Sherwin-Williams Company and HKS Architects

The speakers will explain the specifics about the coating system used for the new Dallas stadium and how the specifications were written to get the steel fabricated, coated, and transported to the site for erection in the most expeditious manner. The touchup painting of damaged surfaces will also be discussed.

- “A New Water-Based PVDF System for Weatherable Coatings,” Jerry Petersheim, Arkema Inc.

Mr. Petersheim will review traditional PVDF-based coatings and then discuss a new waterborne latex technology developed for formulation into low VOC, air-dry coatings with weathering properties that are comparable to the traditional PVDF-based coatings.

- “Now You See It, Now You Don’t: Waterborne Polyurethane Graffiti Resistant Coatings,” Kathy Allen and Pete Schmitt, Bayer MaterialScience, LLC

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The speakers will describe graffiti-resistant, waterborne polyurethane coatings made from a two-component system that includes polyacrylate polyols and water-dispersible polyisocyanates.

Thick-Film Coatings

- “Untraditional Application Locations,” Michael Babiarz, LINE-X Industrial Coatings Division

The presentation will discuss the application of polyurethanes on a North Atlantic helipad, with details of high safety procedures.

- “Evaluation of Applied Film Thickness of Polyurea Thick-Film Elastomeric Coating/Lining Systems,” Dudley J. Primeaux II, Primeaux Associates

The main objective of this session is to show that the applied film thickness of thick-film coating systems, specifically polyurea, can be monitored with a variety of non-destructive test equipment.

- SSPC Polyurea Coatings Committee, Steven Reinstadtler, Bayer Material-Science LLC

The SSPC Polyurea Coatings Committee is developing a coating application standard for thick film (20+ mils) polyurethane/polyurea coatings. Proper surface preparation, pretreatments, equipment requirements, and other application parameters necessary for properly applying thick film coatings will be discussed in this session.

- This presentation TBD
- “Application of High Build Polyurea Coatings on an Expansion Bridge Road Surface,” Charles Hibberd, Arma Coatings

The specification and application of high-build polyurea coatings, with an emphasis on avoiding pitfalls, is the focus of this presentation.

New Orleans Superdome Tour

Attendees will tour the New Orleans Superdome. Two sections of its roof were compromised during Hurricane Katrina, and the dome's waterproof membrane

had peeled off. Topics discussed will include mitigation and restoration efforts and the rehab of the roof.

Tuesday, February 17

Concrete: An Amazing Substrate

- “Concrete Design for Coatings and Linings,” John Durig, The Sherwin-

Williams Company

This presentation will discuss the key elements of concrete mixture design and how they relate to and can minimize low permeability coatings and linings failures caused by moisture movement.

- “Coating and Lining Specifications for

Continued



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Concrete,” Kevin Morris, The Sherwin-Williams Company

Various project-, substrate-, and coating-dependent details that affect a clear, correct, and concise project specification will be discussed in this session, with a focus on industry standards, guidelines, and recommendations.

- “Concrete Surface Preparation,” Fred Goodwin, BASF Construction Chemicals This presentation will describe different concrete surface preparation methods in terms of mechanism, relative speed, collateral issues, and condition of the resultant surface. Condition assessment of the concrete surface will be discussed as well as quality control methods for the prepared surface.
- “Surface Preparation and Placement Techniques for Concrete Repair,” Peter H. Emmons, Structural Preservation Systems, Inc.

Placement techniques, material selection, and bonding agents will be discussed. Techniques described include hand placement, form and pump, form and place, shotcrete, and drypacking.

- “Moisture Evaluation & Remediation,” Dennis Pinelle, Simpson Gumpertz & Heger, Inc. This presentation will cover various techniques commonly used to measure the moisture content of concrete floor slabs, as well as what kind of results are obtained and how to interpret them.

Case Studies: Real World Coating Performance

- “Degrading Sewage Pipes: An Opportunity for Coating Applicators—A Study of Pipeline Rehabilitation Projects for Two Cities Using Single Coat, Fast



“Café du Monde Exterior,” courtesy of New Orleans Convention and Visitors Bureau. Photographer: Carl Purcell

Cure Epoxy Coatings,” Teresa Valdes, Enviroline Group

The speaker will highlight the manhole rehabilitation projects of two cities, Denham Springs, LA, and Coconut Creek, FL, and outline how municipalities and contractors can save time, money, and the environment by using a single-coat, fast-cure epoxy coating.



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- “Drying The Ultrahigh Pressure Water Jet Project—Neptune Terminals, Vancouver Harbour Case Study,” Gregg Lowes, Munters Inc., (Canada)

This presentation will look at the application of desiccant dehumidification on an ultra-high-pressure water jetting project, focusing on the stringent drying demands within the containment systems on two cargo ship loader systems on a 27-day shutdown schedule.

- “Galvanic Drilling and Problems with Coating Dissimilar Metals in Corrosive Environments,” David S. Leyland and E. Bud Senkowski, P.E., KTA-Tator, Inc.

The speakers will describe several examples of premature coating and structural failures caused by the coupling of dissimilar metal types in systems where the anodic and cathodic areas are not optimized by design or engineering controls.

- “Polymer Concrete for the Structural Restoration & Corrosion Protection of Columns,” David Snider and Heather Ramsey, Sauereisen, Inc.

Topics covered in this session include the problems presented at a solvent extraction/electrolytic copper refining facility and the selection process for materials used to meet the project demands. A pictorial presentation on the application procedures employed during construction will also be included.

- “Rehabilitation of an Aging Concrete Reservoir Adit Tower,” Raymond Tombaugh, KTA-Tator, Inc., and Mongkol Mahavongtrakul, San Francisco Public Utility Commission

This paper describes the process (assessment, testing, and construction) used to rehabilitate a decades old tower, including repairing cracks in the exterior walls above the waterline and on the interior walls below the waterline, lining the interior walls with a moisture vapor-resistant epoxy, and coating the interior steel surfaces.

- “Performance of Marine Coatings Applied over Flash Rusted Surfaces,” J. Peter Ault, Elzly Technology Corp., and

Steve Cogswell, Atlantic Marine and Drydock

This paper investigates a key concern with UHPWJ: the impact of “flash rusting” on coating life. The paper will explore what makes flash rust distinct from other forms of rusting encountered in surface preparation. The paper will conclude with the results of a “round-robin” test designed to evaluate the ability of industry personnel to discern different levels of flash rust in accordance with the SSPC SP-12 standards.

Modern Marvels: How High Performance Coatings Work

- “High Performance Zero VOC Acrylic Topcoat,” Wendy Zhao, The Sherwin Williams Co.

The speaker will describe a newly developed, high-gloss, high-performance, zero-VOC acrylic topcoat that offers performance properties comparable to a high VOC commercial acrylic used in protective and marine applications.

- “A Review of Optically Active Coatings,” Howard Jess, Luminous Technologies Ltd

This presentation will review the types of optically active coatings and will highlight limitations in their use under certain circumstances, including false positives, color change, cost, migration, and system limitations.

- “Characterization of the Surface Mechanical Properties of Paints and Polymeric Surface Coatings,” Nicholas Randall, CSM Instruments

This paper presents the instrumentation methods required to measure accurate mechanical properties of soft polymeric coating materials that are commonly used in paints, varnishes, and lacquers.

- “Flammability of Coatings,” Paul P. Greig, PPG Industries

The speaker will discuss the testing and flammability of applied coatings. Questions to be addressed include “How do thickness, coating type, and substrate influence flammability?” and “How can

surface burning characteristics be modified?”

- “Flexing Its Muscle: A High Build Elastomer Enhances a Water Treatment Process,” Tony Ippoliti, The Sherwin-Williams Company

This case study will emphasize the benefits of surface preparation, priming, selection, and topcoating with an NSF 61-certified 100% polyurea elastomer.

- “Flexible Polyurethane in High Impact Areas,” Anders Braekke, Jotun AS (Norway)

This paper will cover practical and theoretical testing of flexibility in polyurethane topcoats, specifying flexible polyurethanes, and comparing the flexibility of different technologies.

- “Overcoating Lead Based Paint on Steel Penstocks: Practical Experience Using A High Ratio Calcium Sulfonate Alkyd (Csa) System,” Mike O'Donoghue, Peter Roberts, Vijay Datta, and Terry McManus, Devoe Coatings, Akzo Nobel, and McManus Inspections Ltd.

The speakers describe key technical attributes of an innovative high ratio calcium sulfonate alkyd (CSA) overcoat system and the application of the coating system to a pressure-washed (5,000 psi) lead-based paint system on a penstock at a Canadian hydroelectric facility.

Challenges of the Building Envelope

- “Energy Efficiency—How to Build a Dry House or Building,” John Edgar, Sto Corp. This presentation will look at how air and moisture barriers for houses and buildings increase indoor air quality and energy efficiency. Research will be reviewed, and there will be a practical conversation regarding spray-on house/building wraps vs. paper and felt, along with breathable vs. vapor barriers.

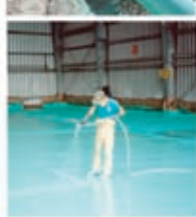
- “Temporary Humidity Control Helps Multifamily Housing Recovery in New Orleans,” Clyde B. Betz, CSI, and Brian Hickey, LAP, Munters Moisture Control Services

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Participants will learn how the process of temporary climate control during construction has contributed to predictable construction schedules, on-time completion, and elimination of indoor air quality problems.

- "Coatings Failures and Misapplications in the Commercial Painting Industry," Raymond Tombaugh, KTA-Tator, Inc.

The speaker will explain how applicators can determine product equivalency of acrylic and elastomeric acrylic paints for exterior commercial use. He will also describe an investigation to determine the cause of chalking and explain why coatings commonly thought to be equivalent are not.

- "Measuring the Performance of Cool Roofing Coatings," Richard Lee, Momentum Technologies

This presentation will provide an overview of the activities and functions of the Cool Roof Rating Council (CRRC) and current technical issues involving cool roofs. The presentation will also provide a review of emittance and reflectance properties of cool roofs and an overview of the CRRC/RCMA (Roof Coatings Manufacturers Association) substrate study initiated in 2008.

Next Generation Technology

- "Digital Data Management For Coating Inspection Tasks on Steel Structures," J.F. Fletcher, Elcometer Instruments Ltd. The speaker will describe the structure of a new coating inspection software system and illustrate how data is transferred electronically to the system using both wireless gauge technology and visual comparison systems. Examples of actual inspection tasks will be presented to illustrate how the system is used.
- "Novel Self-Healing Chemistries for Elevated Temperature Coating Applications," Gerald O. Wilson, Autonomic Materials, Inc.

This presentation will cover self-healing technology and its potential applications

in a variety of coatings, with a particular focus on elevated temperature processing, application, and service conditions.

- "Vinyl Coating System for the Marine Industry," Daniel Harrison, PhD, Biocoatings LLC

The speaker will discuss new vinyl coatings based on non-VOC green biomass solvent technology. Designed for industrial and marine applications, the new coatings are described as durable and environmentally safe.

- "Innovative Cold Sprayable Metalizing Systems for Architectural, Industrial and Marine Industries," Thomas J. Valente, LuminOre, Inc.

The speaker will discuss a newly developed and patented cold metalizing system that allows a seamless application of real composite metal to almost any substrate. The new technology uses conventional spray equipment and gives the look and feel of solid foundry cast metal.

Wednesday, February 18

Failure Analysis & Testing

- "Coating Failures—Causes And Corrections," Kenneth B. Tator, P.E., KTA-Tator, Inc.

Attendees will learn about coating failures, their mechanisms, and the means for avoiding failure. Examples of lead failures will also be discussed.

- "Adhesion Failure Mode Analysis: Cyclic Peel Testing in Synthetic Sea Water," Ray Holden, Concurrent Technologies Corporation

This session will focus on a new test method for predicting the service life of an exterior ship hull coating in seawater. Also included will be the theory behind bond strength and service life.

The Selection and Safe Use of High Performance Coatings

- "The Value of High Performance Coatings in Asset Management," Gary Gardner, The Sherwin-Williams Co.

The presenter will discuss how new coating technologies offer cost-effective,

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• “Comparing High Performance Coatings: Technologies, Safety, Environment,” Mark H. Schiering, MS, CIH, and Kenneth L. Gabele, The Sherwin-Williams Company

This session will compare the worker, safety, and environmental issues specific to different coating technologies, and will explain how applicators can use the coatings safely with proper ventilation and personal protective equipment.

• “Productivity Thru High Performance Coatings,” Chris Bylo, Blue Field Floors Inc.

Highlighting benefits such as fast-track scheduling and rapid return to service, the presenter will make a case for the role of high-performance coatings in successful construction management.

Protecting the Energy Infrastructure

• “Exterior Windtower Coatings—A Balance of Production, Protection, and Performance,” Randy Kerans, The Sherwin-Williams Company

This presentation will discuss the challenges of coating exterior windtowers in terms of shop productivity, corrosion resistance, film build, minimal transportation damage, and final appearance

• “Polymer Linings for Restoration & Corrosion Protection of Steel Surfaces,” Gregory M. Severyn, Sauereisen, Inc.; Greg Bracey, New Zealand Refining Co.; and Greg Wiggins, Pacific Concrete Protection

This presentation will discuss the problems presented at a petroleum refining operation and the selection process of materials used to meet the project demands.

• “Petrochemical Plant Process Condition Survey Analysis,” Ernst Toussaint and Kirk Shields, Greenman-Pedersen, Incorporated

A maintenance painting program for petrochemical plants is described in this session. The program is designed to be a consistent throughout each plant.

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"Moonwalk," Courtesy of New Orleans Convention and Visitors Bureau. Photographer: Ann Purcell

Get the Concrete Facts

- "Polyurethanes in Seamless Polymer Flooring Systems," Jing Zeng, PolySpec/Thiokol, an ITW Company

The speaker will discuss important aspects of aliphatic polyurethane, polyaspartic, and aromatic polyurethane technologies, with particular focus on characteristics related to seamless flooring.

- "Coating Masonry Substrates," Steve Revnew, The Sherwin-Williams Company
- This presentation will educate contractors on performance and aesthetic issues encountered when painting masonry surfaces and how to cost effectively add color and improve appearance and weather protection to masonry.

- "Caveat Emptor! Preparing Cementitious Mortars to Support High-Performance Lining Systems: Broom Finish or Blasted Surface," Vaughn O'Dea, Tnemec Company, Inc.

The speaker will summarize the results of an investigation to quantitatively assess the bond strength of various commercially available cementitious mortars when using a broom finish profile versus traditional mechanical profiling to prepare the surface. Also included is how high-performance lining systems affect the bond strength of cementitious mortars.

- "Good, Bad or Indifferent, Coating of Concrete in Wastewater Environments," Bob Murphy, The Sherwin-Williams Company

This presentation will cover the coating and lining selection process, surface preparation, application, and inspection for concrete used to protect wastewater facilities.

Everything Depends on Surface Preparation

- "New Method For Etching Concrete without the Environmental Drawbacks," David A. Hunter,

International Paint, LLC

This session will introduce a method for chemical surface preparation of concrete surfaces that has been recognized by ASTM under a recent revision of ASTM D4260.

- "Abrasive Blasting Using Sponge Media With Surgical Precision To Avoid

Collateral Damage To Existing Coatings And Equipment," Ted Valoria, Sponge-Jet, Inc.

The speaker will discuss how blasting with pliant sponge media in place of hand and power tool cleaning improves the quality of surface preparation and reduces labor hours in marine coating applications.

- "Major Keys to Cost-Effective Surface Preparation for Superior Coating Performance, Corrosion Protection and Long Service Life," Hugh J. Roper

This presentation will outline the results and conclusions of a number of years of testing and experience in preparing surfaces for high-performance coatings. The information is generic and applicable to most types of coatings, including liquid, high-solids, plural-component, and many types of powder coatings.

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Sunday, February 15

Executive Session

- 1:00 p.m. to 3:00 p.m., “Beyond Your Website—Creating an Online Strategy,” presented by Bill McKinney from Advisors on Target. Learn how to improve a company’s online presence and drive Web site traffic. This program is approved for PDCA Contractor College credit.
- 3:00 p.m. to 5:00 p.m., “Leveling the Playing Field: Women in the Paint and Coatings Arena,” moderated by Karen Gaspers, Douglas Publications LLC. Panelists: Carol Adkins, Adkins Quality Painting, Inc.; Karen McClain, Karen McClain Visuals, Inc. The panelists will discuss challenges women face in the paint and coatings profession and specific strategies to overcome them.

Management and Sales Session

- 1:00 p.m. to 2:00 p.m., “10 Steps to Properly Staff your Contracting Business,” presented by Robert A. Fortune, Fortune Painting Company. The presenter will help contractors improve their hiring plan by explaining his flexible ten steps to properly staff a contracting business.
- 2:00 p.m. to 3:00 p.m., “Best Practices Guide for Architectural Commercial/Industrial Painting,” presented by Barry Law of MPI, Inc. The course is part of the “Best Practices” series and is approved for PDCA Contractor College credit.
- 3:00 p.m. to 4:00 p.m., “Workplace Problem Solving—Dealing with Difficult Employees,” presented by Doug Duncan, yourhrsolutions.com, Contractor College

SuperStar Instructor. This session is intended to help attendees identify the personality types that expose themselves during workplace conflicts. Participants will be better prepared to deal with these situations by understanding the employees’ perspective.

- 4:00 p.m. to 5:00 p.m., “Boosting Your Customers’ Color Confidence

including the difference between the two, types, and common problems.

- 3:00 p.m. to 4:00 p.m., “How to Avoid Residential and Commercial Paint Failures,” presented by Bob Cusumano, Coatings Consultants, Contractor College SuperStar Instructor. Learn how to avoid paint failures from improper application methods, poor product choices, surface



Quotient,” presented by Jackie Jordan, The Sherwin-Williams Company. Contractors will learn how to assist their customers in color selection by learning more about color basics and the right questions to ask customers.

Products and Production Session

- 1:00 p.m. to 2:00 p.m., “No Limits to Acoustic Ceiling Opportunity,” Ken Woolf, CEO ProCoat. Participants in this program will learn how to benefit from providing acoustic ceiling services.
- 2:00 p.m. to 3:00 p.m., “Caulk and Sealant Training,” with Mindi Childress from White Lightning. The class provides an overview of technical and practical information on caulks and sealants,

cohesion levels, and other causes.

- 4:00 p.m. to 5:00 p.m., “Tricks of the Trade: Paint Tech,” Brandt Domas, Work Systems, Contractor College SuperStar Instructor. This session covers the use of new technology and tools to increase work efficiency.

Specific Interest Session

- 1:00 p.m. to 3:00 p.m., “Profitable Commercial Project Management,” PDCA Commercial Forum.
- 3:00 p.m. to 4:00 p.m., “Future Shock: Trends and Forecasts,” panel discussion. An expert panel details trends and forecasts where the paint and coatings industry is going and how to stay

Continued

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ahead of the changing demands customers place on a company.

Monday, February 16

Executive Session

- 10:00 a.m. to 11:00 a.m., "Keeping Pace on the Internet with Search Engine Optimization," presented by Daniel Kim, Organic Growth SEO. The session will focus on how to increase exposure on the internet in today's changing advertising and marketing climate. Approved for PDCA Contractor College credit.
- 11:00 a.m. to noon, "Protecting Your Business Assets: Maximizing Insurance Proceeds to Cover Benzene-Related Liability Claims," with Barry I. Buckman, Dickstein Shapiro LLP. The presentation discusses how a business facing liability claims related to benzene-containing products can maximize its rights to coverage under general liability insurance policies.
- 1:30 p.m. to 3:30 p.m., "The Art of Networking, Building Alliances, and Developing New Business Channels," presented by Richard Bright, Bright Concepts, Contractor College SuperStar Instructor. This interactive session will focus on networking and standing out from the competition. Approved for PDCA Contractor College credit.
- 3:30 p.m. to 4:30 p.m., "How to Be the CEO of Your Paint Company," Brian Drucks, yourcostcenter.com, Contractor College SuperStar Speaker. The class will discuss the tools and objectives a company needs to build a self-sustaining enterprise that earns a profit. Approved for PDCA Contractor College credit.

Management and Sales Session

- 10:00 a.m. to noon, "Using COPs as a Tool to Train Your Painters," with Harry Lux, Luxbrush Painting, and Mario Guertin of Painting in Partnership. The course will demonstrate how to use the Craftsman Operating Procedures (COPs) to train painters.
- 1:30 p.m. to 2:30 p.m., "The Art of

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Product Development,” presented by Beth Eng of International Paint LLC. The session will discuss how a company can bring a concept from the first thought to a developed product that customers will buy.

- 2:30 p.m. to 3:30 p.m., “Dealing with the Generational Divide,” Doug Duncan, yourhrsolutions.com, Contractor College SuperStar Instructor. The session identifies pitfalls of incorporating different generations into teams and teaches how to prevent common conflicts. Approved for PDCA Contractor College credit.
- 3:30 p.m. to 4:30 p.m., “Giving Back: Coordinating a Charity Project,” presented by Joshua Abramson of A. Allbright Painting, Inc. Learn how to create and market a charity event, recruit sponsors, and get local press before and after.

Products and Production Session

- 10:00 a.m. to 11:00 a.m., “Choosing the Right Tools for the Job,” with Brandon Barth, GRACO.
- 11:00 a.m. to noon, “Best Practices Guide for Commercial/Institutional Maintenance Painting,” presented by Barry Law of MPI, Inc. The course, part of the “Best Practices” series, is approved for PDCA Contractor College credit.
- 1:30 p.m. to 3:30 p.m., “Innovations in Faux,” with Sheri Zeman, Faux Design Studio. The session will explain the newest techniques in decorative painting and discuss textures, metallics, glazes, and other materials.
- 3:30 p.m. to 4:30 p.m., “PDCA Standards,” presented by Bob Cusumano of Coatings Consultants and a Contractor College SuperStar Instructor. Attendees will learn the specifics of PDCA Standards development, how to apply the standards to on-the-job situations, and how to use them in contracts.

Specific Interest Session—Eco-Friendly

- 10:00 a.m. to 11:00 a.m., “Lime Green: Environmental Benefits of Slaked

Lime Plaster,” Nurit & Ofer Regev, TexSton. Participants will learn the environmental advantages of lime plaster over acrylic finishes and why lime plaster is categorized with natural materials.

- 11:00 a.m. to noon, “Marketing ‘GREEN,’” presented by Joel Hamberg of Joel Hamberg Painting. The presenter emphasizes marketing and selling Green painting and what is currently successful with contractors and manufacturers.
- 1:30 p.m. to 2:30 p.m., “Green Product Technology,” by Jeff Spillane, Benjamin Moore and Company. Learn what it means to be green in the painting and coatings industry, including what it means to truly have a “green” product.
- 2:30 p.m. to 3:30 p.m., “The Green Standard: A Guide to VOC Compliance,” with Steve Revnew of the Sherwin-Williams Company. The presentation will discuss VOC compliance, the most

recent regulations, and how specifying low VOC coatings can impact a contractor’s bottom line. Approved for PDCA Contractor College credit.

- 3:30 p.m. to 4:30 p.m., “Green is the New Decorator White: Selling Green to Your Customers,” Christine Chase from GreenSeal.

Tuesday, February 17

Executive Session

- 8:00 a.m. to 10:00 a.m., “Employee Morale and Motivation,” presented by Joel Cullum, SESCO Management. The program discusses underlying principles of motivation and morale and how to apply them when motivating employees.
- 10:00 a.m. to 11:00 a.m., “Building a Sustainable Commercial Paint Company,” with Brian Drucks, yourcost-center.com, a Contractor College

Continued



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SuperStar Instructor. The presentation discusses what to focus on to build a commercial division, including marketing, attracting clients, bidding, and price structure. Approved for PDCA Contractor College Credit.

- 11:00 a.m., "What's Comp Got To Do With It...", presented by Peter R. Picetti of Heffernan Insurance Brokers. The hour will be spent discussing a historical overview of Worker's Compensation, today's coverage needs for contractors, and how to understand and control the experience modifier.

- 3:00 p.m. to 4:00 p.m., "The Glass is Half Full—The Truth About the Economy," presented by Jon Abbett of Financial Advantage Associates, Contractor College SuperStar Instructor.

- 4:00 p.m. to 5:00 p.m., "The Glass is Half Empty—Where You Should Be Taking Your Company In This Economy," presented by Jon Abbett of Financial Advantage Associates, Contractor College SuperStar Instructor.

Management and Sales Session

- 8:00 a.m. to 10:00 a.m., "Stealing is the Highest Form of Flattery," presented by Richard Bright of Bright Concepts, a Contractor College SuperStar Instructor. The session will be an interactive exchange to share expertise and receive answers on how to deal with specific issues. Approved for PDCA Contractor College credit.

- 10:00 a.m. to 11:00 a.m., "Why Have a Sales System?" with Pete Brown of Sandler Sales Systems, a Contractor College SuperStar Instructor. This presentation is for owners, presidents, and sales managers who desire to learn the benefits of what a selling system can do for their organizations. Approved for PDCA Contractor College credit.

- 11:00 a.m., "Estimating," presented by Brandt Domas, Work Systems and a Contractor College SuperStar Instructor. Attendees will learn important principles for estimating. Approved for PDCA

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- 3:00 p.m. to 4:00 p.m., “Get in the Zone—The HUBZone,” Loretta Poree, SBA. The session will discuss the requirements for meeting the HUB Zone guidelines and how the program can be used to help a business grow. The speaker will include information on how the Small Business Administration manages the HUB Zone program, what the criteria are to qualify, and how to find out a state’s requirements.

- 4:00 p.m. to 5:00 p.m., “People Development—From Recruitment to Retention,” presented by Linnea Blair, Advisors on Target. The workshop will provide a set of step-by-step processes, from the initial decision to recruit, through the lifecycle management process of a team member. Approved for PDCA Contractor College credit.

Products and Production Session

- 8:00 a.m. to 9:00 a.m., “What Lies Beneath? Is a Historic Building a Blank Canvas, Or Is There a Hidden Treasure Inside?” presented by Rick Statz, Conrad Schmitt Studios. The course will look at case studies of the restorations of the Irvine Auditorium, the Pennsylvania University, and the Administration building at Notre Dame University.

- 10:00 a.m. to 11:00 a.m., “Estimating and Defining the Scope of Work for Historic Restoration Projects,” with Duffy Hoffman, a PDCA Craftsmanship Forum. Attendees will learn to read boiler plate scopes of work, how boiler plate scopes do not work, and how to use them to one’s advantage. Also covered are evaluation of structures, evaluation sheets, time testing estimates, and getting the most out of a pre-bid conference.

- 3:00 p.m. to 4:00 p.m., “Let’s Buy Gold—Wait, Is It Too Late?” presented by B. Gunar Gruenke of Conrad Schmitt Studios. The session will explore the different design options for metals and their pros and cons. There will also be a case

study of the new Winspear Opera House in Dallas, TX.

- 4:00 p.m. to 5:00 p.m., “Sustainability—What’s the Big Fuss?” with Stewart Williams from The Rohm and Haas Paint Quality Institute. The presentation will discuss how growing public awareness is driving suppliers and

manufacturers to surpass VOC regulations. Concepts such as “cradle to grave” and “Lifecycle Thinking” will be discussed. The green trend will be explored from both the customer perception and the technology/chemistry side. Approved for PDCA Contractor College credit.

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Specific Interest Session

- 8:00 a.m. to 10:00 a.m., "Craftsman's Corner," a panel with the Craftsmanship Forum. Attendees will learn about the processes of creating COPs and how they can be used in a company to improve profits and standardize painting procedures.
- 10:00 a.m. to 11:00 a.m., "From Zero to Faux in Just Hours," presented by Ed



"Bourbon Street at Night," Courtesy of New Orleans Convention and Visitors Bureau. Photographer: Richard Nowitz

Mattingly of Roman Architectural Finishes. The hands-on seminar and lecture will teach attendees how to complete decorative finishes in a few hours. There will be demonstrations of several popular finishes, such as metallics, and venetian plaster effects.

- 3:00 p.m. to 5:00 p.m., "The Best of Advanced Shop Talk 08—'Building A Recession-Proof Business'," Residential Forum Panel. A panel of experienced residential painting contractors discuss how best to prepare for and survive an economic disaster.

Wednesday, February 18

Executive Session

- 8:00 a.m. to 10:00 a.m., "How Can I Be #1 on Google?: Growing and Defending Your Business Using the Web," with Brian Kraff of Market Hardware, Inc. Learn what makes a professional Web site, pitfalls to avoid and how to make sure people can find the site. Approved for PDCA Contractor College credit.

- 11:00 a.m. to 12:30 p.m., "Advanced Lawsuit Protection and Tax Reduction Strategies," presented by G. Kent Mangelson from American Society for Asset Protection. This presentation will help attendees achieve financial peace of mind by knowing that they are paying the legal minimum in taxes and that their assets cannot be taken from them in the event of a lawsuit. Topics include legally saving 40% on income taxes each year, estate planning strategies, and avoiding common lawsuit protection mistakes. Approved for PDCA Contractor College credit.

- 3:00 p.m. to 4:00 p.m., "Sexual Harrassment," presented by Joel Cullum, SESCO. The seminar is designed to give management and ownership an understanding of the laws, their obligations as an employer, and strategies to protect themselves if they are subjected to such behavior.

- 4:00 p.m. to 5:00 p.m., TBD

Management and Sales Session

- 8:00 a.m. to 9:00 a.m., "Sales Superstars—Residential," Mark DeFrancesco of MDF Painting & Power Washing, LLC. The workshop will dissect all elements of the sales process, from initial point-of-contact with a customer until contract finalization and project deposit. A guide to increasing the rev-

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enue of sales personnel will be given.

- 9:00 a.m. to 10:00 a.m., "Effective Financial Management," with Linnea Blair, Advisors on Target. The seminar will teach business owners and managers essential financial interpretations and management techniques. Topics to be covered include cost behavior and margin and productivity analysis. Approved for PDCA Contractor College credit.

- 10:00 a.m. to 11:00 a.m., "Is Your Sales Team Recession Proof?" presented by Pete Brown of Sandler Sales Systems, a Contractor College SuperStar Instructor. The workshop is suited for those with too few new business opportunities, have a seasoned but complacent sales staff lacking a strong push to take the business to the next level. Approved for PDCA Contractor College credit.

- 11:00 a.m. to 12:30 p.m., "Project Management 101," hosted by Ana Boudreaux and Alfred Cannon of PMI New Orleans Chapter. Member leaders from the Project Management Institute will give information on the proper methods of incorporating project management into an organization's activities.

- 3:00 p.m. to 4:00 p.m., "The New Do-It-Yourself 'Painter': The Contradictory Consumer," presented by Debbie Zimmer from The Rohm and Haas Paint Quality Institute (PQI). The presentation will discuss the best ways to understand the changing needs and desires of paint consumers and how to communicate with them. Approved for PDCA Contractor College credit.

- 4:00 p.m. to 5:00 p.m., "Mastermind Network," lead by Mark Defrancesco from MDF Painting & Power Washing, LLC. The workshop will explore the value of networking with other business professionals to drive sales and with other non-competing painting contractors to improve internal business systems.

Products and Production Session

- 8:00 a.m. to 9:00 a.m., "2009 Changing Design, Color, and



Demographic Trends,” presented by Debbie Zimmer, Rohm and Haas, PQL. The session will discuss how changing demographics and design trends will affect products and services developed for homes and buildings. Approved for PDCA Contractor College credit.

- 9:00 a.m. to 10:00 a.m., “There’s Nothing Warm and Fuzzy About Mold and Mildew Except Mold and Mildew,” with Jack Ford from Rustoleum. Learn about products and other resources that help prevent the spread of spores that are linked to health problems and the destruction of homes and offices.

- 10:00 a.m. to 11:00 a.m., “The Healthy Wallcovering Sandwich, Featuring the Next Generation of Wallcovering Adhesives and Primers,” with Gerald Russo of Roman Decorating Products. This session will help one avoid the pitfalls of poor adhesion by discussing the ins and outs of adhesives and primers. Attendees will learn the chemistry and logic behind industry standards and will get the necessary information to properly engineer challenging wallcovering installations for maximum performance and efficiency.

- 11:00 a.m. to 12:30 p.m., “If It’s Not Broke, Break It,” presented by John Fattor from The Wooster Brush Company. The discussion will cover how picking the right brushes and rollers makes a big difference in production.

- 3:00 p.m. to 4:00 p.m., “Interior Designers or Interior Disasters?!” hosted by Ed Mattingly of Roman Architectural Finishes. The discussion will cover over 15 years of case studies of successful installations as well as some not-so-successful ones. Topics will include where to find interior designers, and how to handle a client/designer consultation.

Specific Interest Session

- 8:00 a.m. to 12:30 p.m., “Pro Faux Certification.” This session/training program incorporates faux-finish basics, including surface prep, tool and sundry

usage, and effective application techniques. Emphasis is on guiding contractors in marketable decorative finishes for sophisticated clients. Students will create a portfolio of four faux finishes. Students will receive an instruction manual and a PDCA Certification. Separate registration is required, \$189 per person.

- 3:00 p.m. to 4:00 p.m., “Building Your Business PR and Communications Program,” presented by Brandt Domas, Work-Systems and a Contractor College SuperStar Speaker. Approved for PDCA Contractor College credit.

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SSPC Committees and Task Groups Have Full Agendas

SSPC technical committees and task groups will be busy at PACE. Most meetings are open to all attendees. Some meetings are by invitation only. Only committee members may vote on business. Below is the information available at press time.

Sunday, February 15

- SSPC Standards Review Committee (invitation only), 8:30 a.m.–noon.
- SSPC NBPI Instructors (invitation only), 10:30 a.m.–noon: All approved SSPC NBPI instructors are encouraged to attend.
- C.2.0, Surface Preparation Steering Committee (invitation only), 1:00–3:00 p.m.
- SSPC Local Chapter Chairs, 2:00–3:00 p.m.: Chapter Officers will discuss new events and initiatives for 2009 and ways to improve chapter participation.
- C.1.0, Coatings Steering Committee (invitation only), 3:00–4:30 p.m.



*Music in Jackson Square
Courtesy of New Orleans Convention and Visitors Bureau*

Monday, February 16

- SSPC Committee Chairs Workshop (invitation only), 10:00 a.m.–noon.
- C.1.1, Zinc Rich Coatings Committee, 1:00–3:00 p.m.
- C.2.1, Abrasives Committee, 2:30–4:30 p.m.
- C.5.3.D, SSPC-QP 2, Revision Committee, 2:30–4:30 p.m.

Tuesday, February 17

- Protective Coatings Specialists Breakfast, 7:15–8:30 a.m.: All SSPC-certified PCS professionals are encouraged to attend. The event will include an update from the Individual Certification Task Group and a chance to win door prizes.
- SSPC/NACE STG 350, Surface Preparation by Wet Abrasive Blast Cleaning Committee, 8:00–10:00 a.m.
- Individual Certification Task Group, 8:30 a.m.–9:15 a.m.: The group will meet immediately following the breakfast.
- SSPC Government Affairs Committee, 8:00–10:00 a.m.:

Members will review proposed regulations and legislation that may affect the protective coatings industry. Activities include developing consensus reviews of regulations and legislation and exchanging information on pertinent government issues.

- Discussion of Zinc Coatings vs. Galvanizing, 10:00 a.m.–noon.
- SSPC/NACE STG 275-278, Surface Preparation by Waterjetting (Standard) Committee, 10:00 a.m. to noon.
- SSPC PCCP Advisory Committee Open Meeting, 10:30 a.m.–noon: This meeting, open to all attendees, will include a review of minutes from the PACE 2008 meeting and updates on PCCP marketing and on the Program.
- Procedure for Determining Surface Profile Committee, 1:00–3:00 p.m.
- SSPC/NACE STG 006, Dry Abrasive Blast Cleaning Standards, 1:00–3:00 p.m.
- C.1.3.D, Polyurethane Committee, 1:00–3:00 p.m.
- SSPC PCCP Advisory Committee—Executive Session (invitation only), 1:30–3:30 p.m.: The executive session will include discussion of SSPC-QP 1 and QP 2 revisions. All committee members are encouraged to the open session, also.
- C.2.8, Surface Preparation of Non-Ferrous Metals Committee, 3:00–5:00 p.m.
- SSPC/NACE STG 007, Solvent Cleaning Committee, 3:00–5:00 p.m.

Wednesday, February 18

- Facility Owners Breakfast, 7:15–8:30 a.m.: Sponsored by SSPC and the QP-certified contractors, the breakfast provides owners with an opportunity to catch up with their colleagues from other facilities.
- C.6, SSPC Education Committee, 8:00–10:00 a.m.
- SSPC/NACE STG 323, Wet Blast Cleaning (Report) Committee, 8:00–10:00 a.m.
- C.1.9, Polyurea Coatings Committee, 10:00 a.m.–noon.
- C.5.3.A, Containment of Hazardous Surface Preparation, 10:00 a.m.–noon.

Open for Business: Exhibitors Set Up Shop

The Exhibitor Hall at PACE 2009 showcases more than 140 companies ready to offer their goods and services to the protective coatings industry. Below is a preview of all known exhibitors at press time. For more information, contact Lorena Walker at walker@sspc.org.



Courtesy of New Orleans Convention and Visitors Bureau. Photographer: Carl Purcell

fax: 248-344-9401; www.cdims.com. Booth 511. *See our display and spotlight ads in this issue.*

- **ArmaKleen Co.** manufactures Arm-ex® from Arm & Hammer®, a baking soda-based abrasive used for industrial maintenance applications and fire and mold remediation. 469 North Harrison St., Princeton, NJ 08543; 609-497-7220; fax: 609-497-7176; www.armex.com. Booth 316. *See our display ad in this issue.*

- **Armor Professional Work Wear** offers paint apparel with built-in knee pad pockets and ergonomic design. 2999 S. 300 W., Salt Lake City, UT 84115; 801-649-6485; fax: 801-355-3833; www.armorapparel.com. Booth 737

- **ASTM International** is a standards development organization with 140 committees that develop standards for several industries, including painting and coatings. 100 Barr Harbor Dr., West Conshohocken, PA 19428; 610-832-9612; fax: 610-834-3663; www.astm.org. Booth 338

- **Abrasive Products and Equipment, LP** is a full-service specialty distribution company that concentrates on the sale, service, and rental of abrasive blast and paint equipment for the Gulf Coast region. 201 Georgia Ave., Deer Park, TX 77536; 281-930-0808; fax: 281-930-0813; www.apeblastandpaint.com. Booth 741

- **Advanced Recycling Systems, Inc.** sells, rents, supplies, and services abrasive blasting, vacuuming, and dust collection equipment. 4000 McCartney Rd., Lowellville, OH 44436; 330-536-8210; fax: 330-536-8211; www.arsrecycling.com. Booth 250. *See our display and spotlight ads in this issue.*

- **Advantage SPS, LLC** provides mobile and stationary blasting, steel grit recycling, dust collection, and vacuum recovery systems driven by diesel or electric power to deliver low cost. 708 N. 1st St., Minneapolis, MN 55401; 800-800-7761; fax: 612-435-4951; Booth 750. *See our display ads in this issue.*

- **Advisors On Target** provides business coaching and consulting services for contractors who want to grow their businesses, implement best business practices, and become effective leaders. 7676 Hazard Center Dr., Ste. 1150, San Diego, CA 92108; 619-291-3700; fax: 866-671-7857; www.advisorsontarget.com. Booth 924

- **Air Systems International, Inc.** manufactures confined space ventilation kits, breathing air panels, portable filtration systems, and environmental products for the past 25 years. 829 Juniper Crescent, Chesapeake, VA 23320; 800-866-8100; fax: 800-247-5850; www.airsystems.com. Booth 614. *See our display ad in this issue.*

- **Alaron Corporation** has offered training and other services to the nuclear industry since 1983. 2138 State Route 18, Wampum, PA 16157; 724-535-5777; fax: 724-535-1165; www.alaron-nuclear.com. Booth 728

- **Alocit-A&E Anticorrosion Systems** Alocit Ideal Primer and Topcoat is designed for wet/sweating metal or concrete application and can be applied underwater. P.O. Box 3441, Ponte Vedra, FL 32004; 904-819-8985; www.ae-sys.com. Booth 847

- **American Painting Contractor** is an educational and business resource that features new products, tips, and techniques for painting contractors. 2807 North Parham Rd., Ste. 200; Richmond, VA 23294; 804-762-9600; fax: 804-217-8998; www.paintmag.com. Booth 421

- **Arid-Dry by CDIMS** manufactures mobile desiccant dehumidifiers for temporary humidity control and constructive drying. Units can include special filtration, cooling, and heating, and are available in 600-25,000 CFM supply volumes. 29235 Lorie Ln., Wixom, MI 48393; 248-344-7236;



Exhibit Hours

Monday, February 16

4:30 p.m.: Exhibit hall ribbon cutting ceremony
4:30 p.m.-8:00 p.m.: Exhibit hall open

Tuesday, February 17

Noon-5:00 p.m.: Exhibit hall open

Wednesday, February 18

10:00 a.m.-3:00 p.m.: Exhibit hall open



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• **Atlantic Design, Inc.** is an engineering and manufacturing firm that rents and sells new and used equipment and supplies for abrasive blasting. It also upgrades, retrofits, and troubleshoots existing equipment. P.O. Box 938, Abingdon, MD 21009; 866-225-5234; fax: 866-266-2600; www.calladi.com. Booth 450. *See our display ad in this issue.*

• **AXXiom Manufacturing, Inc.**™ provides Schmidt® abrasive blast equipment and other engineered air blast systems. 11927 S. Highway 6, Fresno, TX 77545; 281-431-0581; fax: 281-431-1717; www.axxiommfg.com. Booth 738. *See our display ads in this issue.*



• **Barton Mines Co., LLC** supplies high-quality industrial garnet abrasive products and offers a full range of Mil-Spec and CARB-approved blast abrasives. Six Warren St., Glens Falls, NY 12801; 800-741-7756; fax: 518-798-5728; www.barton.com. Booth 416. *See our spotlight ad in this issue.*

• **Benjamin Moore & Co.** manufactures a full line of premium, professional, and high-performance industrial coatings and services all aspects of the coatings business. 101 Paragon Dr., Montvale, NJ 07645; 201-949-6216; fax: 201-949-6645; www.benjaminmoore.com. Booth 304

• **BIC Alliance** publishes *BIC* magazine. The company is an interactive marketing and matchmaking firm specializing in the industrial, construction, safety, and environmental sectors. P.O. Box 1086, Kemuh, TX 77565; 281-538-9996; fax: 281-538-9991; www.bicalliance.com. Booth 745

• **Binks-Devilbiss** has a product line that includes tanks, pumps, air and fluid controls, hoses, and connections. HVLP, conventional, air assist, airless, and line stripping guns are available. 195

Internationale Blvd., Glendale Heights, IL 60139; 630-237-5000; fax: 630-237-5003; www.binks.com. Booth 746

• **BioCoatings** offers new VOC-compliant PVC technology based on old PVC performance. It offers primers, paints, and coatings as well as sealers for concrete, wood, rubber, and steel for the marine, industrial, and commercial markets. 1007 North Federal Hwy., Ste. 227, Fort Lauderdale, FL 33304; 716-983-1749; www.biocoatings.org. Booth 845



• **Cabot** manufactures premium-quality architectural coatings for exterior and interior wood care, and offers a complete line of wood preparation products to assure beautiful, long-lasting results. 100 Hale St., Newburyport, MA 01950; 800-877-8246; fax: 800-998-3299; www.cabotstain.com. Booth 442

• **Carboline Company** supplies high-performance coatings, linings, and fireproofing products around the world through continuous technological improvements and first class service. 350 Hanley Industrial Ct., St. Louis, MO 63144; 314-644-1000; fax: 314-644-3353; www.carboline.com. Booth 104. *See our display and spotlight ads in this issue.*

• **The Cardinal Group, Inc., Environmental Corporation** offers full-service environmental assessment, hazardous and non-hazardous waste services, consulting, training, and emergency response. 828 N. Hanover St., Pottstown, PA 19464; 484-945-0575; fax: 484-945-0577; www.cardinalgroupp.com. Booth 649

• **CESCO** manufactures Aqua Miser B.O.S.S. ultra-high-pressure water blasting systems and supplies abrasive blasting, painting, and safety equipment. 7251 Cross County Rd., N. Charleston, SC 29418; 843-760-3000; fax: 843-760-3500; www.blastandpaint.com. Booth 119. *See our display ad in this issue.*

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- **CHLOR*RID International Inc.** furnishes the coatings industry with a complete line of products for soluble salt detection and removal. P.O. Box 908, Chandler, AZ 85224; 480-821-0039; fax: 480-821-0364; www.chlor-rid.com. Booth 433. See our display ad in this issue.
- **Clemco Industries Corp.** manufactures abrasive blast equipment and related

products, including portable blast machines, specialty blast products, operator safety equipment, blast cabinets, recovery systems, and blast rooms. One Cable Car Dr., Washington, MO 63090; 636-239-0300; fax: 636-239-0788; www.clemcoindustries.com. Booth 320. See our display and spotlight ads in this issue.

- **CoatingsPro Magazine** offers an in-depth look at coatings based on case studies, successful business operation, new products, industry news, and the safe and profitable use of coatings and equipment. 4501 Mission Bay Dr., Ste. 2G, San Diego, CA 92109; 858-490-2708; fax: 858-272-0622; www.fourpointpub.com. Booth 540
- **Coatings World Magazine** is published monthly and read by over 17,000 technical formulators and managerial and marketing directors. Its staff provides global information on the coatings industry. 70 Hilltop Rd., Ramsey, NJ 07446; 201-825-2552; fax: 201-825-0553; www.coatingsworld.com. Booth 334
- **COMEX/Fraze Paint** develops and manufactures a range of engineered high-performance industrial and commercial coatings. Its products include zinc riches, epoxies, polyurethanes, acrylics, and alkyds. Nogal #227 Santa Marie la Ribera, Mexico City, DR 06400 Mexico; 525-329-2100; fax: 525-329-2170. www.the-comexgroup.com. Booth 804
- **Convenience Products/Seal-Krete** manufactures Seal-Krete concrete and masonry waterproofers, sealers, paints, stains, and decorative textured coatings. New GraniTex and 2 Part Urethane Sealer products available. 306 Gandy Rd., Auburndale, FL 33823; 800-323-7357; fax: 863-865-2326; www.seal-krete.com. Booth 809
- **Con-Space Communications Ltd.** offers communication and video gear designed for high noise and explosive environments. The Hardline systems offer two-way, simultaneous voice communications for confined spaces. 1160 Yew Ave., Blaine, WA 98231; 800-546-3405; fax: 800-546-3410; www.con-space.com. Booth 216
- **Corona Brushes, Inc.** is a third-generation, family-owned company that manufactures handcrafted, professional-quality paint applicators. 5065 Savarese Cr., Tampa, FL 33634; 813-885-2525; fax: 813-882-9810; www.coronabrushes.com. Booth 315
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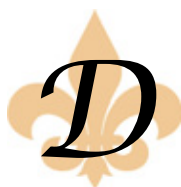
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face mechanical properties characterization, including indentation testers, scratch testers, and tribometers of varying load ranges. 197 1st Ave., Ste. 120, Needham, MA 02494; 781-444-2250; fax: 781-444-2251; www.csm-instruments.com. Booth 613. *See our spotlight ad in this issue.*

- **CTS Cement Mfg. Corp./Rapid Set®** offers low-pH level Rapid Set® cement products for patching and repairs. The products reduce the susceptibility to paint flashing and discoloration and can be painted the same day. 11065 Knott Ave., Ste. A, Cypress, CA 90630; 800-929-3030; fax: 714-379-8270; www.ctscement.com. Booth 640



- **Daich Coatings Corp.** formulates and manufactures innovative, high-performance interior and exterior surface coatings. Its products are installed by professional contractors commercially and residentially, as well as do-it-yourselfers. 2360A Southfield Rd., Mississauga, ON L5N2W8, Canada; 905-361-7496; fax: 905-812-1164; www.daichcoating.com. Booth 132

- **Dampney Company Inc.** designs, develops, manufactures, and distributes engineered coating systems for specialized applications. It services the refining, petrochemical, pipeline, power, offshore, OEM, and pulp and paper industries worldwide. 85 Paris St., Everett, MA 02149; 617-389-2805; fax: 617-389-0484; www.dampney.com. Booth 103. *See our display ad in this issue.*

- **DECO-Custom Publishing Design Group** publishes custom four-color magazines for associations. 35 Cold Spring Rd., Ste. 321, Rocky Hill, CT 06067; 314-514-7322; fax: 314-514-9417; www.my-company-magazine.com. Booth 146

- **The Decorative Arts Show** is the premiere show for the professional artisan and specialty contractor. P.O. Box 1416, Broomfield, CO 80038; 303-469-0424;

fax: 303-465-3424; www.thedecorative-artsshow.com. Booth 920

- **DeFelsko Corp.** is a U.S. manufacturer of PosiTector® 6000, PosiTest®, and PosiPen® coating thickness gages and inspection instruments, including adhesion testers, dew point meters, and wall thickness gages. 802 Proctor Ave., Ogdensburg, NY 13669; 315-393-4450; fax: 315-393-8471; www.defelsko.com. Booth 510. *See our display and spotlight ads in this issue.*

- **Dehumidification Technologies, Inc.** rents or permanently installs desiccant and equipment for industrial projects. The company has highly trained and fully qualified technicians. 6609 Avenue U., Houston, TX 77011; 713-939-1166; fax: 713-939-1186; www.rentdh.com. Booth 441. *See our display ad in this issue.*

- **DESCO Mfg. Co., Inc.** manufactures dust-free surface preparation tools designed to remove and contain lead, asbestos, silica, and beta hot spot decontamination with minimal secondary engineering controls. 30081 Comercio, Rancho Santa Margarita, CA 92688; 949-858-7400; fax: 949-858-9141; www.descomfg.com. Booth 211. *See our display ad in this issue.*



*Joan of Arc statue, courtesy of New Orleans Convention and Visitors Bureau.
Photographer: Harry Costner*

- **Detail Masters, Inc.** is the nation's largest overspray and paintless hail repair specialists. The company provides quality and expert customer service. 801 North Main, Boerne, TX 78006; 800-634-9275; fax: 210-490-6242; www.detailmasters.com. Booth 816. *See our display ad in this issue.*

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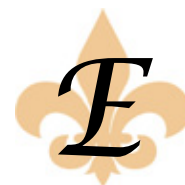
• **Detroit Tarpaulin, Inc.** has manufactured tarps, covers, and custom enclosures for 40 years. It will display materials used nationwide for containing lead from abatement and construction projects. 15500 Oakwood Dr., Romulus, MI 48174; 800-457-5054; fax: 734-955-8208; www.detroittarp.com. Booth 423. *See our display ad in this issue.*

• **DoD Corrosion Office/Alion Science-AMM-TIAC** implements strategies for policies and programs, oversees the armed services' corrosion prevention control mitigation projects, and represents the DoD corrosion executive at anything corrosion-related. 201 Mill St., Rome, NY 13104; 315-339-7009; fax: 315-339-7107; www.alion-science.com. Booth 439

• **Doosan Portable Power** formerly Ingersoll Rand, offers a full line of portable air compressors for blasting and painting, as well as dryers, generators, and lighting systems. 1293 Glenway Dr., Statesville, NC 28625; 704-883-3764; fax: 704-883-3770; www.doosanportablepower.com. Booth 913. *See our display ad in this issue.*

• **DRYCO** provides industrial climate control for the blasting and coating industry, specializing in desiccant and SubCool dehumidification, cooling, heating, and temporary power. One W. Lake St., Unit-B, Northlake, IL 60164; 866-379-2600; fax: 708-531-9906; www.drycogroup.com. Booth 827

• **DUSTNET by EMI International** is a liquid dust suppressant that safely and effectively removes dust when used with abrasives and other industrial minerals in applications including blasting, cement, and agriculture. P.O. Box 12107, Pensacola, FL 32591; 850-438-4111; fax: 850-438-4226; www.dustnet.com. Booth 328



• **Eagle Industrial Equipment** is a domestic and international single-source provider of engineering, equipment fabrication, on-site equipment reconditioning, and complete installation services. P.O. Box 616, Lockport, LA 70374; 985-637-7213; fax: 985-532-3040; www.eagleie.com. Booth 732

• **Eagle Industries** will display a variety of environmental products, including hygiene facilities, negative pressure units, protective clothing, monitors, and enclosures for industrial applications. 5531 River Rd., Harahan, LA 70123; 504-733-3510; fax: 504-733-3552; www.eagleind.com. Booth 404. *See our display ad in this issue.*

• **Elcometer, Inc.** will be demonstrating its entire line of inspection instruments for paints and protective coatings, including coating thickness, adhesion, surface profile, dew point meters, and holiday detectors. 1893 Rochester Industrial Dr.,

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• **Everblast Inc.** designs, manufactures, and supplies quality abrasive blast cleaning nozzles to the international abrasive blast cleaning industry. 8445 Pyott Rd., Lake In The Hills, IL 60156; 815-788-8660; fax: 815-788-8662; www.everblast.com. Booth 504



• **Farrow Systems®** is an environmentally safe and cost-effective surface cleaning method that quickly removes protective coatings, oxidation, and graffiti from surfaces without damaging them. 705 H Old Westtown Rd., West Chester, PA 19382; 610-431-1672; fax: 610-431-1674; www.farrowssystems.com. Booth 213. *See our display ad in this issue.*

• **Faux Effects International Inc.** offers over 300 waterborne, professional grade, decorative finishing mediums. It offers a healthy alternative to hazardous, toxic materials. 3435 Aviation Blvd., Vero Beach, FL 32960; 800-270-8871; fax: 772-778-9653; www.fauxfx.com. Booth 828

• **Fischer Technology, Inc.** offers handheld coating thickness gages, including the new Dualscope® FMP100 with touchscreen settings. The new instrument combines the capabilities of PC-based lab instruments with compact portable units. 750 Marshall Phelps Rd., Windsor, CT 06095; 800-243-8417; fax: 860-688-8496; www.fischer-technology.com. Booth 604. *See our display ad in this issue.*

• **FS Solutions** provides used equipment sales, service, parts, and rentals. The com-

pany is staffed with skilled, factory-trained technicians and offers high-performance parts for industrial vacuum loaders and waterblasters. 8584 Borden Ave. SE, Leeds, AL 35094; 800-822-8785; fax: 205-699-2253; www.fssolutionsgroup.com. Booth 127



• **Paul N. Gardner Co.** carries a full line of inspection and testing instruments for the coatings industry. 316 NE First St., Pompano Beach, FL 33060; 954-623-5806; fax: 954-946-9351; www.gardco.com. Booth 506. *See our display and spotlight ads in this issue.*

• **Graco, Inc.** supplies coating pumps, airless and air-assisted spray systems, plural-component proportioners, and application equipment. 20500 David Koch Ave.,

Rogers, MN 55374; 612-623-6726; fax: 612-375-3593; www.graco.com. Booth 628. *See our display ad in this issue.*

• **Greenhorne & O'Mara, Inc. (G&O)** provides highway bridge coatings consulting and inspection. Services include coatings and corrosion condition assessments, failure analysis, design specifications, and coatings inspection. 6110 Frost Pl., Laurel, MD 20707; 240-542-3133; fax: 240-542-3193; www.G-and-O.com. Booth 824

• **Greenman-Pedersen, Inc.** is an engineering/architectural design and construction firm that provides multi-disciplined services to various industries. Its affiliate companies include GPI Instrument Sales, GPI Underwater Engineering Services, and CCC&L. 1326 SW Biltmore St., Port St. Lucie, FL 34983; 772-337-3080; fax: 772-337-0294; www.gpinet.com. Booth 112



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- **Highland International, Inc.** manufactures high-performance dry-fall paints, including 2K Aliphatic Urethane, 2K Epoxy and Dry-Fall HiTemp. The company's paints eliminate expensive overspray removal without sacrificing performance. P.O. Box 3564, Boone, NC 28607; 828-265-2513; fax: 828-265-2712; www.highland-international.com. Booth 834. *See our display ad in this issue.*

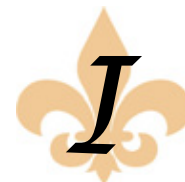
• **HippWrap Containment, Inc.** manufactures Hippwrap containment systems for shrink-wrap containment, enclosures, and protective coverings. The company offers creative solutions to containment problems. 4070 Kearny Mesa Rd., San Diego, CA 92111; 800-362-4477; fax: 858-541-1580; www.hippwrap.com. Booth 716. *See our display ad in this issue.*

• **Hi-Temp Coatings Technology** manufactures a wide variety of industrial and O.E.M. heat-resistant coatings, including Hi-Temp 1027. P.O. Box 2347, Acton, MA 01720; 978-635-1110; fax: 978-635-1124; www.hitempcoatings.com. Booth 233

• **HoldTight Solutions, Inc.** manufactures HoldTight 102, a solvent-free, non-hazardous, and non-toxic solution that removes chloride contaminants and prevents flash rust. Appropriate for all forms of wet and dry abrasive blasting applications. P.O. Box 27907, Houston, TX

77227; 713-266-9339; fax: 713-244-1022; www.holdtight.com. Booth 427. *See our display and spotlight ads in this issue.*

• **Hyde Tools, Inc.** manufactures surface prep tools. The company will feature putty knives, scrapers, drywall tools, wallpaper tools, and spray accessories. 54 Eastford Rd., Southbridge, MA 01550; 800-872-4933; fax: 508-765-5250; www.hydetools.com. Booth 919



• **Indian Valley Industries, Inc.** offers industrial fabrics for all containment needs. Its products are used for the containment of lead blast media, debris, dust, and overspray, and for pollution control on waterways. P.O. Box 810, 100 Corliss Ave., Johnson City, NY 13790; 800-659-5111; fax: 607-729-5158; www.iviindustries.com. Booth 516. *See our display ad in this issue.*

• **Induron Protective Coatings** is committed to working closely with engineers, owners, and contractors to provide the right product for the best long-range results. 3333 Richard Arrington Jr. Blvd. N, Birmingham, AL 35234; 205-324-9584; fax: 905-324-6942; www.induron.com. Booth 238

• **Industrial Vacuum Equipment Corp.** manufactures the Hurricane line of industrial vacuum loaders. Its nationwide fleet includes vacuums, dust collectors, and steel grit recyclers. N7959 Birch Rd., Ixonia, WI 53036; 920-261-1136; fax: 920-261-7117; www.industrialvacuum.com. Booth 134. *See our display ad in this issue.*

• **Inpra Latina Magazine** has focused on the coatings, surface protection, and paint finishing industries of Mexico and Latin America since 1996. 2455 SW 27th Ave., Ste. 200, Miami, FL 33145; 305-285-3133; fax: 305-285-3134; www.inpralatina.com. Booth 413

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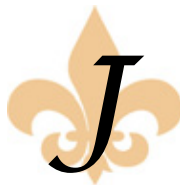


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• **Iowa Waste Reduction Center** is changing painter training and production by introducing products that maximize the effectiveness of your training process. 6112 Chancellor Dr., Cedar Falls, IA 50613; 877-777-0791; fax: 319-268-3733; www.paint.iwrc.org. Booth 932

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• **JAD Equipment Co. Inc.** will be showcasing painting, sandblasting, safety, lighting, and other inventory used in the blasting and painting industry. The company will also have a few new products. 1000 Andrews Ave., Youngstown, OH 44505; 330-746-6100; fax: 330-746-6119; www.jadcousa.com. Booth 437. *See our display ad in this issue.*

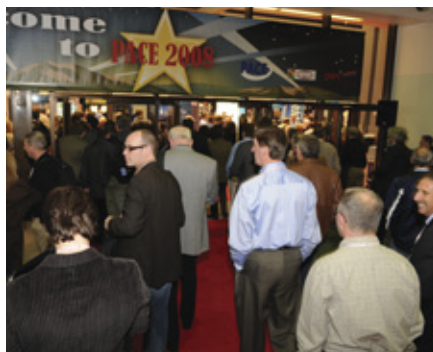
• **Jotun Paints, Inc.** offers a full range of marine coatings for ships, workboats, and offshore markets, including epoxy mastic products, fast-weld pre-construction primers, and antifouling for all marine markets. 9203 Highway 23, Belle Chasse, LA 70037; 504-394-3538; fax: 504-394-3726; Booth 537. *See our display ad in this issue.*

• **JPC/Technology Publishing** publishes *JCPL*, "The Journal of Record" for maintenance/marine coatings; *JAC* for architectural coatings; *PWC*, the most requested magazine for professional painters. The company's portfolio also includes PaintSquare.com, PaintStore.com, JACJournal.com, and the Paint BidTracker project leads service. 2100 Wharton St., Ste. 310, Pittsburgh, PA 15203; 412-431-8300; fax: 412-431-5428; www.paintsquare.com. Both 945

• **Just Like New Overspray** specializes in removing overspray such as paint, concrete, chemicals, and stains from boats, cars, buildings, and planes. P.O. Box 7244, 2314 Broadmoor Pl., Gulfport, MS 39501; 228-617-3322; fax: 228-868-9155; www.justlikewnew-overspray.com. Booth 619



• **Kemiko Concrete Products** produces stain that reacts with concrete to create multi-hued color variations. The stain is available in eight colors and is fade-, chip-, and peel-resistant. 13210 E. Barton Circle, Whittier, CA 90605; 562-946-8781; fax: 562-944-9958; www.kemiko.com. Booth 713



• **Kennametal Abrasive Flow Products** manufactures high-production abrasive blast nozzles. It offers a wide selection of conventional and specialty blast nozzle designs in a variety of wear-resistant materials. 2879 Aero Park Dr., Traverse City, MI 49686; 231-946-2100; fax: 231-946-3025; www.kennametal.com. Booth 105. *See our display ad in this issue.*

• **KION Specialty Polymers, A Clariant Corp. Business** will feature G-Shield 74™, a polysilazane surface coating for the transportation industry that provides dual protection against graffiti and heavy soiling. 1957-A Pioneer Rd., Huntingdon Valley, PA 19006; 215-957-6100; fax: 215-957-6324; www.thegshield.com. Booth 440. *See our display ad in this issue.*

• **KTA-Tator, Inc.** is a consulting engineering firm founded in 1949. It provides coating consulting and construction inspection services, steel fabrication inspection services, and distributes inspection and monitoring equipment. 115 Technology Dr., Pittsburgh, PA 15275; 412-788-1300; fax: 412-788-1306; www.kta.com. Booth 412. *See our display ad in this issue.*



• **Lehigh Technologies, Inc.** produces PolyDyne™, a line of engineered ultra-fine rubber powders that deliver enhanced performance, environmental benefits, and cost savings to coating manufacturers. 120 Royal Woods Court SW, Tucker, GA 30084; 404-433-6359; fax: 678-495-2201; www.lehightechnologies.com. Booth 714

• **LINE-X Protective Coatings** is a developer, applicator, and innovator of highly durable spray-on polyurethane polyurea elastomer coatings for the truck/vehicle market as well as the commercial, industrial, agricultural, military, and marine sectors. 6 Hutton Centre Dr., Ste. 500, Santa Ana, CA 92707; 714-850-1662; fax: 714-850-8759; Booth 610. *See our display ad in this issue.*

• **Liquid Siding of America** makes a technologically advanced coating system that contains premium ingredients and high-tech compounds. 3888 Sound Way, P.O. Box 9754, Bellingham, WA 98227; 866-606-0500; fax: 866-606-0500; www.liquidsiding.net. Booth 341

• **Louisiana Department of Environmental Quality** provides the people of Louisiana with comprehensive environmental protection to promote and protect health, safety, and welfare, while considering policies regarding employment and economic development. P.O. Box 4313, Baton Rouge, LA 70821; 225-219-3268; fax: 225-219-3310; www.deq.louisiana.gov. Booth 911



• **Marco** is a single source solution for surface preparation products and services. It has branches and distribution facilities in several U.S. locations. 3425 E. Locust St., Davenport, IA 52803; 563-324-2519; fax: 563-324-6258; www.marcousa.com. Booth 228

• **Marks Mixer/Warner Tool Company** is introducing a new, portable, and affordable 5-gallon paint shaker and 2-wheel cart. 1109 7th St. Ste. 102, Waite Park, MN 56387; 320-333-8992; Booth 123

• **Mascoat Products** provides thermal insulating coatings, ceramic insulating paint, and sound damping coatings for all types of surfaces and applications. 4310 Campbell Rd., Houston, TX 77041; 713-465-0304; fax: 713-465-0302; www.mascoat.com. Booth 542. *See our display ad in this issue.*

• **Masterchem Brands** makes the KILZ® line of primers and paints, manufactures architectural coatings as well as water-proofer, concrete care products, applicators, and stains available to do-it-yourselfers and professional contractors. 3135 Old Highway M, Imperial, MO 63052; 800-325-3552; fax: 636-942-3663; www.kilz.com. Booth 814

• **Max Access** rents, sells, and services hoists, modular staging, top rigging, air tuggers, frame scaffolding, and equipment for confined space entry and fall protection. 6829 Long Dr., Houston, TX 77087; 713-640-1005; fax: 713-649-0990; www.max-access.com. Booth 933

• **Microblend Technologies** invented, developed, and patented the automated paint machine® (APM®). The company also offers interior/exterior paints and primers. 1416 W. San Pedro, Ste. 101, Gilbert, AZ 85233; 480-831-0757; fax: 480-892-0385; www.microblendtechnologies.com. Booth 705

• **Milspec Industries** manufactures electrical wire and cable products. It produces

quality products at competitive prices and takes pride in its ability to maintain standards of quality. 5825 South Greenwood Ave., Los Angeles, CA 90040; 800-234-8910; fax: 323-725-1563; www.mill-specind.com. Booth 332

• **Mohawk Garnet Inc.** produces garnet abrasives for all surface preparation and waterjet cutting needs. 808 Hwy. 17 East,

Wahnapitae, ON POM 3C0 Canada; 705-694-5783; fax: 705-694-5575; www.mohawkgarnet.com. Booth 505. *See our display ad in this issue.*

• **Monarflex by Siplast** offers the Super T-Plus and Super T-Plus Flamesafe Scaffold Sheeting Systems that have a patented grommet system. The sheeting systems are easy to install, durable, and are available in

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- **Montipower, Inc.** will introduce the MBX Bristle Blasting System—light-weight tools with specialized wire bristles that remove heavy corrosion and coatings and create a

profile in one step. P.O. Box 328, Boyce, VA 22620; 540-837-1138; fax: 954-337-3889; www.mbxit.com. Booth 706. *See our display and spotlight ads in this issue.*

- **Munters Corp.** specializes in water damage recovery. The company has a large fleet of dehumidification equipment and the experience to solve document/structure drying projects. 2008 Bloomingdale Rd.,

Glendale Heights, IL 60139; 800-686-8377; fax: 630-351-7365; www.munters.com. Booth 212. *See our display and spotlight ads in this issue.*



- **NACE International** is a corrosion engineering society dedicated to promoting public safety, protecting the environment, and reducing the economic impact of corrosion. 1440 South Creek Dr., Houston, TX 77084; 281-228-6200; fax: 281-228-6300; www.nace.org. Booth 538

- **National Equipment Corporation** will have its Neco Blast Couplings and complete product line on display. 1806 Buchanan St., Brenham, TX 77833; 979-830-8030; fax: 979-830-0983; www.hosecoupling.com. Booth 612

- **National Steel Bridge Alliance** is organized as a unified voice for the steel bridge industry. It focuses on bridge design needs and technical information. 11708 Jackson Rd., Omaha, NE 68154; 402-758-9099; fax: 402-778-9499; www.steelbridges.org. Booth 711

- **New Age Blast Media** offers 100% post-consumer recycled crushed container glass. The product is QPL approved and suitable for wet and dry blasting. 4900 South Broad St., Commandants Bldg., Ste. 310, Philadelphia, PA 19112; 215-551-3070; fax: 215-551-3073; www.newage-blastmedia.com; Booth 709. *See our display ad in this issue.*

- **NexTec Inc./PreTox Systems** markets PreTox 2000, a cost-effective system for rendering lead waste non-hazardous during abatement. The system works with all industry standard removal methods, including abrasive and mechanical. 4050 Westmark Dr., Dubuque, IA 52002; 800-338-8296; fax: 563-589-1237; www.pretox.com. Booth 639. *See our display ad in this issue.*

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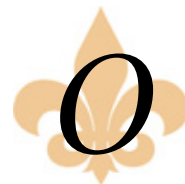
adherents, while meeting and exceeding SSPC standards. 29830 Beck Rd., Wixom, MI 48393; 248-624-5555; fax: 248-624-0908; www.nlbcorp.com. Booth 704

- **Norton Abrasives** manufactures a wide range of abrasive products, including sanding sheets, belts, discs, sponges, cutting/grinding blades, micro-fiber cloths, and the new premium Norton 3X abra-

sives. 6600 Walmore Rd., Niagara Falls, NY 14304; 716-731-7526; fax: 716-731-5203; www.nortonconsumer.com. Booth 611

- **Novatek Corp.** supplies and manufactures needle scalers, long-reach scalers, and special tool and vacuum systems (TVS) for removing and recovering hazardous materials such as lead-based paint.

155 Philips Rd., Exton, PA 19341; 610-363-7800; fax: 610-363-9620; www.novatekcorporation.com. Booth 107.
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- **Obvious Solutions, Inc.** will introduce the Roller Keeper®, a patent-pending product to help painters eliminate messy clean-ups and save time. Wet Roller Covers can be stored and reused. 630 Village Trace, Bldg. 15, Ste. E, Marietta, GA 30067; 770-951-8355; fax: 770-951-8356; www.rollerkeeper.com. Booth 927

- **Olimag Sand** is a producer of non-toxic abrasives for sandblasting. The synthetic olivine is produced in a rotary kiln at 2,300 F. CP 276 Thetford-Mines, Thetford-Mines, Quebec, G6G 5T1 Canada; 418-338-3562; fax: 418-338-9100; www.olimag.com. Booth 803

- **Opta Minerals Inc.** produces silica-free slag abrasives from plants across North America and distributes a variety of blasting abrasives such as garnet, steel grit, aluminum oxide, glass beads, and walnut shells. 407 Parkside Dr., Waterdown, ON LOR 2H0 Canada; 847-439-4404; fax: 847-439-4425; www.optaminerals.com. Booth 337

- **Oxford Instruments Analytical** makes coating thickness measurement equipment, including easy-to-use, lightweight, handheld gauges designed for production line and in-field testing. 965 Busse Rd., Elk Grove Village, IL 60007; 847-439-4404; fax: 847-439-4425; www.oicm.com. Booth 710



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• **The Paint Detectives™** provides consulting, R&D, and expert witness services, including paint defect inspection, coatings failure analysis, product development, performance testing, and reverse engineering. 1889 Maple Ave., Ste. N3, Evanston, IL 60201; 847-475-2755; fax: 847-475-3545; www.thepaintdetectives.com. Booth 615

• **Paint Sundry Brands, Purdy/Bestt-Liebco** produces high-quality painting tools. Its handcrafted brushes and high-quality roller covers have been the choice of professionals for over 80 years. 13201 N. Lombard, P.O. Box 3097, Portland, OR 97203; 503-286-8217; fax: 503-286-5336; www.purdycorp.com. Booth 703

• **Painters & Allied Trades LMCI** focuses on expanding industry programs which enhance the market share and work opportunities for the International Union of Painters and Allied Trades and the Finishing Contractors Association. 7230 Parkway Dr., Hanover, MD 21076; 202-637-0798; fax: 410-782-7166; www.iupat.org. Booth 219. *See our display ad in this issue.*

• **PDCA** will display membership information, educational materials, publications, and new products, including PACER estimating demonstrations. Special product and publication discounts will be available on-site. 1801 Park 270 Dr., Ste. 220, St. Louis, MO 63146; 800-332-7322; fax: 314-514-9417; www.pdca.org. Booth 137

• **Polyurea Development Association (PDA)** promotes market awareness, understanding, and acceptance of polyurea technology through the development of educational programs and product standards; and safety, environment, and use recommendations. 14 W. Third St., Ste. 200, Kansas City, MO 64105; 816-221-0777; fax: 816-472-7765; www.pda-online.org. Booth 730

• **PolySpec L.P.** is a manufacturer of high-performance coatings, linings, flooring, sealants, marine decking, and subsea insulation. 6614 Gant Rd., Houston, TX 77066; 281-397-0033; fax: 281-397-6512; www.polyspec.com. Booth 606. *See our display ad in this issue.*

• **Potter Innovative Technology, Inc./Sprayguide** offers the Sprayguide tool, which is an attachment for an airless spray pole. It is designed to cut clean edges on interior and exterior surfaces quickly. 1313 Green Forest Court, Ste. 209, Winter Garden, FL 34787; 407-474-3109; fax: 407-654-6222; www.sprayguidetool.com. Booth 928



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• **PPG Protective and Marine Coatings (PMC)** is a leader in protecting customer assets in some of the world's most demanding conditions and environments. One PPG Place, Pittsburgh, PA 15272; 412-434-3131; www.ppgpmc.com. Booth 204. *See our display ad in this issue.*

• **Pratt & Lambert Paints** enhance the reputation of painting professionals long after the job is done. The company is known for its quality green products. 101 W. Prospect Ave., Cleveland, OH 44115; 216-566-3774; fax: 216-566-1655; www.prattandlambert.com. Booth 832

• **ProCoat Products, Inc.** manufactures and distributes acoustical ceiling restoration products, tools, and supplies. Ceiling restoration allows qualified painting contractors to generate additional revenue streams. See product demonstrations. 260 Centre St., Ste. D, Holbrook, MA 02343; 781-767-2270; fax: 781-767-2271; www.procoat.com. Booth 111

• **Reed Minerals** manufactures the original Black Beauty® blasting abrasives that meet the industry standards for being chemically inert, low/free silica, low dusting, and high quality. 5040 Louise Dr., Mechanicsburg, PA 17055; 888-733-3646; fax: 717-506-4646; www.reed-min.com. Booth 810. *See our display ad in this issue.*

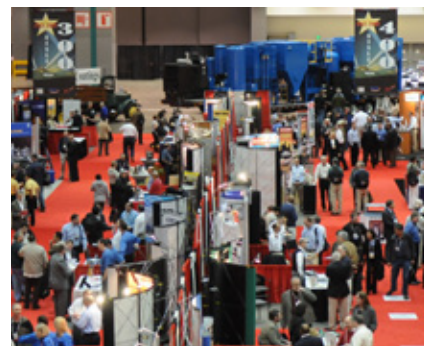
• **Rodda Paint Co.** is a paint manufacturer in the northwest with 45 stores. It has a 76-year history of quality products, services, and people. 6107 N. Marine Dr., Portland, OR 97203; 503-737-6000; fax: 503-737-6004; www.rodapaint.com. Booth 131

• **Roman Decorating Products** is a manufacturer of wallcovering removers, adhesives,

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• **Royal USA, Corp.** has been dedicated to developing zinc-rich coatings in Osaka, Japan, since 1955, and has since formed a U.S. subsidiary. It is currently developing low-VOC products. 12270 NW Luoto Ln., Carlton, OR 97111; 971-237-0958; www.royal-usa.com. Booth 638

• **Rust-Oleum Sales Company** makes high-quality primers and sealers, wallcovering



and surface preparation products, wood care products, wallcovering tools, and sanding blocks. 173 Belmont Dr., Somerset, NJ 08875; 732-652-2360; fax: 732-652-2070; www.rustoleum.com. Booth 133



• **SAFE Systems, Inc.** provides engineering, sales, parts, and service for portable and fixed blast facilities and equipment; and environmentally and cost conscious blasting, dust collection, vacuum recovery, and abrasive recycling. 18420 68th Ave., Ste. 202, Kent, WA 98032; 425-251-8662; fax: 425-251-8683; www.safesys.com. Booth 815. *See our display ads in this issue.*

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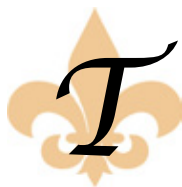
tems to prolong the life of industrial infrastructure. 160 Gamma Dr., Pittsburgh, PA 15238; 412-963-0303; fax: 412-963-7620; www.sauereisen.com. Booth 909. *See our spotlight ad in this issue.*

• **Sherwin-Williams** offers commercial and industrial color coatings, service, and quality products. 101 Prospect Ave., Cleveland, OH 44115; 800-524-5979; fax: 440-826-1989; www.sherwin-williams.com. Booth 719. *See our display and spotlight ads in this issue.*

• **Sperian Protection** manufactures personal protective equipment and safety products, including eyewear, respiratory, and fall protection. 900 Douglas Pike, Smithfield, RI 02917; 866-786-2353; fax: 888-485-4342; www.sperianprotection.com. Booth 503. *See our display ad in this issue.*

• **Sponge-Jet, Inc.** manufactures dry, low-dust, reusable Sponge Media™ composite abrasives, bonding conventional abrasives with polyurethane sponge. 235 Heritage Ave., Ste. 2, Portsmouth, NH 03801; 603-431-6435; fax: 603-431-6043; www.spongejet.com. Booth 522

• **SSPC: The Society for Protective Coatings** will feature information and samples of products and services, including a full line of public and on-site training offerings; quality-assurance programs, with professional certification for all aspects of the painting and coating industry; SSPC membership; a wide range of publications and videos; and SSPC-branded apparel and gift items. 40 24th St., Pittsburgh, PA 15222; 877-281-7772; fax: 412-281-9992; www.sspc.org. Booth 937. *See our display ads in this issue.*



• **3M** has a Construction and Home Improvement Markets Division that provides abrasives as well as safety, tape, and masking systems. 3M Center, Bldg. 223-

4S-02, St. Paul, MN 55144; 651-733-9108; fax: 651-737-7692; www.3m.com. Booth 128

• **Tank Industry Consultants** offers engineering services for new and existing water storage tanks. Its staff has a reputation for being water storage tank experts. 7740 West New York St., Indianapolis, IN 46214; 317-271-3100; fax: 317-271-3300; www.tankindustry.com. Booth 419

• **Tarps Manufacturing, Inc.** is a custom tarpaulin manufacturer for ground tarps, containment, building wraps, and strong nylon and poly mesh. Tarps are custom sewn to size, hemmed, grommeted, and strapped. 100 State Hwy. 104, Meredosia, IL 62665; 217-584-1900; fax: 217-584-1905; www.tarpsmfg.com. Booth 829

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• **Titan Spray Tech** manufactures airless spray equipment for commercial, industrial, residential, and architectural uses. The company will display its PowerLiner8900 portable line striper. 556 Commerce St., Franklin Lakes, NJ 07417; 800-526-5362; fax: 800-528-4826; www.titan-tool.com. Booth 904

• **Tnemec Company, Inc.** makes high-performance coatings for industrial and architectural applications on steel, concrete, masonry, and other substrates. 6800 Corporate Dr., Kansas City, MO 64120; 816-483-3400; fax: 816-483-3969; www.tnemec.com. Booth 415. See our display ad in this issue.

• **The Training Network** conducts free, one-day, lead-safe training classes for renovation and remodeling personnel. 12020 Sunrise Valley Dr., Ste. 100, Reston, VA 20191; 703-476-2235; fax: 703-476-2237; www.thetrainingnetwork.us. Booth 812

• **Trimaco, LLC** offers drop cloths, masking products, protective wear, building and flooring papers, painter's apparel, wiping products, and other paint sundries for total jobsite protection. 2800 Meridian Pkwy., Ste. 185, Durham, NC 27713; 314-534-5005; fax: 314-531-1723; www.trimaco.com. Booth 603

• **TriTech Industries, Inc.** manufactures industrial and commercial airless spray equipment, including spray guns, tips, and all related accessories. All products are manufactured in the U.S., with world-wide distribution. 610 Rahway Ave., Union, NJ 07083; 908-378-1080; fax: 908-378-1659; www.tritechindustries.com. Booth 312

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• **Van Air Systems** makes equipment that dries and purifies compressed air used for applying and removing coating systems. 2950 Mechanic St., Lake City, PA 16423; 800-840-9906; fax: 814-774-0778; www.vansirsystetms.com. Booth 313. See our display ad in this issue.



• **Vulkan Blast Shot Technology** supplies highly efficient, durable, and reusable non-rusting stainless steel blast shot and grit. 10 Plant Farm Blvd., Unit 2, Brantford, ON, N3S 7W3 Canada; 800-263-7674; fax: 519-759-8472; www.vulkanshot.com. Booth 645



• **Watson Coatings, Inc.** is a family-owned manufacturer of industrial coatings, including calcium sulfonate alkyds, WB alkyds/acrylics, and epoxy/urethanes, servicing the bridge, power, pipe, and OEM Markets. 325 Paul Ave., St. Louis, MO 63135; 314-521-2000; fax: 314-521-6582; www.watsoncoatings.com. Booth 541. *See our display ad in this issue.*

• **Western Technology Inc.** manufactures explosion-proof and low voltage lighting and a complete line of deadman controls. 607 S. Charlotte Ave., Bremerton, WA 98312; 800-654-5483; fax: 360-917-0083; www.westerntechnologylights.com. Booth 113

• **WIWA Wilhelm Wagner LP** manufactures airless paint spraying equipment, including standard airless pumps, plural-component equipment, and other industrial systems. 3734 A Cook Blvd., Chesapeake, VA 23323; 757-436-2223; fax: 757-436-2103; www.wiwa.com. Booth 805. *See our display ad in this issue.*

• **The Wooster Brush Co.** manufactures high-performance paintbrushes, rollers, prep tools, extension poles, buckets, surface preparation tools, and paint trays. 604 Madison Ave., P.O. Box 6010; Wooster, OH 44691; 330-264-4440; fax: 330-263-0495; www.woosterbrush.com. Booth 513



• **XIM Products, Inc.** manufactures specialty primers, sealers, coatings, coatings additives, and surface preparation products. It is known for its bonding primers that bond tough-to-paint surfaces like porcelain, tile, glass, and plastics. 1169 Bassett Rd., Westlake, OH 44145; 440-871-4737; fax: 440-871-3027; www.ximbonder.com. Booth 712

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