



# Polished Concrete Certification Training 2009

## Why IPCI?

The Polished Concrete industry is booming and as more and more designers become aware of its cost-effective benefits, unique beauty & environmentally friendly application, the demand for experienced flooring contractors increases. At the same time, architects, engineers and GCs are needing additional knowledge and data on the process and how it meets the needs of their clients.

The *International Polished Concrete Institute* was created as a resource to all of these professions. IPCI has developed certification training and continuing education classes as well as data, CSI specs and resources managed through our members-only website to give members the business tools that keep them on the cutting edge of this rapidly advancing field.



## Registration Packet

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## Course Overview

*IPCI Craftsman Certification is a technique-driven course designed to give you an overview of the polished concrete industry. IPCI training offers an understanding of the grinding and polishing process, hands-on experience with the application method, an explanation of challenges you may come across, and tips & tricks to help your company succeed.*

### Who should attend?

Contractors interested in getting into or expanding their current polished concrete business. From the beginner to the established polisher, IPCI certification courses conducted by industry-leading instructors offer a solid curriculum, proven tips of the trade, and hands-on scenarios benefiting a variety of construction professionals.

### How much does it cost?

Annual IPCI membership is **\$1500** per company. This includes Certification Training for **two (2)** individuals per year and access to all IPCI member benefits. To see a list of benefits, please visit the Members Page on [www.ipcionline.org](http://www.ipcionline.org). Each additional certification training registrant is \$300 per/person for member companies.

If you are not a member of IPCI, and are interested in the *Basics of Polished Concrete* course, you may attend a 1-day class for \$300 per/person. The 1-day course *does not* include IPCI certification, but is a great introduction to the craft. Upgrading to full membership within 60 days is available upon completing the basic course (less the cost of your original attendance.)

### What should I wear?

Dress comfortably and appropriately for a combination of lecture and hands-on training.

### Should I bring tools?

No. Our sponsor, Concrete Polishing Solutions, has been generous enough to provide IPCI all of the tooling and accessories needed.

### Making the most of your training:

Though you do not need to know anything about concrete, polishing, or the flooring industry before attending IPCI, you may want to review the glossary of terms available on our website. There is a lot of information covered in the two days of class. Your printed curriculum is provided as a guide and is yours to keep for note-taking purposes. Be sure to ask any questions you may have at the conclusion of each topic section, and feel free to speak with any of our instructors and sponsors during breaks. There is also a great deal of hands-on demo time, so feel free to jump in! IPCI is here to help you!

# Training Agenda

Begins at 8:30am both days

## DAY 1

- Basics of Polished Concrete
- Equipment and Tooling Overview
- Surface Densities
- Coating Removal
- **Hands On Demo:** Machine Operation, Prep, Grind, Densifier
- Assessment: Walking the Floor
- Concrete Repair Work
- The Initial Grind: Metal Bonds , Edges, and Hand Tooling
- Application of Densifier
- The Final Polish: Resin Bonds
- Application of Sealant
- Maintenance of a Polished Floor
- **Hands On Demo:** Final Polish, Sheen Choices, Sealants, and Edge Tooling

## DAY 2

- Flatwork Troubleshooting
- Polishing Troubleshooting
- Machine Troubleshooting
- Decorative Techniques
- **Hands on Demo:** Decorative Applications

### Business Support Section

- Marketing Polished Concrete
- Sales Tips
- Bid Sheets & Cost Analysis
- Utilizing IPCI Resources and the Website
- AIA/CES Presentations



*"If you want to polish concrete with success, this course is a must!"*

*-Randall Meredith, Perfection Plus*

## Training Goals

### Goal #1: To increase knowledge on the scope of polished concrete

- Explain the application techniques, equipment, tools, and materials required for creating both a Topical and Mechanically polished floor
- Identify sheen options and understand the benefits of each
- Identify soft, medium, and hard density floors
- Demonstrate the knowledge on recommended maintenance of a polished concrete floor, and the ability to explain these requirements to clients
- Explain various current decorative options available for polished concrete
- Identify techniques to troubleshoot potential on-the-job

challenges and solutions regarding equipment, flatwork and polishing

### Goal #2: To improve the flooring provider's skill in the polished concrete process.

- Demonstrate the proper techniques for each of the floor preparation, coating removal, and metal bond steps of the polishing process, and explain the different tools needed for each
- Demonstrate the proper techniques for each of the resin bond, hand tooling, and sealing steps of the final polishing process
- Demonstrate the proper techniques for performing dyeing, engraving, logos, and saw cutting

### Goal #3: To provide flooring contractors with resources to assist them in selling, marketing, and succeeding in their polished concrete endeavors.

- Gain knowledge and generate ideas on how to market and sell polished concrete to clients
- Explain the significance of IPCI Certification and how that differentiates IPCI Certified Contractors from their competition
- Learn how to utilize AIA / CES provider status and provided materials to network with architects and explain the benefits of polished concrete
- Learn how to make the most out of each job through IPCI sales tips, bid sheets and cost analysis



**IPCI**  
INTERNATIONAL POLISHED CONCRETE INSTITUTE, LLC  
A CPT INSTITUTION



## Directions from Knoxville Airport to IPCI Training Facility

**Start: McGhee Tyson Airport (TYS): 865-342-3000**

**2055 Alcoa Hwy, Alcoa, TN 37701, US**

**End: 184 Cedar Place, Norris, TN US**

1: From airport ramp, merge onto US-129 N / ALCOA HIGHWAY / TN-115 N toward KNOXVILLE / OAK RIDGE. (11.8 miles)

2: Merge onto I-40 E toward ASHVILLE/ I-75 /LEXINGTON (0.7 mi)

3: Merge onto I-275N via EXIT 387A toward LEXINGTON (3.8 mi)

4: I-275 N becomes I-75 N. Continue following signs for LEXINGTON (14.1 miles)

5: Take EXIT 122/TN-61 toward NORRIS /CLINTON. (0.2 miles)

6: Turn RIGHT onto TN-61 E / ANDERSONVILLE HWY (1.6 mi)

7: Turn LEFT onto E NORRIS RD. (0.1 miles)

8: Turn LEFT onto Cedar Place. Arrive at 184 Cedar Place

*\*Look for brown street sign reading "Concrete Polishing Technologies" or CPS banner (black and orange)*

## Things to do in Knoxville (just 15 miles south of Norris)

(Visit [www.knoxville.org](http://www.knoxville.org) for the official visitor site)

### Area Attractions

- Norris Dam and State Park (approx. 4 mi)
- Downtown Knoxville (approx 20 mi)
- University of Tennessee (approx 22 mi)
- Knoxville Zoo (approx 27 mi)
- Dollywood Theme Park (approx 56 mi)
- Great Smokey Mountains & Gatlinburg, TN (approx 62 mi)

For a full listing of regional activities, visit our website and click on Training. [www.ipcionline.org](http://www.ipcionline.org)

## Travel Information for IPCI

**Located in Norris, TN 37828**

### FLIGHT INFORMATION:

McGhee-Tyson Airport (TYS)

Knoxville, TN

[www.tys.org](http://www.tys.org)

### HOTEL INFORMATION:

*(Must call direct line and ask to receive IPCI discounted rates)*

#### **Holiday Inn & Suites (OPEN March 2009)**

**111 Hillvale Rd.**

Clinton, Tennessee 37716

1-888-465-4329 (Reservations)

(865) 457-2233 (Direct)

Rates from: \$87+ up

#### **Comfort Inn**

7585 Barnett Way

Powell, TN 37849

865-938-5500 (Direct)

Rates from: \$70+ up

### MEALS:

Breakfast and Lunch are provided both days



# Register Today!

Please complete this registration form and fax to 865-494-8757.  
As a friendly reminder, all membership fees are due upon registration.  
Early registration is encouraged, as seating is limited.

## Certification Training Dates in Norris, TN

\_\_\_ February 26 & 27      \_\_\_ April 29 & 30      \_\_\_ July 9 & 10  
\_\_\_ March 26 & 27

### Company Information:

Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Website: \_\_\_\_\_ Email: \_\_\_\_\_

### Registration Information:

Attendee Name:	Attendee Email:	IPCI Member Cost:
1) _____	_____	Included*
2) _____	_____	Included*
3) _____	_____	\$300
4) _____	_____	\$300

\_\_\_ I would like to sign up for the one-day Basic Course(does not include certification) \$300

\*Included in first year membership. If you wish to send more than 4 participants, please give us a call. We will ensure there is space available, and may be able to offer reduced pricing!

### Payment Information:

Payment Type: \_\_\_ VISA \_\_\_ MC \_\_\_ AMEX \_\_\_ Check

CC#: \_\_\_\_\_ Exp: \_\_\_\_\_ 3-Digit code\*: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Cardholder Signature: \_\_\_\_\_

\*4 digit code on front of card is used for American Express cardholders

IPCI will contact you to finalize your registration, discuss any questions you may have, and confirm your enrollment. Contact IPCI Member Services at 1-866-421-9550.