

The **PAVE TECH EDGE**

ADVANCED PAVING TECHNOLOGY

**VOLUME 2
NUMBER 2
SPRING 1989**

Published by:
PAVE TECH, INC.
Bloomington, Minnesota

MEMBER • NATIONAL CONCRETE MASONRY ASSOCIATION • NATIONAL PRECAST CONCRETE ASSOCIATION

LPS Brings Mechanical Installation of Pavers One Step Further!

This article was prepared by LPS Pavement Company, Bill Schneider, President, 33W 480 Fabyan Parkway, Suite 101, West Chicago, IL.

LPS Pavement Company began mechanical installation work last November in Northbrook on the first all-paver project in the United States, where concrete interlocking paving stones are being used for every paved surface. The Northbrook townhome project, The Courts of Northbrook, is the first major project in the Midwest to utilize the exclusive mechanical installation technique offered by LPS.

The Courts of Northbrook, located just west of the Northbrook Court Shopping Center, will include approximately 200,000 square feet of paving stones. LPS is installing the pavers for all streets, sidewalks, patios, driveways and off-street parking related to the



Bill Schneider is regarded as North America's mechanical installation expert.

project, plus all curb and sub-base work for the development.

LPS President Bill Schneider says, "This project is quite a dramatic breakthrough for LPS since we are the only company in the Midwest using

(Continued on page 2)

1990 will be a SWEET's year for *PAVE TECH* ...

SWEET'S CATALOG Will Bring Specifiers and PAVE EDGE® Distributors Together!

Starting with the next distribution of Sweet's Catalog, which will be early next year, *PAVE TECH* will broaden its overall marketing program by inclusion of a new *PAVE EDGE*® four-color brochure in the Sweet's system.

Sweet's catalog since 1906 has been considered the premium construction industry marketing tool for buyers seeking sellers and vice versa! A newly designed *PAVE EDGE*® brochure, written specifically for architects, engineers, specifiers, municipal officials and contractors, will be distributed across the USA and Canada into over 100,000 offices for the first time!

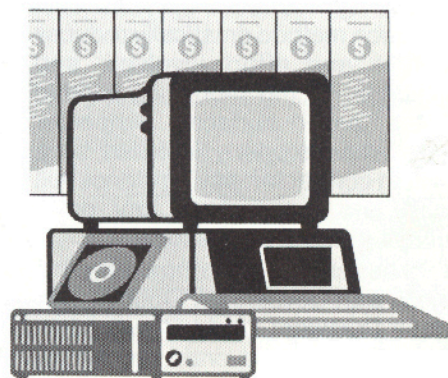
In the Sweet's file, *PAVE EDGE*® edging information will be in the hands of the right people. . . those who evaluate, compare and select the type of edging for their paving projects. Over 95% of architects in the USA named Sweet's as their primary source for detailed product information!

Since this catalog plays such an important role in the design and build

(Continued on page 3)



LPS Pavement Company, the oldest full-time paving installation company in the country, installs concrete interlocking paving stones with its exclusive mechanical installation technique. Based out of West Chicago, LPS is the only company in the Midwest providing mechanical installations.



PAVE EDGE® Makes BIA News!

BIA NEWS, official publication of the Brick Institute of America, published a Special Issue: "Focus on Paving" in April, 1989 that included a major article on the PAVE EDGE® edge restraint system.

In its full page coverage, the publication illustrated components of the system and showed a cross-section cut-a-way of a typical paver installation. Also included were recommended steps for base preparation and edging placement, as well as a short history of the development of PAVE EDGE® and the company's efforts to encourage quality paver installation through its educational and promotional programs.

In this special paving issue, Nelson Cooney, BIA President, in his message to the brick manufacturing industry, re-emphasized the readiness and willingness of his organization to increase promotion and marketing of brick pavers, noting that during 1987 only 2.6% of total brick shipments that year were full size pavers. A second article paid tribute to another organization's commitment (NCMA) to promotion and technological advancement of the paving stone industry through their efforts on a broad marketing front.

The BIA performs the same function for the brick industry that NCMA does for concrete block manufacturers and NPCA for its precast concrete producer members. Charles Farley, Publisher, and especially Kathryn Gord,



Editor of the monthly publication, are to be congratulated for BIA's emphasis on member communication through this newly refurbished, professionally

written and edited newsletter! PAVE TECH is now an Associate member of BIA.

LPS (Continued from page 1)

mechanical installation. Offering this technique was the key to making this completely-paved project economically feasible."

According to Schneider, concrete paving stones are traditionally installed by hand. The mechanical installation method drastically reduces the time and effort involved, and makes the pricing more comparable to other paved surfaces. Schneider adds, "When properly installed by a qualified contractor, paving stones will outlast and out perform any other paving surface available today."

LPS has signed the contract for this project with developers Optima, Inc. Optima President David Hovey comments, "We had several reasons for

selecting LPS and the paving system. First, the aesthetics of the texture and color provide a rich look for our development that would be lacking in concrete and blacktop surfaces. Second, the long-term durability of the installation will result in overall less maintenance. And, finally, based on their past work, LPS can provide us with the mass production techniques that make this option very competitive with other surfaces."


"The finished streets and sidewalks will look good for a very long time," Hovey continues. "Virtually all of our projects in the past have won architectural awards for design. We always place the emphasis on quality and,

through mechanical paving installation, LPS is helping us to continue in that direction." The Courts of Northbrook are currently 75% leased, with occupancy expected in February, 1989.

LPS Pavement Company, the oldest full-time paving installation company in the United States, has been in the paving business since 1976. Other recent LPS projects include the first fully paved city street in Cincinnati, Ohio, the Inner Harbor project in Cleveland, OH, and the Wildwood project completed last year in New Jersey which used pavers for both the street and sidewalks in a downtown improvement project. ▽

We are pleased to announce ...

... an addition to our *PAVE TECH* team. **Dale Sopkowiak** (just call him Dale!) has joined us as our new Operations Manager. Dale comes with a 24-year career in office management which has centered around the computer field and includes developing customer support help desks for Gelco and other major corporations. Additionally, he has worked for smaller paving companies, where he would also assist in installations and servicing of the equipment. With this broad background, Dale is a positive addition to our team.

Dale's initial goals are to beef up our computer systems to better support you and your needs. Our intent is to build a data base that will provide answers to most questions at a moments notice. Don't be surprised if he calls you to get your input. If he doesn't call you first, give him a call. The more information we can gather, the better we can serve you! 

SWEET'S (Continued from page 1)

industries, *PAVE TECH* distributors will be in direct contact with industry professionals through Sweet's toll-free "Automated Buylines," which provides their name and phone number as the local supplier of *PAVE EDGE*® to all who inquire from their area.

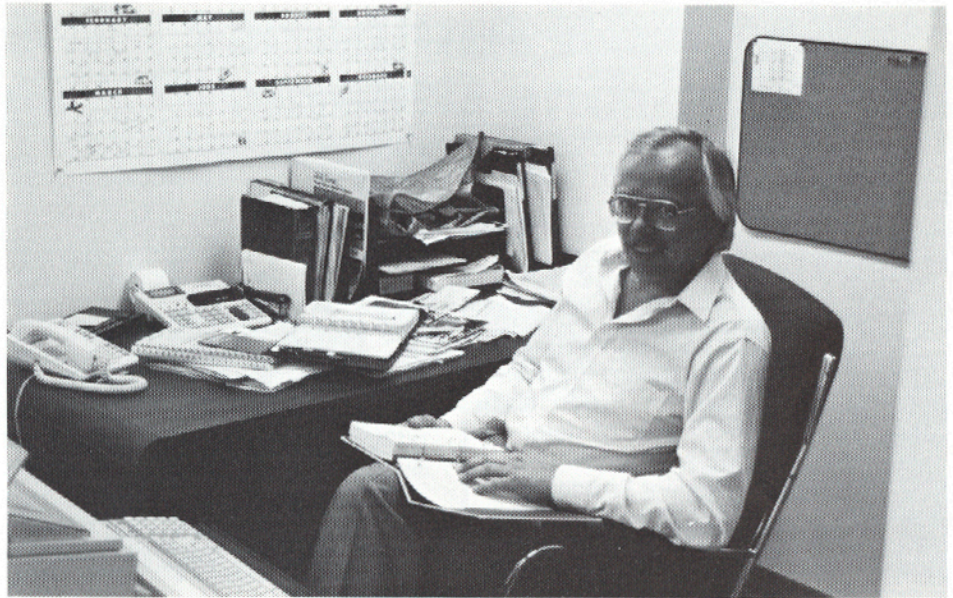
Sweet's Catalog File is an important addition to *PAVE TECH*'s continually expanding distributor marketing aid program! 

The **PAVE TECH EDGE**

A Publication of
PAVE TECH, INC.
P.O. Box 31126
Bloomington, MN 55431

Stephen Jones, *President*
Tom Eggen, *Editor*

Copyright 1989. All Rights Reserved




Dale Sopkowiak

Architect's and Paving Contractor's Names Wanted!!!

One of the special features of the *EDGE* newsletter is timely articles about subjects which we feel are of interest to architects and paving stone contractors, ie: proper design and construction techniques, technical data on soil compaction and base preparation, types, sizes and shapes of pavers and their application in pavement patterns, etc. . .the list is long.

Our mailing list is short, however. We want to reach as many

ARCHITECTS who design pavements and, PAVING STONE CONTRACTORS who lay them, as possible, and you are the key!

If you send us your list of these key people, we will add them to our newsletter mailing list. However, if you prefer, we will send you an extra quantity of the publication and you can mail them out yourself . . . but you have to let us know how many. Thanks for your help! 

To the Editor,
PAVE TECH EDGE
P.O. Box 31126
Bloomington, MN 55431

Re: Newsletter mailing list

I am sending a list of architects who design paving stone installations and/or a list of paving stone contractors. Please add them to the *EDGE* newsletter mailing list, or call 1-800 PAVE TEC (728-3832) or FAX: 612/881-2169.

Name _____ Title _____

Company _____

Address _____

City/State/Zip _____

Phone No. _____

Type of Business _____

PAVE TECH Announces Entry into Paving Stone Cleaner/Sealer Market!


PAVE TECH is proud to announce the addition of a tested, high quality line of efflorescence cleaners and pavement sealers to its rapidly expanding group of paving stone industry products.

As of April 1st, PAVE TECH will be the EXCLUSIVE United States distributor of Cimtech Cement Products, Canada, a leading supplier of detergents and sealers in Canada.

PAVE TECH's Pavement Protection Program includes two primary products. The cleaner is referred to as EF-900 Efflorescence Cleaner. It is the ideal detergent for interlocking pavers. It rapidly removes efflorescence and, unlike muriatic acid, will not etch nor bleach the paver surface.

The sealer is referred to as SC-610 Sealer; an excellent protector for pavers. The SC-610 will not blister nor turn yellow with age, and effectively seals in depth. It provides long-wearing resistance from staining by oil, gasoline and other solvent based stains. It also greatly enhances the color and leaves the "wet look" that many customers like. The sealer needs reapplication only every two-three years.

Full details, including ordering requirements, prices etc., for the above mentioned PAVE TECH products, and the specially formulated Rust Stain Remover and Degreaser products, can be obtained by contacting PAVE TECH distributors in the USA.

A PAVE TECH paver treatment brochure has been included in this mailing for your information. 

PAVE TECH Paver Treatment Products

Efflorescence Cleaner (EF-900) Concentrate

The perfect detergent for efflorescence removal. Rapidly neutralizes efflorescence (white chalky deposits on paver surfaces). Contains no solvents and no muriatic acid. PAVE TECH Efflorescence Cleaner will not etch surface of pavers like other harsh acids.

The efflorescence cleaner is shipped as a concentrate. Each gallon of concentrate must be diluted with 3 gallons of water. The 1 gallon + 3 gallon mixed volume should clean from 150 to 200 square feet of pavement, depending on the amount of efflorescence present. Available in 5 gallon pails, or cases of four 1 gallon containers.

CAUTION: This product is to be sold only to properly trained, experienced contractors. It is not for resale to the general public.

Paver Sealer/Acrylic, Solvent Based (SC-610)

The heavy-duty paver sealer that doesn't peel, crack or turn yellow. It ensures excellent protection for all paving stones, concrete or brick. It is ideal for use in residential, commercial and industrial applications. It offers long-wearing resistance against stains from oil, gas and grease, and, is highly recommended when quick drying is required.

This product is also packaged in 5 gallon pails and cases of four 1 gallon containers and is ready for use. Coverage is approximately 150 square feet per gallon of sealer.

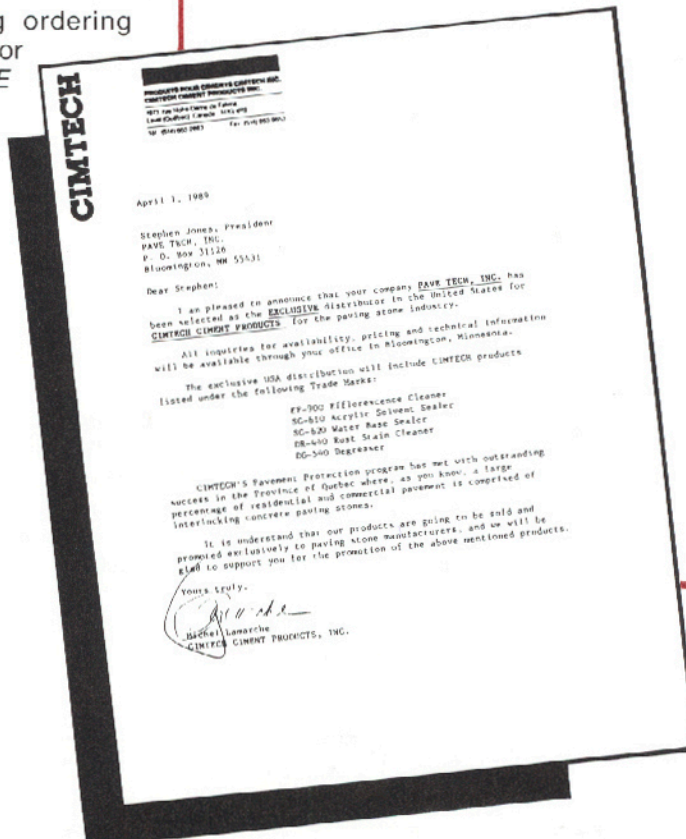
CAUTION: This product is to be sold only to properly trained and experienced contractors. It is not for resale to the general public.

Paver Sealer/Water Based (SC-620)

This superior concrete paver sealer contains no solvents. It offers, long-lasting protection for paver surfaces. It is ideal for residential/commercial applications, ie: driveways, walkways, patios, etc. It provides effective protection against oil stains, rust, deicing salts, etc. For maximum protection, PAVE TECH recommends reapplication every two to three years. This sealer requires special application.

This product is packaged in 5 gallon pails and cases of four 1 gallon containers ready to use. Coverage should be approximately 150 square feet per gallon of sealer.

CAUTION: This product is to be sold only to properly trained, experienced contractors. It is not for resale to the general public.



PAVE TECH/CIMTECH combined booth at the National Precast Concrete Convention in Indianapolis featured pavers, edge restraints and sealers (top right).

Rust Stain Cleaner (DR-440)

PAVE TECH's highly effective rust cleaner removes stubborn metal stains rapidly from all concrete paver and brick surfaces. It leaves no film after treatment and will not alter paver colors.

The Rust Stain Cleaner is packaged in cases of twelve 1 quart containers only.

CAUTION: This product is to be sold only to properly trained and experienced contractors. It is not for resale to the general public.

Degreaser (DG-540)

This specially formulated product will quickly remove all kinds of motor, brake or transmission oil from concrete paver and brick pavements. It is easy to apply, has fast action and leaves the surface looking new again with professional results.

PAVE TECH degreaser is packaged in cases of four 1 gallon containers only.

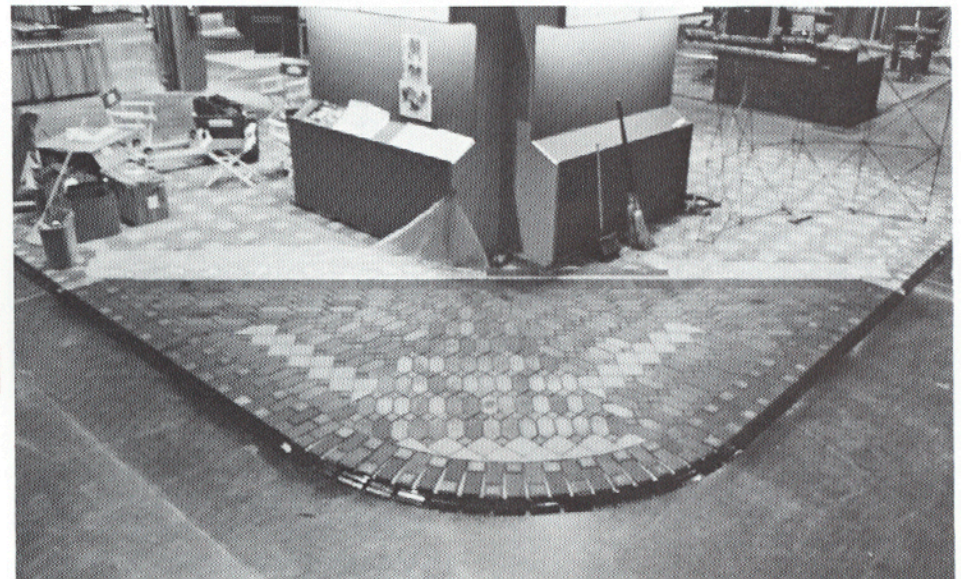
CAUTION: This product is to be sold only to properly trained and experienced contractors. It is not for resale to the general public.

NOTE:

The manufacturer reserves the right to change formulation of these products without advance notification.

These paver treatment products will be sold through paver manufacturers only.

Safety data sheets will be supplied to distributors as needed.



A vivid example of an unfinished paver surface (left) compared to the portion sealed with *PAVE TECH's* new SC-610 sealer (center right).

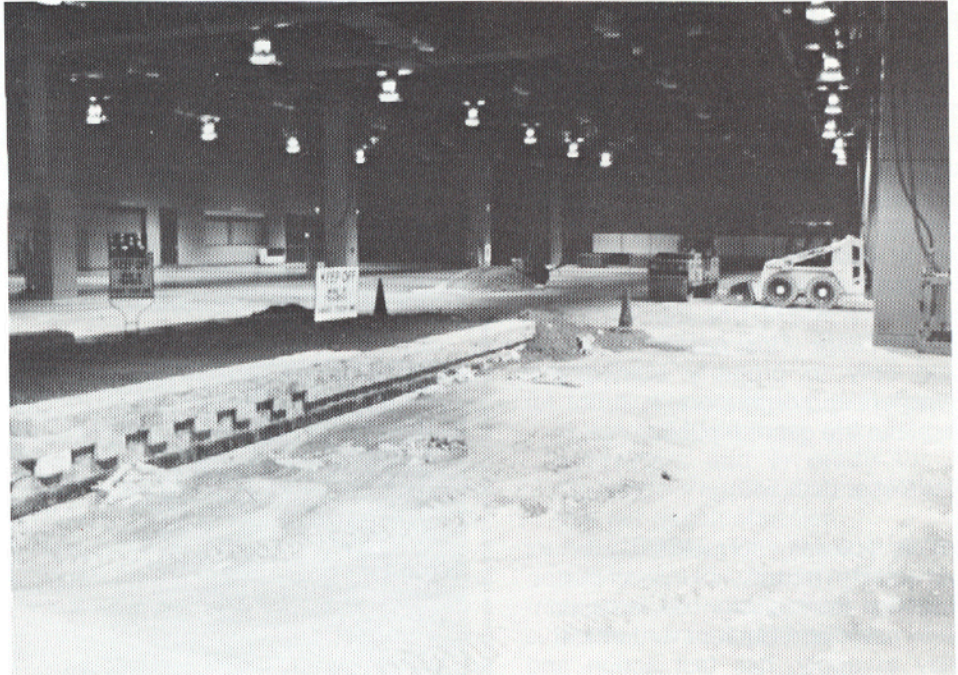
PAVE TECH's exhibit at the NCMA show featured a new paver design pattern sealed with two coats of SC-610 (bottom right).

Two Great Conventions for the Paving Industry

"Confronting Challenge in the 1990's" (NCMA's Convention theme) and "The Greatest Spectacle in Precasting" (NPCA's theme for its annual meeting/exposition) set the pace for both Associations' annual conventions, and provided what were called the most exciting programs for the paving industry yet!

Speakers, round-table discussions, committee meetings, actual paver demonstrations and dozens of exhibiting firms from the paving stone and related industries — all participating in what was the greatest effort ever to expand and improve the production and the marketing of concrete paving stones, — played a major role at both conventions.

PAVE TECH was part of the action in both Cincinnati (NCMA) and Indianapolis (NPCA), not only as an exhibitor, but as part of the program and a base preparation demonstration held during the Cincinnati show (see photo). *PAVE TECH* installed over 900 square feet of pavers, furnished by PAVERLOCK, Inc. of Cincinnati, for NCMA's paver theme park. In addition, 900 square feet of pavers furnished by INTERPAVE CORP., also of Cincinnati, were laid for the Zenith Equipment and *PAVE TECH* exposition booths!



Several thousand square feet of the Cincinnati Convention Center floor area was roped off for a *PAVE TECH* base preparation seminar during the NCMA Exposition.

Sincere thanks are extended to three participating firms who loaned equipment to *PAVE TECH* to help make the seminar/demonstration a success. Those three are:



MELROE . . . Bobcat Enterprises, Inc., Mr. Glenn Free, P.O. Box 46345, Cincinnati, OH 45246 for the Model 843 Bobcat.



CASE . . . Southeastern Equipment Co., Inc., Bill Baker, Jr., 301 Breaden Road, Monroe, OH 45050, for the Case 252 Roller Compactor and AV1300 Plate Compactor. A special thanks also goes to Udo Boersch, Case Company's Western North American Compaction expert.




SEAMAN NUCLEAR CORP., Mr. Donald Seaman, 7315 South 1st Street, Oak Creek, WI 53514. Seaman loaned a Nuclear Density Meter for measuring moisture and compacted density of the paving stone base.

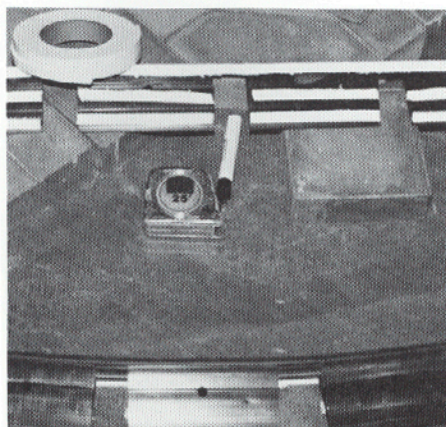
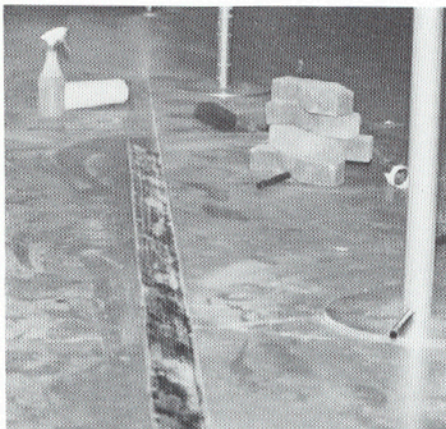
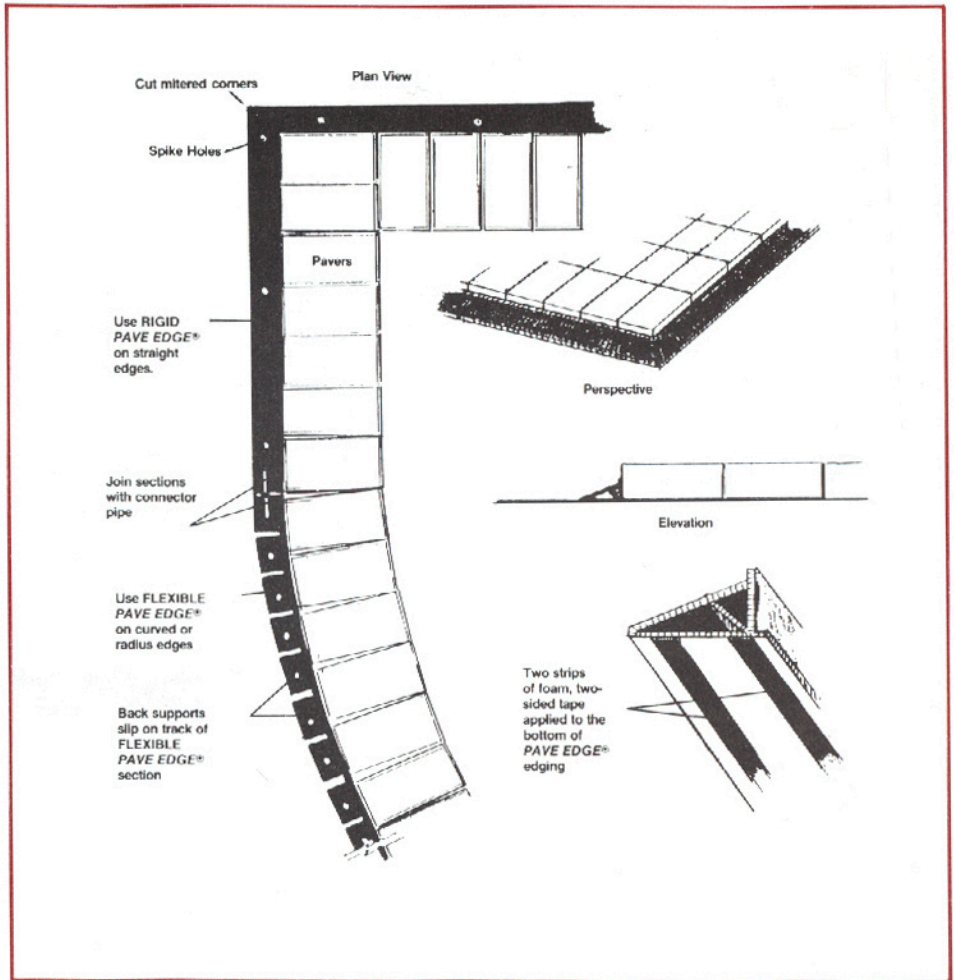


Distributors Find that **PAVE EDGE®** "Works" at Shows!

PAVE EDGE® Edging has proven to be a simple, low cost and permanent solution to an annoying trade show problem . . . that of stopping paving stone displays from collapsing.

Because several inquiries have been received regarding our Fall '88 newsletter article on how **PAVE EDGE®** can be used to effectively hold paver displays together on concrete floors at shows and expositions, we are repeating the instructions on how to use the edging for this purpose.

Using 2-sided foam tape underneath the edging, and following a few simple preparatory steps, you'll find **PAVE EDGE®** does a great job . . . see instructions below! You can obtain a high quality two-sided foam tape by writing or calling BrownCor International, 14101 N.W. 4th Street, Sunrise, FL 33325, phone: 1-800-327-2278 or FAX: 305/370-7168. Ask for Model 4-1655, 1" x 50' Double Coated White Foam Tape. You can charge it using Master Card, Visa or American Express; they will also rush delivery if needed! 



TOP LEFT: Lay out **PAVE EDGE®** and cut to fit display area.. Use window cleaner and paper towel to clean floor and underside of edging.

BOTTOM LEFT: Apply two strips of two-sided foam tape on the underside of the edging. Use short strips under back supports of flexible edging as shown above.

ABOVE: NCMA's Paver Park at the recent annual convention in Cincinnati drew large crowds. **PAVE TECH** installed the pavers, using what else but **PAVE EDGE®** to surround the display area!

Welcome to New USA Distributors...

... San Luis Obispo, CA — **Airvol Block Company** — P.O. Box 931, phone: 805/543-1314. Thanks to Jim Irwin for the edging order from California's newest *PAVE TECH* distributor.

... Denver, CO — **Clalite, Inc.** — 5050 Race Street, phone: 303/292-2345. Sales representative Scott Coalman reports that Clalite's first order for edging placed on April 10th, is already sold out!

... Eau Claire, WI — **Fehr Concrete Products** — 1111 Menomonie Street, phone: 715/834-7701. Fehr's Vice President Tom Baumgartner started out by ordering not only edging, but *PAVE TECH* spikes and Lexel adhesives as well!

... Algonquin, IL — **Paveloc Industries** — 842 W. Algonquin Road, phone: 312/658-0934. Paveloc's order for edging and spikes from Brad LeGare, comes from one of the busiest paver markets in the USA — Chicago and surrounding metro area.

... Tucson, AZ — **Stewart Block Company** — 9311 N. Casa Grande Highway, phone: 602/744-3890. An active marketing company, Stewart distributes paver portfolios to their architects, contractors, etc. and has already held a paver installation seminar since Mike Stewart's first order in March!

Birmingham, AL — Superock Block Company — 3301 - 27th Avenue North, phone: 205/324-8624. Mike Hornsby, Sales Manager, started an aggressive paver promotion program at Superock with the help of *PAVE TECH* video and brochures.

... Eugene, OR — **Willamette-Graystone, Inc.** — 3700 Franklin Boulevard, phone: 503/726-7666. Don Jones, Jr. of the Eugene office, first called *PAVE TECH* in late 1988, visited at the Company booth during the NCMA February '89 Show, ordered shortly after that, and has done a great job of promoting *PAVE EDGE*® since!



Welcome to New Canadian Distributors...

... Montreal, Quebec — **Cimtech Ciment Products** — 1973 rue Notre Dame-de-Fatima, phone: 514/663-2863. A new *PAVE TECH* distributor, first in the Province, opens the door for Quebec paving contractors to *PAVE EDGE*®. Michel Lamarche of Cimtech reports that Quebec is a very busy paving stone market.

... Regina, Saskatchewan — **Cindercrete Products Ltd.** — Victoria Avenue and Fleet Street, phone: 306/789-2636. On February 24th, a letter from Russ Lebell, included this paragraph: "After having viewed the video tape on *PAVE TECH* edge system and having discussed it with installers, we would like to place an order." Thanks Russ, for the nice order.

... Spruce Grove, Alberta — **Expoconcrete, Inc.** — Highway 16 West at Devon Overpass, phone: 403/962-4010. Norman Dick and Gary Lecuyer have become active promoters of *PAVE EDGE*® edging. Over 10 videos and hundreds of brochures are being used in this firm's areawide sales campaign. A large order, placed in March is moving out well!

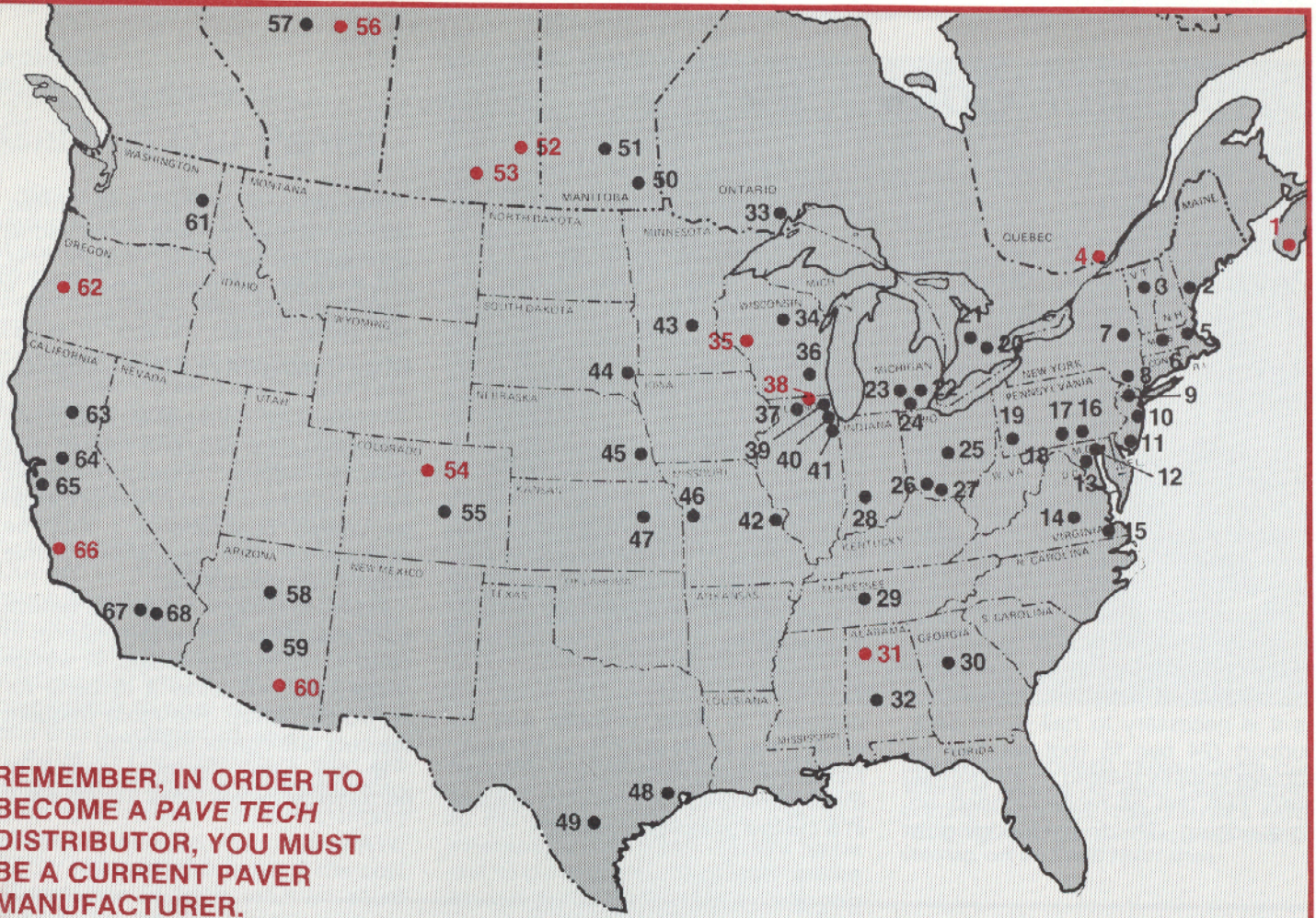
... Bridgewater, Nova Scotia — **South Shore Ready Mix Ltd.** — P.O. Box 247, phone: 902/543-4639. *PAVE TECH*'s first Atlantic Province distributor, is introducing the edge restraint system to Nova Scotia contractors! Located southwest of Halifax, South Shore is headed by John Parnell who first ordered *PAVE EDGE*® in March of this year.

... Yorkton, Saskatchewan — **Yorkton Concrete Products Ltd.** — Highway 9 & York Road, phone: 306/782-2264. Yorkton is located north and west of Regina. Manager Jim Logan is another marketing-minded member of the paver industry who is using several videos to help promote and sell, not only edging but pavers as well!

WELCOME to *PAVE TECH* Distributors Across North America!

Since our last issue of the *EDGE* newsletter (NCMA & NPCA Convention issue), paver manufacturers have gotten serious about hopping on the *PAVE TECH* bandwagon! From Nova Scotia to California, from Alberta to Alabama, twelve additional major paver producers are now offering *PAVE EDGE*® edging, and more, to their customers! They're not only helping save their customers time (and that means money) ... but they're also helping to improve the quality and permanence of paving projects through a quality edge restraint system!

1. South Shore Ready Mix Ltd., Bridgewater, N.S.
2. Genest Concrete Works, Inc., Sanford, ME
3. S.T. Griswold Co., Williston, VT
4. Cimtech Ciment Products, Montreal, Quebec
5. Ideal Concrete Block Co., Waltham, MA
6. Landscape Products, Inc., Wilbraham, MA
7. Dagostino Bldg. Blocks, Inc., Schenectady, NY
8. 3-D Block Company, Inc., Monticello, NY
9. Grinnell Conc. Paving Stones, Sparta, NJ
10. Anchor Concrete Products, Bricktown, NJ
11. E.P. Henry Co., Woodbury, NJ
12. Capitol Conc. Co., (Glen Gery), Laurel, ND
13. Balcon, Inc., Baltimore, MD
14. Tarmac-Lonestar, Inc., Prince George, VA
15. Interlock Paving Systems, Hampton, VA
16. Hanover Architectural Products, Hanover, PA



**REMEMBER, IN ORDER TO
BECOME A PAVE TECH
DISTRIBUTOR, YOU MUST
BE A CURRENT PAVER
MANUFACTURER.**

North American Distributors of PAVE EDGE®

- | | | |
|---|--|--|
| 17. Nitterhouse Conc. Prod.,
Chambersburg, PA | 35. Fehr Concrete Products, Eau
Claire, WI | 52. Yorkton Concrete Products Ltd.,
Yorkton, Saskatchewan |
| 18. Lockstone (Sender Ornamental
Iron),
Johnstown, PA | 36. Bend Industries, West Bend, WI | 53. Cindercrete Products, Ltd.,
Regina, Saskatchewan |
| 19. R.I. Lampus Co., Springdale, PA | 37. Rockford Cement Prod., Rockford,
IL | 54. Clalite, Inc., Denver, CO |
| 20. D. Barnett & Co. Ltd., Waterloo,
Ontario | 38. Paveloc Industries, Algonquin, IL | 55. McKinney Conc. Prod. Co., Pueblo,
CO |
| 21. Pavestone Plus, Kitchener, Ontario | 39. Unilock Chicago, Inc., Aurora, IL | 56. Expocrete, Inc., Spruce Grove, |
| 22. Grand Blanc Cement Prod.,
Grand Blanc, MI | 40. Bend Industries Inc./Ampress,
Des Plaines, IL | 57. St. Albert Precast, St. Albert,
Alberta |
| 23. Decra-Loc USA, Inc., Eaton Rapids,
MI | 41. Utility Conc. Prod., Plainfield, IL | 58. Block-Lite, Flagstaff, AZ |
| 24. Fendt Bldrs. Supply,
Farmington Hills, MI | 42. Kirchner Industries, Inc., Bridgeton,
MO | 59. Muller Supply Co., Tempe, AZ |
| 25. Oberfields Conc. Prod., Delaware,
OH | 43. Borgert Concrete Products,
St. Joseph, MN | 60. Stewart Block Company, Tucson,
AZ |
| 26. Interpave Corp., Cincinnati, OH | 44. Gage Bros. Concrete Products,
Sioux Falls, SD | 61. Layrite Products Co., Spokane, WA |
| 27. Paverlock, Cincinnati, OH | 45. Watkins Concrete Block, Omaha,
NE | 62. Willamette-Graystone, Inc., Eugene,
OR |
| 28. Hessit Works, Freedom, IN | 46. Barbour Conc. Prod.,
Independence, MO | 63. Kratzer Precast Supply, Penn
Valley, CA |
| 29. Nashville Block Co., Nashville, TN | 47. Capitol Concrete Prod. Inc.,
Topeka, KS | 64. Muller Supply Co., Lodi, CA |
| 30. Paverlock of Georgia, Lithonia, GA | 48. Paverlock of Texas, Houston, TX | 65. Pacific Interlocking Paving Stones,
Cupertino, CA |
| 31. Superrock Block Co., Birmingham,
AL | 49. Alamo Concrete Pavers, San
Antonio, TX | 66. Airvol Block Company,
San Luis Obispo, CA |
| 32. SRM/Selma Inc./Con Pave, Selma,
AL | 50. Barkman Concrete, Ltd.,
Steinbach, Manitoba | 67. Perma-Concrete, Moreno Valley,
CA |
| 33. Miller Precast Ltd., Thunder Bay,
Ontario | 51. Midland Concrete Prod.,
Winnipeg, Manitoba | 68. Muller Supply Co., Banning, CA |

Distributor/Contractor/ Installer **ALERT!**

Technical Tips from Bob Lindstrom, PAVE TECH's Manager of Paver Installation

FLEXIBLE EDGING DOES **NOT** FUNCTION AS STRAIGHT EDGING.

Do not use flexible edging in place of rigid edging on straight paver runs! It's costly, time-consuming and difficult, if not impossible to line up properly. In other words, it just doesn't pay!

Installers will spend too much time slipping back supports onto the flexible upright section. Several times the number of nails will be needed, as it is necessary to nail every back support (24 per 15 foot section) to achieve stability instead of the normal every two feet as recommended on rigid edging. Third, rigid edging is



Bob Lindstrom

designed to resist stresses and to spread the loads over a large area. Flexible edging is designed to resist these same loads only when it is used in a curved or radius situation.

Flexible edging is ideal for curves, islands, serpentine and other radius applications, but not for straight runs. When used for that purpose on a vehicular pavement, it will fail!

When Cutting PAVE EDGE® Edging...

... Use a 32 tooth-per-inch hacksaw blade for quick, easy and smooth cuts on rigid edging. Although flexible PAVE EDGE® is most practical for use on curved applications, it may be necessary to use rigid when flexible edging is not available.

A simple straight cut on the vertical back section will allow the material to bend to an outside radius. A wedge shaped cut will allow it to bend for an inside radius. The more frequent the cuts, the tighter the curve.

In any case, the right choice of hacksaw blade will make the job easy!

Goodbye Efflorescence! . . .

Retaining Walls Look New Again

Masonry contractors who build brick and block buildings know it!... paving contractors who lay pavers and build masonry retaining walls know it!... landscapers, architects and building owners certainly know it!... they're the ones who generally call attention to what is one of masonry's biggest nuisances ... Efflorescence!

The white chalky residue on paver and masonry surfaces is not a permanent problem, even though it is often a very unsightly blemish! Pavers won't deteriorate because of it... brick and block walls won't come tumbling down because of it either. One thing is certain however, masonry in all its forms, shapes, sizes, types and colors, including the best made paving stones, are all potential ugly ducklings when the soluble salts present in most masonry materials, reacts with moisture and is drawn to the surface during the process of water evaporation.



A quick and easy way to remove these surface stains on retaining walls is to use PAVE TECH's EF-900 Efflorescence Cleaner, using recommended guidelines. Later, a

protective coat of PAVE TECH SC-610 Solvent Sealer will help keep the surface looking new, directing salts, that want to migrate, elsewhere than the exposed face of the wall! ▽

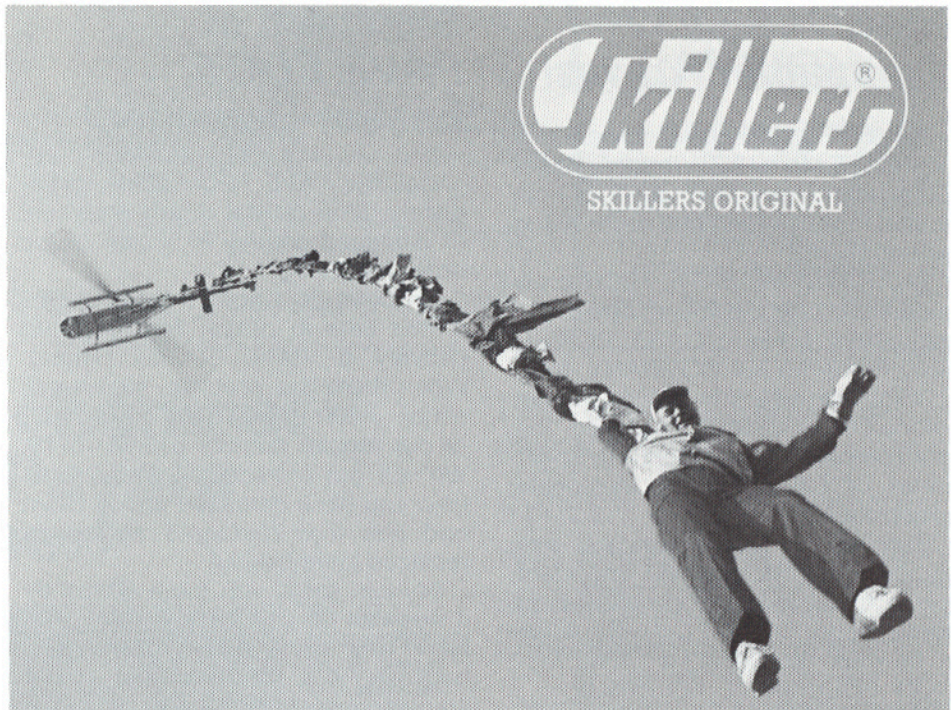
Attention
PAVE TECH Distributors . . .

Get into Our Pants!

When you're down on your knees laying pavers, you'll be in great shape if you're wearing Skillers paver pants! Skillers, Europe's largest clothier for workmen, were inspired by PAVE TECH to custom design pants for paver installers with built-in pockets for removable knee pads, and pockets for holding tools of the trade as well! They're also great pants for brick and block masons, your production and yard people too!

Built of high-quality materials . . . a combination of poly-cotton and Dupont CORDURA (an extremely tough and durable fabric that handles the abrasion of paver surfaces well) these charcoal colored pants feature a weave and weight that makes them comfortable to wear in summer's heat and they're waterproof, too!

PAVE TECH distributors who are interested in offering these pants to their customers, should contact Skillers of America, Inc. direct. PAVE TECH will subsidize \$4.00 of the cost of each pair of pants sold! An equal subsidy by the manufacturer (sorry,



only PAVE TECH distributors eligible) will guarantee an attractive low price to the customer. In return, both the distributor's and PAVE TECH's name will be permanently "engraved" on the leather patch on the pants, creating a unique advertising opportunity! ▽

ADVANCED TROUSER TECHNOLOGY! Call Skillers of America, Inc. direct 1-800-325-8707 or 612/379-3243. TELL THEM YOU'RE A PAVE TECH DISTRIBUTOR. If you need help in ordering, call the PAVE TECH office.

Distributor NEWS

From Edmonton, Alberta . . .

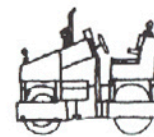
Several paver manufacturers effectively use telephone waiting time to promote their various products. What better way to make the wait seem short and to acquaint customers calling in with the entire line of paver products and accessories?

Expocrete Inc., a new PAVE EDGE® distributor from Alberta, Canada, uses the following friendly message . . . "Thank you for calling Expocrete! We sincerely appreciate your business and ask that you please hold until someone is free to assist you! We've been serving Albertans for over a decade now, providing interlocking concrete paving stones for commercial and residential use, and a whole lot more! Ask us about our dealers throughout Edmonton and Alberta."



A second message pleasantly surprised us at PAVE TECH during a recent call from our office . . . "Get the competitive edge with new PAVE EDGE® the hidden paver edge restraint system! PAVE EDGE® eliminates the need for wood or concrete edging when installing paving stones. Inquire about PAVE EDGE® rigid edging, flexible edging, and edging connectors. We'd be pleased to give you all the pertinent details and all the advice you might need!"

Thanks to Gary Lecuyer of Expocrete for sending us this bit of distributor news! ▽

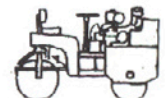


Attention Paving Stone Contractors:

Watch for compaction equipment roundup in our next issue!

What kind of compaction equipment is being offered by today's construction machinery industry to properly prepare aggregate base for paving stones?

Look for answers in our next EDGE newsletter. We'll carry a complete roundup of what's new in compaction equipment to keep you up to date!!



New CASE 252 Compactor Arrives!

PAVE TECH accepted delivery of a new CASE Model 252 Vibratory Roller Compactor, April 14th, JUST in time to start the 1989 Twin City paver laying season rolling!

Bruce Wagner, PAVE TECH crew supervisor, rolls the 252 off one of the equipment trailers. CASE POWER AND EQUIPMENT COMPANY, 6340 E. Highway 101, Shakopee, MN — Phone: 612/445-5400, supplied the new compactor. Many thanks to Roger Jones of CASE for his invaluable assistance.

Because the proper type and size equipment plays such an important role in actual paving stone installation construction, PAVE TECH will publish in its next newsletter, a COMPACTOR EQUIPMENT ROUNDUP. . . WATCH FOR IT!

Shipment of PAVE EDGE[®] Lost or Damaged!

Call the PAVE TECH office immediately upon receipt of any shipment of damaged edging, or if part of the order is missing!

Truckers do a good job about 95% of the time in proper handling and delivery of PAVE EDGE[®] Edging. When there is a problem, please call either 1-800-PAVETECH (728-3832) or our regular number 612/881-5773. We will put a tracer on lost orders, help you file a damaged goods claim and see that damaged edging is replaced immediately!

We can assist you more efficiently if you call us upon delivery . . . DO NOT wait several days or months, because PAVE TECH **cannot** accept any responsibility if you do not notify us immediately!

Cimtech Ciment Products To Represent PAVE TECH in Province of Quebec!

PAVE TECH is announcing, elsewhere in this issue, the appointment of Cimtech Ciment Products, Laval, Quebec, as a new PAVE EDGE distributor in Quebec. A long-standing PAVE TECH policy of distributing PAVE EDGE edging only through paver manufacturers was waived in the afore-mentioned case and therefore, an explanation is due.

In the past two years, a large number of inquiries regarding PAVE EDGE have been received from contractors, landscapers, building material/masonry supply distributors, private citizens, etc. from throughout the Province of Quebec. Our effort to establish a paver manufacturer distributorship in Quebec, to handle this potential business, has not produced any results.

In order to properly service the rapidly expanding paver market in Quebec, it was necessary to appoint a non-manufacturer whose territory is confined within Provincial borders only!

It is the only exception to the paver manufacturer pre-requisite for a PAVE EDGE[®] distributorship that will be made.



PAVE TECH, INC.
ADVANCED PAVING TECHNOLOGY
P.O. Box 31126, Bloomington, MN 55431



It's Easy to Reach PAVE TECH!

Call: 1-800 PAVE TEC
1-800 728-3832
1-612 881-5773
1-612 881-2169 (FAX)

OR, Write to us at:

PAVE TECH, INC.
P.O. Box 31126
Bloomington, MN 55431