

REFINED CONCRETE & TERRAZZO FLOOR RESTORATION PROGRAM



Retail, Commercial & Transportation

A validated and simplified approach to ensure the proper restoration for your facility given the conditions of your floors.





YOUR

OPPORTUNITY

FULL RESTORATION PROGRAM THAT WORK FOR YOUR FACILITY

At Charlotte Products Ltd, we pride ourselves on industry innovation, we strive to always be aware of the insights, challenges and solutions that will assist our valued customers. Once we understand the need, our innovative team of professionals go to work to develop both the product and marketing strategy in order to take to market. Once this is done, our team of solutions specialists transfer this industry knowledge to our customers working side by side ensuring they understand the benefits and procedures involved. This is simply what we do, better than most. Our people are our key to success.

Both terrazzo and concrete flooring substrates make up our industries largest square footage. Therefore, requiring a major increase in labor, time to maintain and a high dollar spend.

Properly maintained, these surfaces play a vital role in employee wellness, reducing the amount of dust, contaminants and allergens in the air, improved foot traction for employees reducing the risk of slip and fall and by reducing the amount of cleaning chemicals from being introduced into our environment by sewage effluent or landfill making this program more sustainable for our generations today and tomorrow. It is simply the right thing to do in our opinion.

Our approach, we utilize our Enviro-Solutions® diamond pads along with our safer chemistry to “hone” the floor surfaces. Most competitors “grind” these surfaces which is a relatively slow, expensive and a labor-intensive process.

Once our competitors has taken place, facilities must follow a detailed interim maintenance program to maintain the floors increasing the overall cost and, in our opinion, you have a better option.

It is a known fact that floor care programs are the most labor intensive and require a higher level of skill set. Typically 67% of your spend is related to floor care.

Think about this, if we can lower your cost of goods and reduce your labor by as much as 60%, why wouldn't you?

At Charlotte Products Ltd., our team of passionate people pride themselves in developing new innovative products and programs that truly contribute to clean, safe and healthy spaces.

According to ISSA standards, it is estimated that out of every dollar spent, over 90% is attributed to labor and less than 10% is the cost of goods. Your R.O.I. is very beneficial when implementing this program.

Why Choose Our Program?

1

Easy Program to implement and maintain.

Upon completion of a Charlotte Products floor assessment, we will help you determine if your floors are ready for our Routine Maintenance Program or if they need to undergo one of our 3 Restoration Levels to restore your floors back to pristine condition.

2

Never deep strip, scrub, apply sealer or floor finish again.

The benefit to this polished concrete and terrazzo floor restoration program is that you will never have to use topical coatings ever again. By having no coatings on the floor, you will never have to deep strip or re-apply sealers, waxes or finishes ever again. Simply follow our Routine Maintenance guidelines after completion of one of the 3 Restoration Levels and your floor will last a lifetime.

3

Lower your labor costs by up to 60%.

Specialized heavy industrial floor grinders and polishers are not needed to restore and refurbish polished concrete and terrazzo flooring. Use YOUR existing floor equipment. Because of this, the training curve for existing employees is minimalized. By following our simplified procedures if undergoing one of the 3 Restoration Levels YOUR existing staff can restore and refurbish polished concrete and terrazzo flooring with minimal training.

4

Improve the overall look of your facility.

By implementing our Refined Concrete and Terrazzo Floor Restoration Program we can restore and refurbish unmaintained, worn down polished concrete or terrazzo floors; allowing us as the facility experts to show you how simple it can be to restore your polished concrete and terrazzo floors.

5

Improve employee wellness.

You can improve employee wellness and indoor air quality by eliminating the use of harsh chemicals that are standard in the stripping and finish process of coated floors. All of the chemicals we use during the Restoration Program are less aggressive, water-based products, reducing the risk of cross contamination and lowering the risk of an outbreak.

6

Improve your contribution to sustainability.

Polished concrete and terrazzo flooring are both sustainable flooring options. Implementing our program will improve your sustainable footprint by reducing chemicals usage, eliminating one time use of grinding discs, lower energy consumption and battery charging cycles. Also reduces sewage effluent discharge and the amount of waster sent to the landfill. Our **ES-CMP Diamond Pads** used in our Routine Maintenance Program typically outlasts our competitors by 5 to 10 times.

PROGRAM

FEATURES

Our Enviro-Solutions Refined Concrete and Terrazzo Floor Restoration Program sets the standard in polished concrete and terrazzo floor care. By combining our unique diamond pad technology and polished concrete and terrazzo specific restoration cleaner and substrate densifier you can now provide a full restoration program to your current custodial staff and building services contractors.



Charlotte Products takes the complexity out of how to refurbish and restore polished concrete and terrazzo floors by offering our unique Light, Moderate and Complete Restoration Levels based on your facilities needs and wants.

Whether you have slightly worn polished concrete or terrazzo floors that only needs a light restoration or you have a floor that has been neglected for years and is in need of a complete restoration program, we have you covered.

After your floors are restored to their original gloss levels we then give you the option of protecting your investment by offering two innovative stain protecting chemicals that will protect and prolong the life of your newly refined concrete and terrazzo floors.

New Simplified Program Benefits

- 3 simplified Restoration Levels specific to your facilities needs and wants
- On-site facility assessment to help determine what level of restoration is needed, if any
- No specialized equipment needed (ie; floor grinders or slurry vacuums)
- Training videos on each Restoration Level
- Simple procedure guidelines
- Cost calculators to help determine square footage costs



PROGRAM

PRODUCTS



ES35 Restoration Cleaner

Specifically formulated to be used in the ES Refined Concrete and Terrazzo Floor Restoration Program in conjunction with the **ES-FPP** diamond pads. Our unique blend of surfactants and special low friction lubricants provide the perfect formula to allow for a cleaner and faster refinement of the surface, extending the life of the **Enviro-Solutions Foundation Prep Pads** during restoration.

Product yields approximately 12,500 sq ft/gallon (1:128).

Dilution ratio (1:128) – 1 oz **ES35** to 1 gal water



ES36 Nano Substrate Densifier

An eco-friendly impregnating lithium-silicate densifier specifically designed to be used in the Moderate and Complete Levels of the Restoration Program. **ES36** strengthens the concrete or terrazzo surface from the inside out, creating higher abrasion and stain resistance without affecting its natural appearance.

The natural reaction of the lithium silicate with the lime / calcium hydroxide of the cement closes off most capillaries, creating a highly dense, dust proof, hardened and great light reflected surface.

Product yields approximately 2,500 sq ft/gallon (1:4).

Dilution ratio (1:4) – 32 oz **ES36** to 1 gal water



ES37 Cleaner Maintainer Polisher

Our exclusive EVERYDAY cleaner is specifically formulated to be used during the ES Refined Concrete and Terrazzo Floor Maintenance Program in conjunction with the **ES-CMP** diamond pads. **ES37** is formulated to deep clean, maintain and enhance the gloss, strengthen the substrate, and improve the image of your facility.

With a unique formulation to quickly emulsify, attach to, and suspend soils, oils and greases by using a “lift and hold” technology caused by the different surfactants, **ES37** makes routine maintenance on polished concrete and terrazzo a breeze.

ES37 not only has specialized surfactants and lubricants in the solutions causing ease of maintenance; there is also trace amounts of densifier in the formula. By adding the densifier to the formula, **ES37** is able to constantly fill the micro pores and imperfections on the surface with densifier, further protecting and strengthening the surface of your refined and polished concrete and terrazzo floors with every use.

Product yields approximately 80,000 sq ft/gallon (1:128).

Dilution ratio (1:128) – 1 oz **ES37** to 1 gal water

Program Pads

Cleaner Maintainer Pads (CMP)

Enviro-Solutions® Cleaner Maintainer Pads are designed for durability and longevity for a wide variety of applications. They have proprietary diamond material blown throughout the entire pad creating a stronger, wear and tear resistant pad. The pads have diamond powders that are embedded throughout the pad providing extended life due to the ability to use either side creating a stronger, more durable tool at an economical price. Being able to use the pad on either side makes it an ideal choice for burnishing, polishing and maintaining concrete and terrazzo floors.



400 Grit



800 Grit



1500 Grit

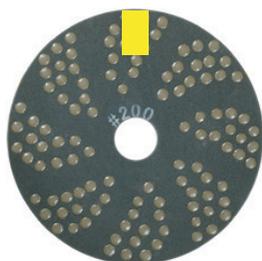


3000 Grit

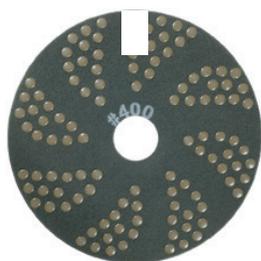
Foundation Prep Pads (FPP)

Enviro-Solutions® Foundation Prep Pads have been designed for the demand in the concrete and terrazzo polishing market where smaller budgets need to be met but a densified and refined surface is needed for the end result.

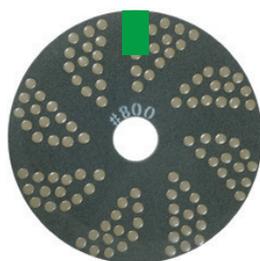
Charlotte Products™ has infused an array of diamond nodules made of a proprietary blend of semi-metal resin bond matrix to the surface of our **Enviro-Solutions® Cleaner Maintainer Pads**. By doing this, we have created the ultimate refurbishing and polishing pad for concrete and terrazzo substrates. **Enviro-Solutions® Foundation Prep Pad** is the ideal pad to create a faster cut, faster hone, and faster polish on most concrete and terrazzo floors. It is designed to open, hone/refine and polish; it is no way intended to flatten a concrete or terrazzo surface.



200 Grit



400 Grit



800 Grit



1500 Grit

ES REFINED CONCRETE AND TERRAZZO FLOOR RESTORATION PROGRAM

Upon completion of a Charlotte Products floor assessment, we will help you determine which level of Floor Restoration is needed to restore your floors back to pristine condition.

3 Levels of **FLOOR RESTORATION**

RETAIL, COMMERCIAL & TRANSPORTATION

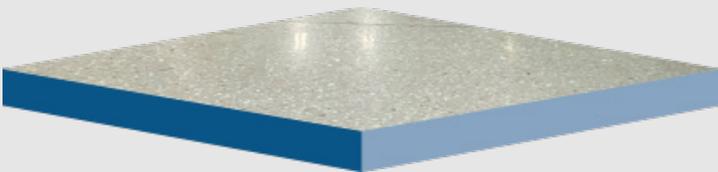
Light Restoration

3 step process (3 pads & restoration cleaner)



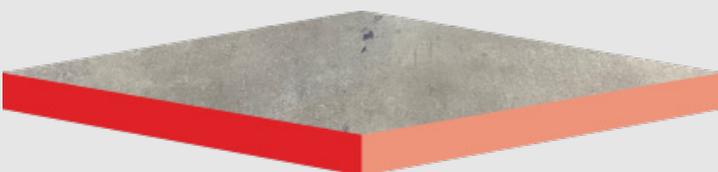
Moderate Restoration

5 step process (4 pads, densification & restoration cleaner)



Complete Restoration

6 step process (5 pads, densification & restoration cleaner)



Light Restoration

3 step process (3 pads & restoration cleaner)



Where and When to use:

When the polished and refined concrete or terrazzo floor has lost some of its original luster and is showing slight wear and tear. No etching or staining has occurred.

- 3 pad process which includes 2 **ES-FPP Foundation Prep Pads** and 1 **ES-CMP Cleaner Maintainer Pads** used with **ES35 Restoration Cleaner** with either an Auto Scrubber or low speed floor machine.
- Once complete, follow guidelines for ES Refined Concrete and Terrazzo Floor Maintenance Program per normal maintenance schedule.

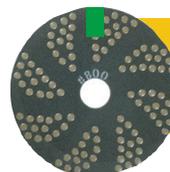
STEP

1

Wet scrub with **ES35** and **800 ES-FPP** diamond pad



ES35
Restoration Cleaner 1:128



800
Grit FPP Pad

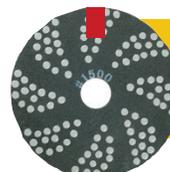
STEP

2

Wet scrub with **ES35** and **1500 ES-FPP** diamond pad



ES35
Restoration Cleaner 1:128



1500
Grit FPP Pad

STEP

3

Wet scrub with **ES35** and **1500 ES-CMP** diamond pad



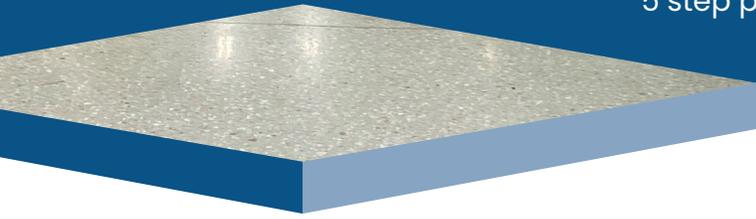
ES35
Restoration Cleaner 1:128



1500
Grit CMP Pad

Moderate Restoration

5 step process (4 pads, densification & restoration cleaner)



Where and When to use:

When the polished and refined concrete or terrazzo floor has lost most of its original luster and is showing moderate wear and tear. Slight etching and staining have occurred.

- 4 pad and substrate restrengthening process which includes a onetime application of **ES36 Nano Substrate Densifier**, 3 **ES-FPP Foundation Prep Pads** and 1 **ES-CMP Cleaner Maintainer Pads** used with **ES35 Restoration Cleaner** with either an Auto Scrubber or low speed floor machine.
- Once complete, follow guidelines for ES Refined Concrete and Terrazzo Floor Maintenance Program per normal maintenance schedule.

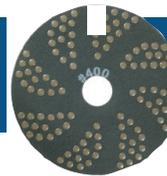
STEP

1

Wet scrub with **ES35** and **400 ES-FPP** diamond pad



ES35
Restoration Cleaner 1:128



400
Grit FPP Pad

STEP

2

Apply **ES36 Nano Substrate Densifier** as per label



ES36
Nano Substrate Densifier 1:4

Stain Removal

Follow the above procedures when slight to moderate staining and etching has occurred.

Consult a Charlotte Products expert for stain protection products if extra protection is needed.





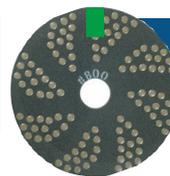
STEP

3

Wet scrub with **ES35**
and **800 ES-FPP**
diamond pad



ES35
Restoration Cleaner 1:128



800
Grit FPP Pad

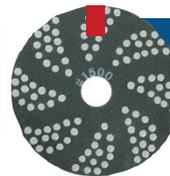
STEP

4

Wet scrub with **ES35**
and **1500 ES-FPP**
diamond pad



ES35
Restoration Cleaner 1:128



1500
Grit FPP Pad

STEP

5

Wet scrub with **ES35**
and **1500 ES-CMP**
diamond pad



ES35
Restoration Cleaner 1:128



1500
Grit CMP Pad

Complete Restoration

6 step process (5 pads, densification & restoration cleaner)



Where and When to use:

When the polished and refined concrete or terrazzo floor has lost all of its original luster and is showing excessive wear and tear. Moderate to excessive etching and staining has occurred.

- 5 pad and substrate restrengthening process which includes a onetime application of **ES36 Nano Substrate Densifier**, 4 **ES-FPP Foundation Prep Pads** and 1 **ES-CMP Cleaner Maintainer Pad** used with **ES35 Restoration Cleaner** with either an Auto Scrubber or low speed floor machine.
- Once complete, follow guidelines for ES Refined Concrete and Terrazzo Floor Maintenance Program per normal maintenance schedule.

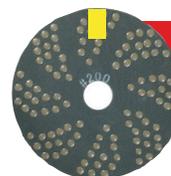
STEP

1

Wet scrub with **ES35** and 200 ES-FPP diamond pad



ES35
Restoration Cleaner 1:128



200
Grit FPP Pad

STEP

2

Wet scrub with **ES35** and 400 ES-FPP diamond pad



ES35
Restoration Cleaner 1:128



400
Grit FPP Pad

STEP

3

Apply **ES36 Nano Substrate Densifier** as per label



ES36
Nano Substrate Densifier 1:4



STEP
4

Wet scrub with **ES35**
and **800 ES-FPP**
diamond pad



ES35
Restoration Cleaner 1:128



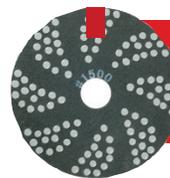
800
Grit FPP Pad

STEP
5

Wet scrub with **ES35**
and **1500 ES-FPP**
diamond pad



ES35
Restoration Cleaner 1:128



1500
Grit FPP Pad

STEP
6

Wet scrub with **ES35**
and **1500 ES-CMP**
diamond pad



ES35
Restoration Cleaner 1:128



1500
Grit CMP Pad

Program Benefits Recap

- Easy Program to implement and maintain
- Never deep strip, scrub, apply sealer or floor finish again
- Lower your labor costs by up to 60%
- Improve the overall look of your facility
- Improve employee wellness
- Improve your contribution to sustainability
- Ability to increase sheen by introducing a burnishing program at any time desired

Are YOU ready to take the next step? We thought the answer might be YES. By clicking on your specific cost calculator below you will be able to determine the investment and cost savings associated with each level of restoration.

Let's work together to create safer, healthier spaces for future generations!

RETAIL, COMMERCIAL & TRANSPORTATION

Light Restoration

3 step process (3 pads & restoration cleaner)

▶ [Click to view the Cost Calculator](#)

Moderate Restoration

5 step process (4 pads, densification & restoration cleaner)

▶ [Click to view the Cost Calculator](#)

Complete Restoration

6 step process (5 pads, densification & restoration cleaner)

▶ [Click to view the Cost Calculator](#)

Program Savings vs Leading Competitor

Enviro-Solutions Refined Concrete and Terrazzo Floor Restoration Program

Complete Restoration VS Leading Competitor Stone Restoration Program

- Material Cost Savings of up to 47%
- Labor Cost Savings of up to 57%

Moderate Restoration VS Leading Competitor Stone Restoration Program

- Material Cost Savings of up to 52%
- Labor Cost Savings of up to 60%

Light Restoration VS Leading Competitor Stone Restoration Program

- Material Cost Savings of up to 65%
- Labor Cost Savings of up to 63%

Key Takeaways

Enviro-Solutions Refined Concrete and Terrazzo Floor Restoration Program	Leading Competitor Stone Restoration Program
Substrate densification with ES36 Nano Substrate Densifier	No substrate densification
No topical sealer required. Additional stain protection chemical(s) offered if customer requests additional protection	Topical Sealer applied during initial application and 2+ times per year (depending on foot traffic) that must be burnished to activate chemical
SAME fully impregnated diamond maintenance pad for wet scrubbing and dry burnishing	2 different pads for wet scrubbing and dry burnishing
Wet scrubbing pad last on average 300,000 sq ft AND has diamonds 100% throughout entire pad	Wet scrubbing pad lasts on average 225,000 sq ft and has NO diamond abrasive in the pad
Dry burnishing pad lasts on average 300,000 sq ft AND has diamonds 100% throughout entire pad	Dry burnishing pad lasts on average 15,000 sq ft and is coated on ONE face with diamond abrasives
TRUE Routine Maintenance Program that incorporates diamond maintenance pads (ES-CMP Pads) and polished concrete & terrazzo specific cleaner (ES37)	Routine Maintenance program consists of using a red floor pad and neutral cleaner along with re-coating the floor several times per year
Concrete and terrazzo specific restoration cleaner used in the Restoration Program to help build strength to the substrate and prolongs life of ES-FPP restoration pads	No restoration cleaner to help prolong life of diamond abrasive discs/pads

Specifications

Products

Code	Name	Size	Coverage
ES35-4	Restoration Cleaner	3.78 L / 1 U.S. Gal.	12,500 sq ft / gallon
ES36-4	Nano Substrate Densifier	3.78 L / 1 U.S. Gal.	500 sq ft / gallon
ES37-4	Cleaner Maintainer Polisher	3.78 L / 1 U.S. Gal.	80,000 sq ft / gallon
ES37-18	Cleaner Maintainer Polisher	18.9 L / 5 U.S. Gal.	80,000 sq ft / gallon
ES37-208	Cleaner Maintainer Polisher	208 L / 55 U.S. Gal.	80,000 sq ft / gallon

Cleaner Maintainer Pads (CMP)

Color Coded	Grit	Thickness	Diameter	Max Speed	Usage
White	400	1 inch	14" 16" 17" 20" 27"	2000 RPM	wet or dry
Green	800	1 inch	14" 16" 17" 20" 27"	2000 RPM	wet or dry
Red	1500	1 inch	14" 16" 17" 20" 27"	2000 RPM	wet or dry
Black	3000	1 inch	14" 16" 17" 20" 27"	2000 RPM	wet or dry

Coverage can vary from surface to surface depending on roughness, porosity and density of the medium being applied. Application technique can also vary the coverage. On flat, dense surfaces the coverage should generally range from 250,000 to 500,000 square feet per pad.

Foundation Prep Pads (FPP)

Color Coded	Grit	Thickness	Diameter	Max Speed	Usage
Yellow	200	1 inch	14" 16" 17" 20" 27"	1500 RPM	wet or dry
White	400	1 inch	14" 16" 17" 20" 27"	1500 RPM	wet or dry
Green	800	1 inch	14" 16" 17" 20" 27"	1500 RPM	wet or dry
Red	1500	1 inch	14" 16" 17" 20" 27"	1500 RPM	wet or dry

Coverage can vary from surface to surface depending on roughness, porosity and density of the medium being applied. Application technique can also vary the coverage. On flat, dense surfaces the coverage should generally range from 3,000 to 7,000 square feet per pad.

Rectangular orbital **CMP** and **FPP Pads** are a non-stock item that are available upon request. **FPP 30, 50 and 100 grit pads** are available upon request. You must consult with a Charlotte Products specialist first to get approval for the ordering of orbital and/or **30, 50 and 100 grit FPP pads**.