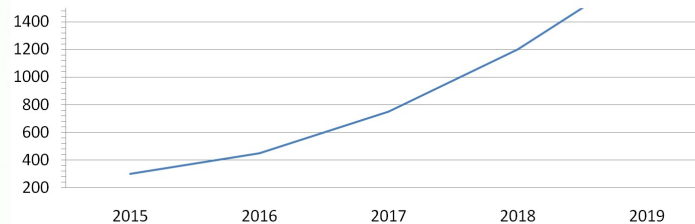


Attendees From All Over Northeast America!

Attendance



Over 20,000 Square Feet Of Expo Space!

THE NORTHEAST CONCRETE EXPO

OVER 10,000 SQUARE FEET OF
EXPO SPACE

FREE Parking

FREE Entrance

FREE Demonstrations

**Pre-Register to Avoid
Any Lines**

www.eco-cretesupply.com

STEGMEIER
LLC

LIQUID METALS

ADL
ADA SOLUTIONS, INC.

DITEQ
DIAMOND TOOLS & EQUIPMENT

Blue Dolphin
INTELLIGENT ABRASIVES & TAPES

GATOR
TOOLS

pulsebar

STABILA

PREVAL

metabo
PROFESSIONAL POWER TOOL SOLUTIONS

KirtBag
Carving Mix
The next generation of vertical mix

BRENTWOOD

GVS
Safety Supplies

SpiderLath
THE FUTURE OF LATH

Gorilla concrete tools
TESTED AND APPROVED

proline
decorative concrete
systems

WOOSTER

MIDWEST RAKE
COMPANY LLC

Rapid Set

MARSHALLTOWN
The Premier Line

temiko

CHAPIN
The Way to Spray
Since 1984

MAVERICK
SURFACE PREPARATIONS
LLC

CONCRETE
Cuts

DecoCRETE
SUPPLY

K
KRAFT TOOL CO.

TRIMACO

JOBBOX

Stone EDGE
SURFACES
Professional Grade Decorative Concrete

CANYCOM

Engrave-A-Crete

Polytek
Development Corp.

TREDS
SUPER TOUGH
SLUSH BOOTS

PATIOS FOR
PATRIOTS

MALISH

Smith
paints

TOOLCRETE

allen

E

FLOORmaps
INCORPORATED

Polytek
Development Corp.

PATIOS FOR
PATRIOTS

MALISH

Bon

EZYSCREED
The original screed with a level!!!

Z

EIBENSTOCK
Collomix
MIXING TECHNOLOGY

ROUND
GROVE
PRODUCTS

Makita

COUNTERFORM
CONCRETE COUNTERTOP SOLUTIONS

**Pre-Register by March 11th For A
Chance to Win One Of The
Following Prizes!**



Chapin Stainless
Xtreme Sprayer

Value \$264.85



American Flag
Plaque Mold

Value \$700.00



Two 8" Split
Limestone Liners

Value \$350.00

Register by going to NEConcreteExpo.com

This is a FREE event!
**Pre-register and save
yourself about 15 minutes
at the door. Fill out a form
for each attendee.**

**Winners Announced
Live on**


facebook

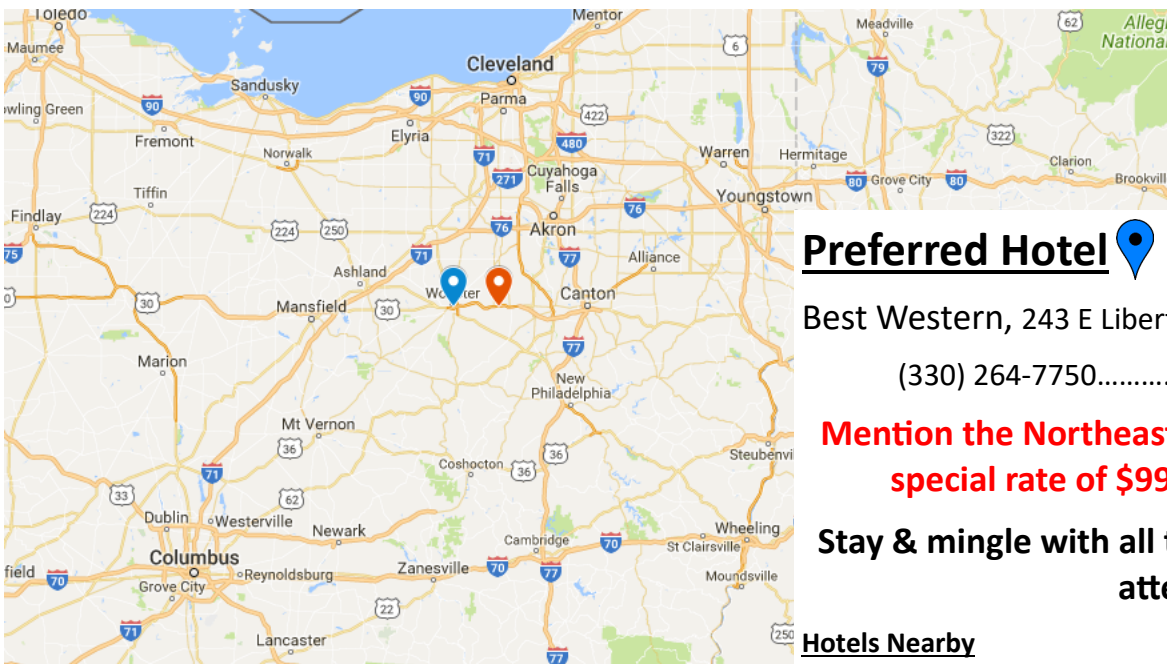
NEW THIS YEAR!

**\$5,000 OF PRIZES
AND DECO-DOLLARS**

**MONEY BLOWING
MACHINE!**

FRIDAY DEMONSTRATIONS

March 15, 2019	8:30 AM - 9:30 AM	10:00 AM - 11:00 AM	11:30 AM - 12:30 PM	1:30 PM - 2:30 PM	3:00 PM - 4:00 PM
Surface Prep/Polishing	Polished/Surface Prep Concrete - Tom Wagner				
Staining	3D Stencil Designs - Rachel Bruce				
	Staining - Rick Lobdell				
	3D Cutting & Staining - Bob Harris				
Coatings	Metallic Epoxy - Rick Lobdell				Floor Flex is a coating primer for wood substrate floors.
	Floor Flex - Kerry Browne				
Vertical	Vertical Hand Carved Concrete - Dion Battles				
	Patios for Patriots Monument - Josh Russell				
Countertops	Z-Form Countertops - Z-Counterform				
	GFRC Concrete Countertops - Ray Anthony				
Overlays	Decorative Concrete Overlays - Gregg Hensley				
	Decorative Overlays - Keefe Duhon				
Stamping & Exposed Aggregate		Advanced Stamped Concrete Techniques & Half Round Steps- Jason Geiser			
		The New Exposed Aggregate-Concrete Deactivators - Reuben Keim			
Panel Discussion	Pre-Register for Show to Avoid Lines www.  eco-cretesupply.com			Panel Discussion on Sealers - Jeff Hershberger, Kerry Browne, William Hershberger & Josh Koschmider	



For more information
email us at
joe@deco-cretesupply.com
or
call us at (330) 682-5678

Preferred Hotel

Best Western, 243 E Liberty St. Wooster, OH 44691
(330) 264-7750.....11 miles away

**Mention the Northeast Concrete Expo to receive
special rate of \$99 per night + taxes & fees**

**Stay & mingle with all the artists and other show
attendees**

Hotels Nearby

Cobblestone Hotel & Suites, 1720 N Main St Orrville, OH 44667

(330) 682-1711.....5 miles away

Rates Start at \$129.99 per night + taxes & fees

Hampton Inn, 44 1st St SW Massillon, OH 44647

(330) 834-1144.....12 miles away

Rates Start at \$114 per night + taxes & fees

Show Location:



Deco-Crete Supply
133 North Kohler Road
Orrville, Ohio 44667

SATURDAY DEMONSTRATIONS

March 16, 2019	8:00 AM - 8:15 AM	8:30 AM - 10:00 AM	10:30 AM - 12:30 PM	1:00 PM - 4:00 PM
Surface Prep/Polishing	Polished/Surface Prep Concrete - Tom Wagner			
Staining	3D Stencil Designs - Rachel Bruce			
	Staining - Rick Lobdell			
	3D Cutting & Staining - Bob Harris			
Coatings	Metallic Epoxy - Rick Lobdell			
Vertical	Vertical Hand Carved Concrete - Dion Battles			
	Patios for Patriots Monument - Josh Russell			
Countertops	Z-Form Countertops - Z-Counterform			
	GFRC Concrete Countertops - Ray Anthony			
Overlays		Decorative Concrete Overlays - Gregg Hensley		
		Decorative Overlays - Keefe Duhon		
Stamping & Exposed Aggregate		The New Exposed Aggregate-Concrete Deactivators - Reuben Keim		
Panel Discussion	Save Yourself Time and Pre-Register!	Panel Discussion on Running a Successful Concrete Business - Bob Harris, Will Mattingly, Paul Schneider & Keefe Duhon	Questions? Email us at joe@deco-cretesupply.com or call us at (330) 682-5678	



Arizona Flagstone Stamp Set

Includes: 3 - Red Stamps, 3 - Blue Stamps, 3 - Yellow Stamps, 1 - Floppy, 1 - Light Sandstone TUS, 1 - 3/8" Textured TUS & S-Tool

Regular ~~\$2858.34~~

\$2286.67

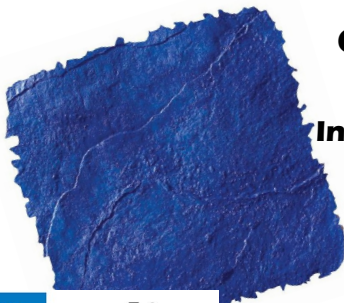


Touch Up Wheels

Choose from 1/2" Textured, 1/4" Flat, 1/4" Round, 1/8" Flat, 3/8" Flat, 3/8" Round, 3/8" Textured, Hammered Edge, V-Groove

Regular ~~\$32.40~~

\$25.92



Old Granite Cleft Stone Set

Includes: 4 - 4x4 Stamps, 1 - 2x4 Stamp & Old Granite TUS

Regular ~~\$1278.50~~

\$1022.80



Yellow Joint Strip

Regular ~~\$24.00~~

\$19.20

Blue Joint Strip

Regular ~~\$30.00~~

\$24.00

Red Joint Strip

Regular ~~\$36.00~~

\$28.80



All In Stock Touch Up Skins

Belgium Slate, Blue Stone, Coquina Stone, Flamed Granite, Italian Slate, Limestone, Old Granite, Quarry Stone, Roman Slate, Sandstone Light, Travertine, Travertine Coarse & Wood Grain

Regular ~~\$50.00~~

\$40.00

Small Reclaimed Timber Table Mold

Regular ~~\$700.00~~

\$560.00

Large Reclaimed Timber Table Mold

Regular ~~\$1015.00~~

\$812.00



20% Off All Proline Tools & Stamps

NEW SUPER SKINS!

- **TWICE AS RIGID**
- **HALF THE WEIGHT**
- **LIMITED LIFETIME WARRANTY**



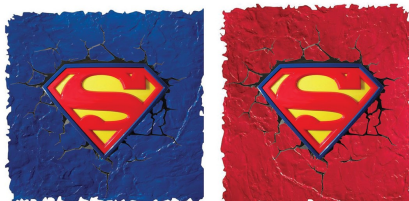
NEW SEAMLESS SUPER SKINS SET

FOUR 4X4

ONE 2X4

ONE TOUCH UP SKIN

~~\$1,396.40~~ **\$1,117.12**



SEAMLESS MAGNETIC PATTERN STAMPS

Sedona Flagstone Set -

Regular \$3500.00- **\$2800.00**

NEW Chesapeake Random Stone Set -

Regular \$3500.00- **\$2800.00**

NEW Napa Random Stone Set -

Regular \$3500.00- **\$2800.00**

Monterey Ashlar Set -

Regular \$3500.00- **\$2800.00**

NEW Blue Stone Ashlar HE Set -

Regular \$3500.00- **\$2800.00**

Sausalito Set -

Regular \$2000.00- **\$1600.00**

NEW Herringbone Brick Set -

Regular \$2500.00- **\$2000.00**

NEW Running Bond Brick Set -

Regular \$2500.00- **\$2000.00**

NEW Appian Cobble Stone Random Set -

Regular \$2500.00- **\$2000.00**

NEW Appian Cobble Running Bond Set -

Regular \$2500.00- **\$2000.00**



Denali Hammered Edge Liner

2" x 10' - Regular \$70.00- **\$52.50**

3.5" x 10' - Regular \$110.00- **\$82.50**

5.5" x 10' - Regular \$150.00- **\$112.50**

7.5" x 10' - Regular \$200.00- **\$150.00**



36" LIVE EDGE WOOD

TABLE MOLD

Regular \$420.00

\$325.00



Billy Banger

Regular \$77.69

\$62.15

16" Tamper

Regular \$141.96

\$113.57



12" Tamper

Regular \$120.12

\$96.10

HYBRID STEP LINER 9' X 5.5"



Regular \$131.25

\$105.00

Reclaimed Timber Wood Plank Set


Includes: 1 - 68" Plank, 1 - 81" Plank, 2 - 96" Red Planks, 2 - 96" Blue Planks, 2 - 96" Yellow Planks, 1 - Reclaimed Timber TUS & 1 - Endless Plank Stamp

Regular \$2816.40

\$2112.30



Save Yourself Time and Pre-Register!

www.deco-cretesupply.com

3D Cutting & Staining



Bob Harris
Decorative
Concrete
Institute

Bob Harris,
President of the

Decorative Concrete Institute,
is known worldwide in the
Decorative Concrete Industry.

He has presented at the
World of Concrete for 15
consecutive years and has
conducted training sessions
worldwide. He is also an
author to four guides that
have sold over 37,000 copies
worldwide.

Decorative Overlay

Keefe Duhon

Concrete
Revolution



Keefe showed a
lot interest in
art so he decided to take his
talents into the decorative
concrete field. He found
more freedom and greater
creativity in working with
concrete. Keefe was also the
2015 Brawl in the Fall
winner.



3D Stencil Designs



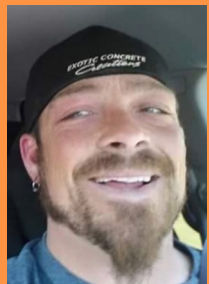
Rachel Bruce
Rachel K Graphics

After spending many years working as a marketing director for a decorative concrete company, Rachel Bruce branched off to start her own business in 2009, designing and selling custom stencils to contractors.

Rachel took 3rd place in the 2014 Brawl in the Fall.



VERTICAL HAND CARVED CONCRETE

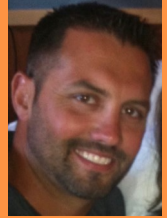
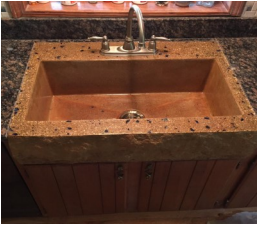


Josh Russell
Beyond Vertical Concrete

Josh Russell has been working with concrete since the age of 13, helping his cousin with pouring walls. After starting stamped concrete, Josh found artistic possibilities in vertical concrete. Most of his creations are created with concrete, metal and epoxy.



GFRC CONCRETE COUNTERTOPS



**Ray
Anthony
Cutter Concrete
Construction**

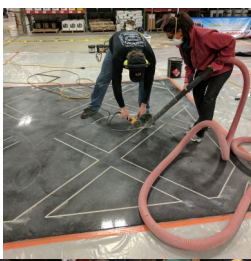
THE NEW EXPOSED AGGREGATE CONCRETE DEACTIVATORS



**Reuben
Keim
Keim Concrete**

Reuben Keim has spent many years learning, improving, and honing his skills as a concrete artisan. He has earned a reputation as one of the leading concrete companies in Ohio. In 2013 his company was chosen in collaboration with Deco-Crete Supply as the decorative concrete contractor to partner with HGTV's DIY Network TV program Vanilla Ice Goes Amish.





Metallic Epoxy



Rick Lobdell
Concrete Mystique

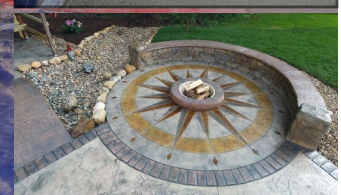
Rick Lobdell is a classically trained artist who owns Concrete Mystique Engraving and Gallery Mystique. He uses concrete as a canvas for his art. In addition to operating his businesses he also enjoys introducing others to the limitless possibilities within the decorative concrete world through live demonstrations and published articles in Concrete Décor Magazine.

ADVANCED STAMPED CONCRETE TECHNIQUES

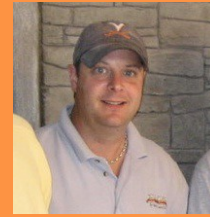
Jason Geiser
Deco-Crete Supply



Jason Geiser, owner of Deco-Crete Supply, Inc., began his career as a decorative concrete contractor. His experience and dedication to the industry makes him a reliable source of product information and training. He knows that a contractor's success hinges on having the proper materials on the job site when they're needed and these standards spill over into Deco-Crete Supply.

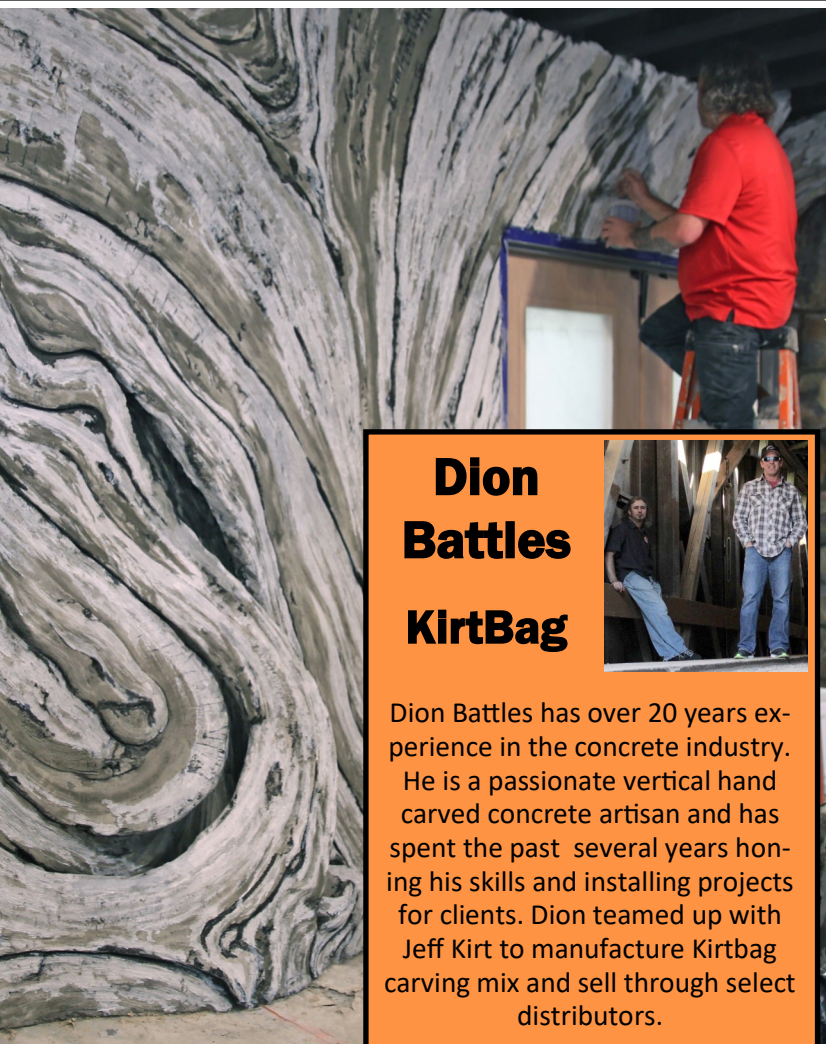


DECORATIVE OVERLAYS



Gregg Hensley
Stone Edge Surfaces

Gregg Hensley is a graduate in naval engineering, and worked as an electro-mechanical technical supervisor who became a decorative concrete contractor because of his passion for decorative concrete. The inventor of the Flex-C-Ment materials line brought him into marketing and training side of the business. As the Vice President and National Sales Manager he has trained thousands of contractors on the proper installation techniques of the Flex-C-Ment, now Stone Edge Surfaces, line of products.



Dion Battles
KirtBag



Dion Battles has over 20 years experience in the concrete industry. He is a passionate vertical hand carved concrete artisan and has spent the past several years honing his skills and installing projects for clients. Dion teamed up with Jeff Kirt to manufacture Kirtbag carving mix and sell through select distributors.



★ MIXER FOR THE STARS ★

Jon Bell

This award winner placed 4th at the 2015 Brawl In The Fall and stole a stunning 8th out of the 7 contestants in 2016!

Self-Proclaimed Master Pig Sorter
2002 Come-Along Champ at the WOC

"Ain't nobody can rake better than me!"

Featured in Concrete Live behind the scenes "After Hours"

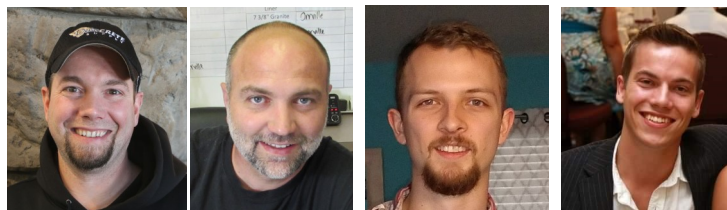


Has mixed for: Bob Harris, Keefe Duhon, Nathan Giffin, Gregg Hensley, Jason Geiser, Derek Jensen, Michael Simko

PANEL DISCUSSIONS

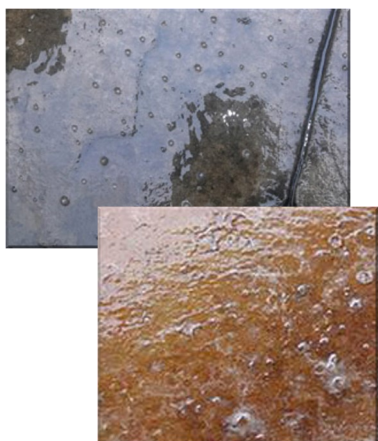
Sealers Friday, March 15, 2019 • 2:00 PM - 3:30 PM

Join Jeff Hershberger (Deco-Crete Supply), Kerry Browne (Deco-Crete Supply), Josh Koschmider (Deco-Crete Supply) & William "Billy" Hershberger (The Concrete Doctors) during this panel discussion where you will have the opportunity to present questions to industry professionals who have experience in application, troubleshooting, repair, field testing, formula development and manufacturing.



Topics

- What makes sealers bubble?
- When is it time to strip existing sealer off and recoat?
- Best methods of removing sealer
- What sealers are compatible?
- What creates the white haze, that occurs sometimes?
- Preparation Techniques - wait time, removing releases, etc.
- What's the best type of sealers for stamped concrete and driveways?



Running a Successful Concrete Business

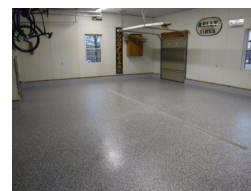
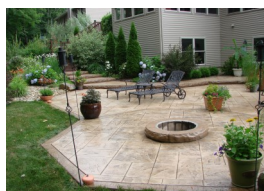
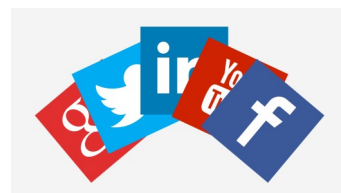
Saturday, March 16, 2019 • 8:30 AM - 10:00 AM

Bob Harris (Decorative Concrete Institute), Will Mattingly (Mattingly Concrete), Keefe Duhon (Concrete Revolution) & Paul Schneider (Patterned Concrete of Cincinnati) will be leading a discussion on Saturday morning about how they became successful in the decorative concrete industry.



Topics

- Online Marketing
- Social Media
- How to keep and retain employees
- Managing customer's expectations





Patios for Patriots is a non profit organization dedicated to honoring men and women of our military by providing them with a backyard patio makeover.

Check Out our Facebook
or Youtube Channel for
More Information



www.PatiosForPatriots.org

RAFFLE

This year we will be raffling off the items below to benefit Patios for Patriots.

GUN Ticket Prices *(400 GUN Tickets Will Be Sold)

\$20.00 for 1 ticket

\$100.00 for 6 tickets

**Winners will be announced at
2:30 PM on Saturday, March 16th**



**SMITH & WESSON M8P-
15 5.56 NATO AR15
VALUED AT \$337.00**



**MOSSBERG 500 12GA
COMBO CAMO PACKAGE
VALUED AT \$337.00**



**GLOCK 43 9MM
VALUED AT \$337.00**

Raffle Ticket Prices

\$5.00 for 6 tickets

\$20.00 for 30 tickets

\$50.00 for 50 tickets + Patios for Patriots T-Shirt

SPRAYER PACKAGE

INCLUDES XTREME SPRAYER, XTREME
DRIPLESS SPRAYER & STAINLESS XTREME
SPRAYER



VALUED AT \$614.33

WOOSTER BRUSH PACKAGE

1 FOUR GALLON BUCKET, 1 BIG BEN TRAY, 2 JUMBO-KOTER FRAME, 2 SHER-
LOCK WIDE BOY FRAMES, 1 WIDE BOT BUCKET, 2 SHERLOCK POLES, 2 LOCK
JAW TOOL HOLDERS, 6 JUMBO-KOTER PRO FOAM, 6 9IN MICROPLUSH ROLLER
NAPS, 6 18IN MICROPLUSH ROLLER NAP

VALUED AT \$350.00

SAFETY GEAR PACKAGE

4 SAFETY CONES, 2 FACE RESPIRA-
TORS, 2 PARTICULATE FILTERS, 1
VAPOR FILTER, 1 BOX EAR PLUGS, 1
BOX PLATINUM GLOVES, 1 OGRE
IMPACT GLOVES

VALUED AT \$250.00



**ANY MORTAR SPRAYER BY
TOOLCRETE
WINNERS CHOICE
MAX VALUE AT \$429.54**



PULSE-BAC 550

550 UNIT, HOSE, DOLLY
VALUED AT \$1148.00



MOUNTAIN DRY STACK VERTICAL STAMPS

VALUED AT \$656.25



**EHR 18 S MIXER
VALUED AT \$337.00**



**NEW SEAMLESS SUPER SKINS SET
(ROMAN OR ITALIAN)
FOUR 4X4, ONE 2X4, ONE TOUCH UP SKIN
VALUED AT \$1,396.40**



**CUSTOM BUILT
GFRC OSU
THEMED CLOCK
BY J&H DECORATIVE
CONCRETE**

**VALUED AT
\$500.00**



**MIDWEST RAKE
COMPANY LLC**

MIDWEST RAKE TOOL PACKAGE

SHOE IN SPIKES, GAUGE RAKE, MAGIC
TROWEL, TELESCOPING MEASURING
WHEEL, SPEED SQUEEGEE

VALUED AT \$350.00





HDPE Double Tire Wheelbarrow

Regular \$249.50

\$219.50



HDPE Wheelbarrow w/6" Wide Turf Tire

Regular \$199.50

25 TO SELL AT

\$169.00



Steel Wheelbarrow w/6" Wide Turf Tire

Regular \$208.50

15 TO SELL AT

\$175.00

Large Border Edger

Regular \$79.50

\$59.99



EHR 20.1 R Set Variable Speed Mixer

Regular \$431.00

\$345.50



EIBENSTOCK



EHR 20.1 R Set



Variable Speed Mixer

Regular \$337.00

\$275.00

EHR 18-S



Pulse-Bac 1050 Vacuum

Unit Only with Hose

Regular \$2549.00

\$2198.00



Pulse-Bac 550 Vacuum

Unit Only with Hose & Dolly

Regular \$1049.50

\$905.50



DIAMOND TOOLS & EQUIPMENT



TG8 Electric Grinder

2 HP & 20 AMP

Regular \$2373.75

\$2095.00



Portamix Hippo with Casters

Regular \$2789.00

\$2225.00

PMH 80F-RL



TG18

18" 18HP Propane Grinder

Regular \$7406.25

\$6750.00

G-TEQ Green Concrete Saw

4.5 HP & 1.5" Max Cutting Depth

Regular \$2499.00

\$2250.00



G-Teq 550



shoe in
Pro Finish

Shoe-In Flats

Regular ~~\$49.99~~

\$33.50

Shoe-In Spikes

Regular ~~\$84.95~~

\$59.50



The Stone Matrix Set - 6 Pieces

16" x 96"

Regular ~~\$1399.00~~

\$998.75

SC-75 Forward Dump

Regular ~~\$14,625.00~~

\$12,950.00

SC-75 Pivot Dump

Regular ~~\$18,000.00~~

\$15,858.00



Financing Available

TREDS



17" TREDS Boots (Sizes Medium - XL)

Regular ~~\$52.75~~

\$41.40

(Size XXL)

Regular ~~\$61.75~~

\$49.40



Collomix
MIXING TECHNOLOGY

AOX High Speed Counter Rotating Mixer

Includes: 3 Paddles & Rim Scraper

Regular ~~\$2760.00~~

\$2075.00

Xo1 Professional Hand-Held Mixer

Includes: WK120HF Paddle

Regular ~~\$339.00~~

\$279.50



Makita

70 lb. Advanced AVT Breaker Hammer

Regular ~~\$1881.00~~

\$1699.00

XRV01Z



Concrete Vibrator

Regular ~~\$343.85~~

\$305.50



HM1812X3

4.5" Angle Grinder

Regular ~~\$71.50~~

\$65.50



9557NB



82-547

Mustang Power Screed

Regular ~~\$1083.25~~

\$920.76

82-495 **10' Float Pan** - Regular ~~\$211.60~~ - **\$169.28**

82-496 **12' Float Pan** - Regular ~~\$217.60~~ - **\$174.08**

82-497 **14' Float Pan** - Regular ~~\$252.80~~ - **\$202.24**



CC803-01

**48" Round End Mag Bull
Float w/EZ Tilt Bracket**Regular ~~\$181.52~~**\$145.22****8' Bull Float Handles**Regular ~~\$27.45~~**\$21.96****Elite Series Finish
Trowel with Cork
Handle**CFE 222K 16" x 4" - Regular ~~\$33.60~~ - **\$26.88**CFE 227K 18" x 4" - Regular ~~\$36.55~~ - **\$29.24**CFE 232K 20" x 5" - Regular ~~\$39.42~~ - **\$31.54**

CC293SO

CC421L 4' Buckaroo SE - Regular ~~\$80.64~~ - **\$64.51**CC422L 6' Buckaroo SE - Regular ~~\$97.44~~ - **\$77.95**CC428L 8' Buckaroo SE - Regular ~~\$124.40~~ - **\$99.52**CC423L 10' Buckaroo SE - Regular ~~\$127.76~~ - **\$102.21****48" Big "D" BS Float
w/EZY Tilt II
Bracket**Regular ~~\$174.88~~**\$139.90**

CC750



14613

16" x 3 1/8" Cast MagRegular ~~\$27.70~~**\$20.78****QuickShooter
Hopper Gun**Regular ~~\$93.22~~**\$74.58****6" x 6" Edger
3/8" or 1/2" Radius**Regular ~~\$13.20~~**\$10.56**

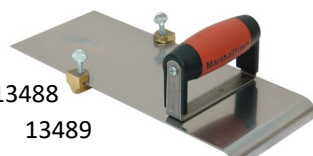
14186



14188



13249

**16" x 4" Steel
Trowel**Regular ~~\$41.68~~**\$31.26**

13488

13489

**Adjustable Groover
Edger**Regular ~~\$32.70~~**\$24.53**

14753

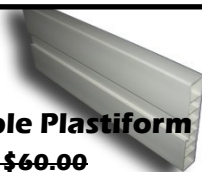
Aluminum Placer w/o HookRegular ~~\$28.50~~**\$21.38**24" Green Finishing Broom - Regular ~~\$20.21~~ - **\$16.17**36" Green Finishing Broom - Regular ~~\$31.13~~ - **\$24.90**48" Green Finishing Broom - Regular ~~\$44.20~~ - **\$35.36****Case of Mini Delayed
Set - 60 ct.**Regular ~~\$303.60~~**\$236.81****Lil Giant Chalk Line**Regular ~~\$23.00~~**\$17.50****5 Lb. Chalk**Blue - Regular ~~\$7.96~~ - **\$5.98**Orange - Regular ~~\$13.63~~ - **\$10.00**Red - Regular ~~\$7.91~~ - **\$5.88****Easy Spray 309**Regular ~~\$98.95/5
Gallon~~**\$84.11 per
5 Gallon**

(Pallet Quantities)

**4" x 16' Flexible Plastiform**Regular ~~\$60.00~~**\$45.50**

Camlocks - \$3.50

Connectors - \$4.00

1.2m/3'11" - Regular ~~\$86.15~~ - **\$65.50**1.5m/4'11" - Regular ~~\$94.95~~ - **\$72.15**1.8m/5'10" - Regular ~~\$104.98~~ - **\$79.78**2.4m/7'10" - Regular ~~\$121.18~~ - **\$92.55**3.0m/9'10" - Regular ~~\$138.58~~ - **\$105.31****EZYScreed**
The original screed with a level!!!



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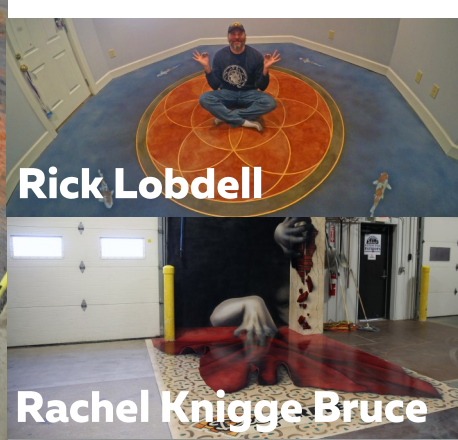
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20' x 100' Rolls

6 Mil Plastic

30 Rolls Per Pallet

Regular \$62.80

\$53.00

4 Mil Plastic
35 Rolls Per Pallet
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\$35.50



CC944

Gold Standard Aluminum Concrete Placer

19.5" x 4"

Regular \$23.52

\$16.99