

Selling Concrete Parking Lots Workshop



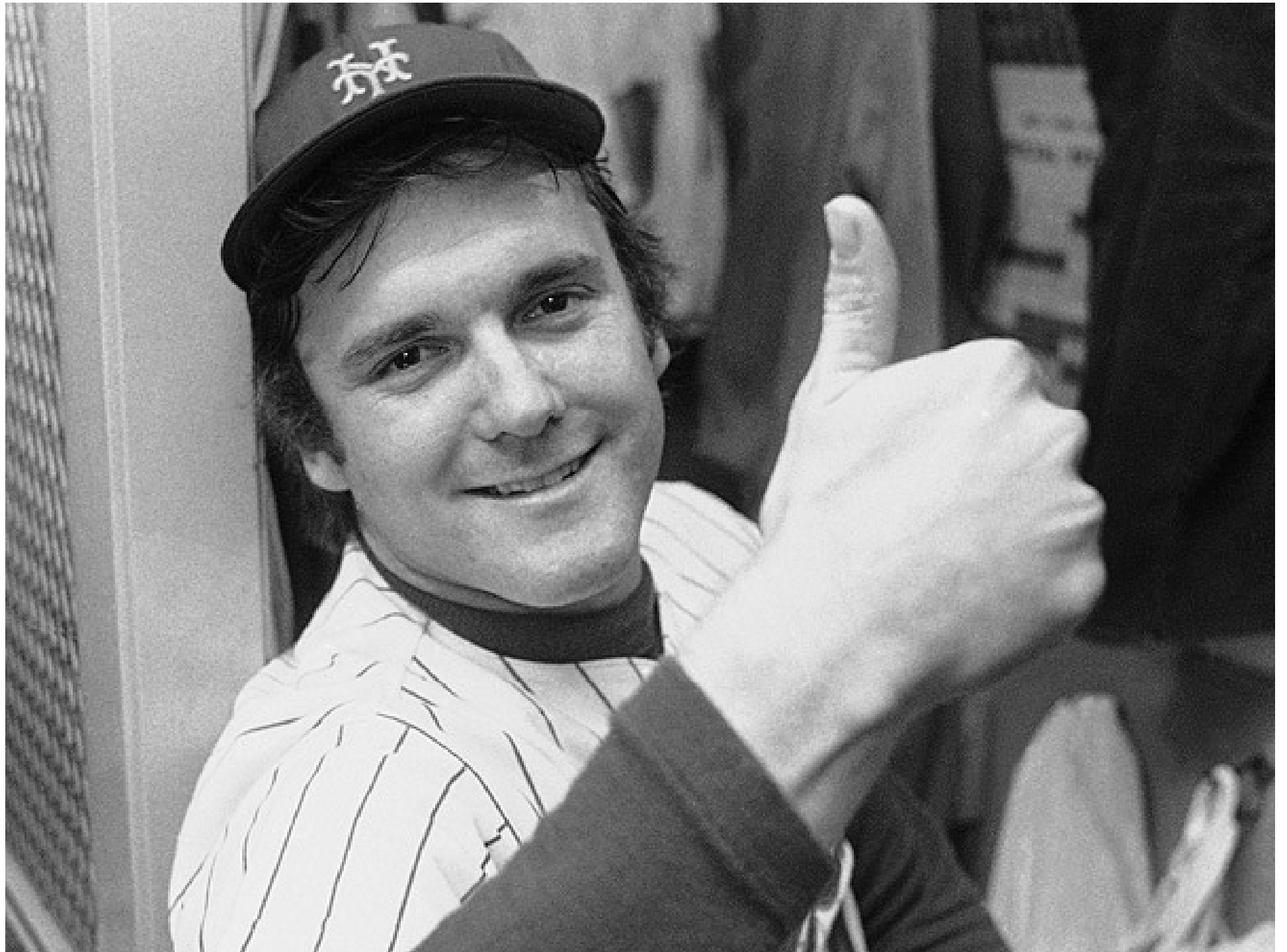
disciplined adj
led way.
sc jockey n a person who announces
recorded pop records on a radio programme or a
disco.
disclaim vb 1 to deny (responsibility for or knowl
edge of something). 2 to give up (any claim to).
disclaimer n a statement denying responsibility
or knowledge of something.
disclose vb -closing, -closed 1 to make
(information) known. 2 to allow to be seen: s
the contents of the box. disc
-cos 1 a nightclub f
an occasion
rds. 3

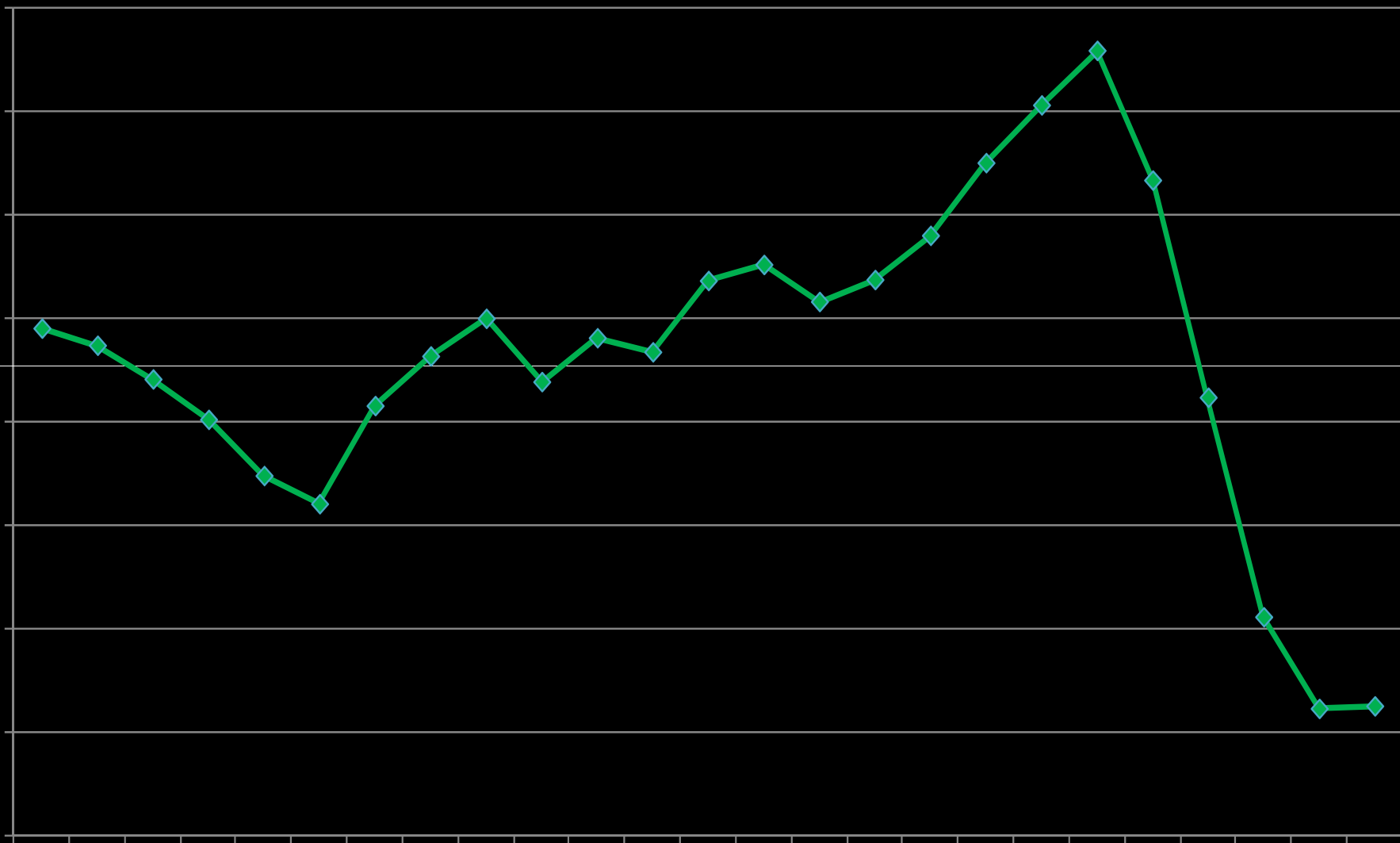


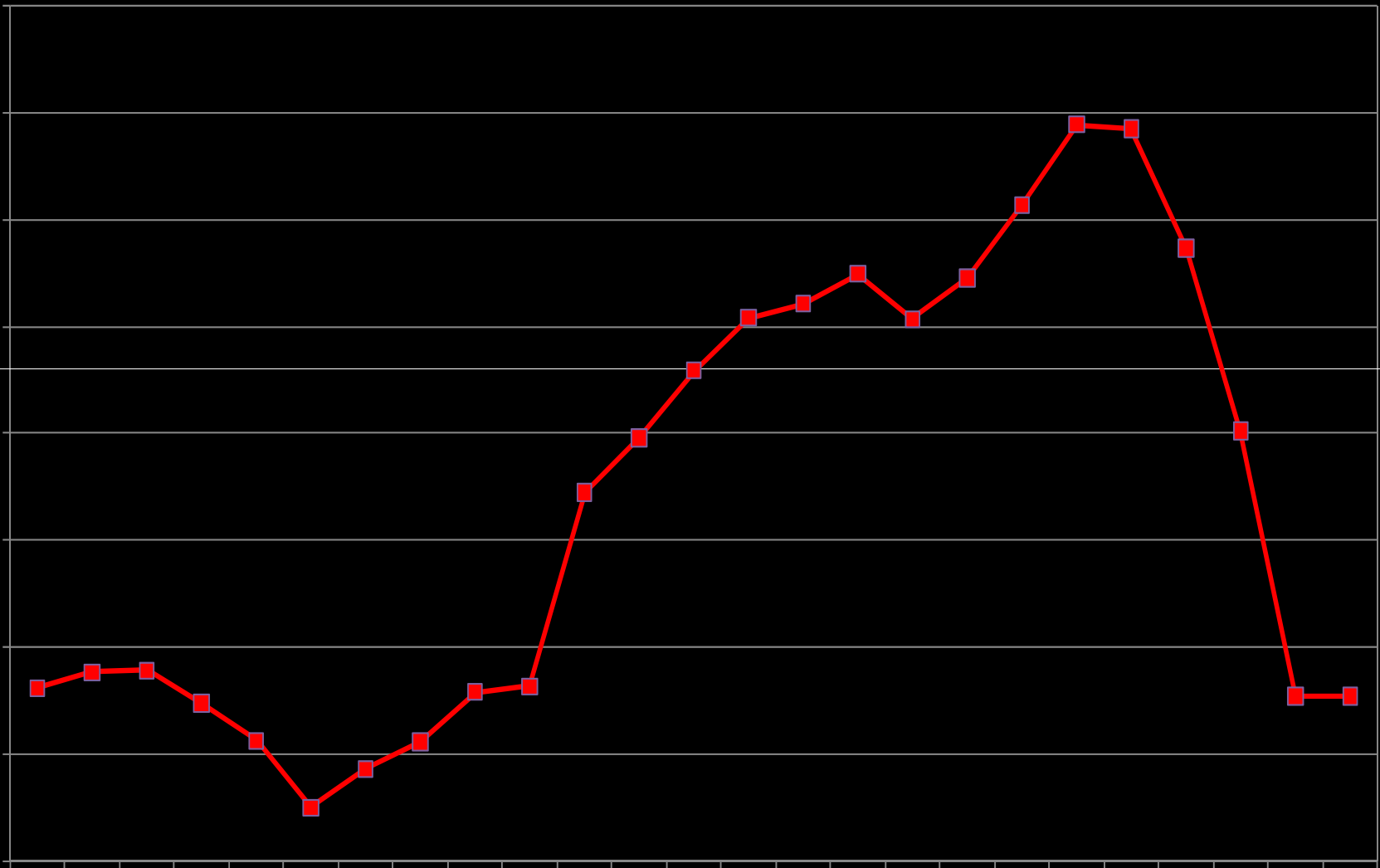
HELLO

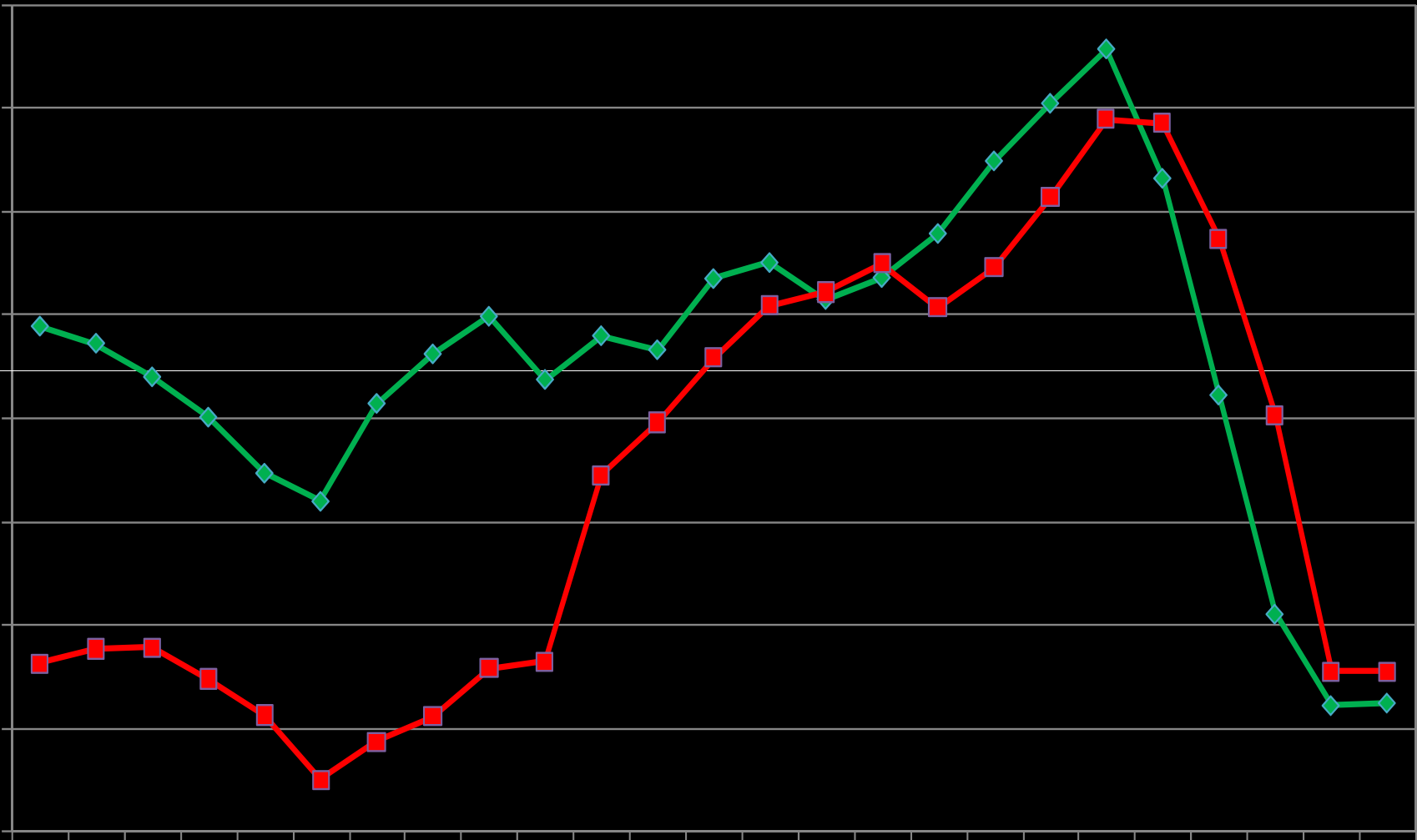
my name is

?



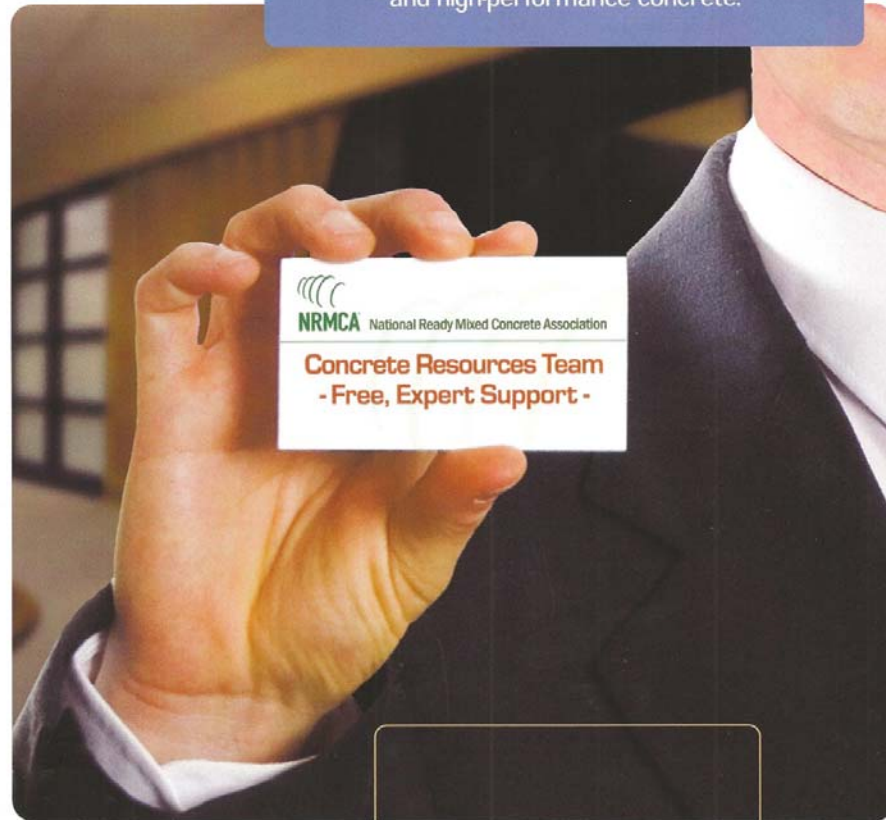






NRMCA National Accounts Promotion Program

Responsive concrete technology support and advice, including the latest in green, pervious and high-performance concrete.



Concrete Delivers
Engineered concrete solutions for sustainability, durability and value.





CHECKLIST

- Wal-Mart
- Walgreen's
- Lowe's

Primary National Accounts

Owners:

- Aldi Foods
- CVS
- Dollar General
- Family Dollar
- Fed Ex
- GSA
- Home Depot
- Kroger
- Lowes
- McDonalds
- Safeway
- Target
- U.S. Dept. of Defense
- Walgreens
- Wal-Mart







Barriers to Promotion Efforts

No Design Criteria

Unwilling to Share Information

Contractually Bound



No Clear Directive

A black and white photograph of Albert Einstein, looking thoughtful and pointing towards a chalkboard. The text "What did we learn?" is written in white cursive on the board.

What did we learn?



N/A's with local connection

Identified Local **Engineers doing** N/A work

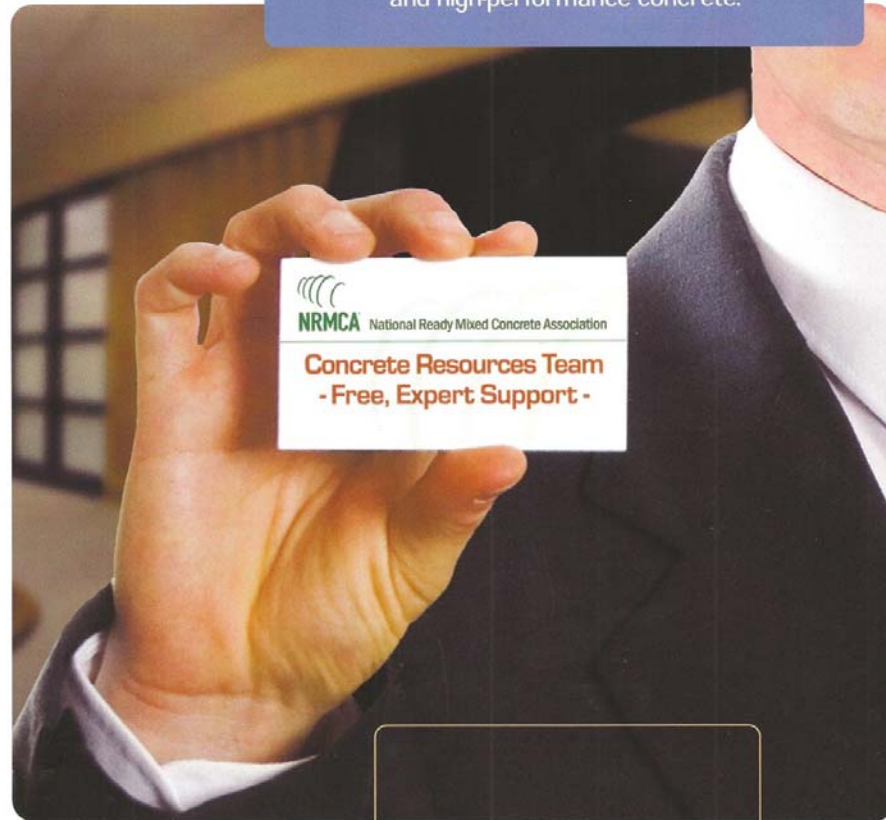




**Other significant projects with
high potential for concrete**

NRMCA National Advocacy Division Program

Responsive concrete technology support and advice, including the latest in green, pervious and high-performance concrete.



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Engineered concrete solutions for sustainability, durability and value.

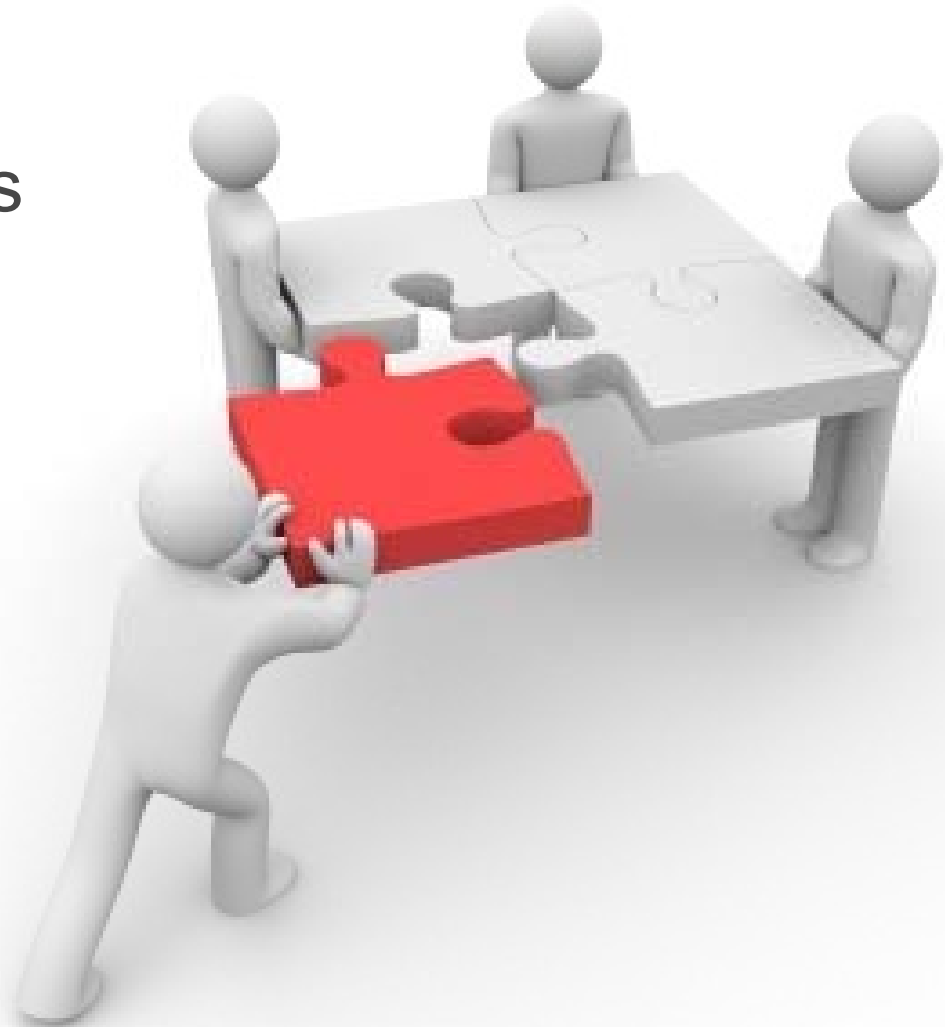
Develop/Nurture Relationships

- Owners
- Design Community
- Developers
- General Contractors



Importance of Collaboration

- NRMCA/State Association
- RM Producers
- Cement/Admix Reps
- Other Suppliers





**Importance of the
Concrete Contractor**

ASCC/NRMCA Joint Paving Committee



**American
Society of
Concrete
Contractors**



National Accounts



Lowe's

Wal-Mart

Home Dep

Dollar Gene

Family Dolla

Kroger

National Accounts



Key Local Target Markets

- Schools/Universities
- Churches
- Healthcare
- Auto Dealerships
- Banks

- Locally Owned Businesses





- Budget Constraints
- Sustainability
- Maintenance
- Safety/Security
- Stormwater Regulations



Schools/Universities





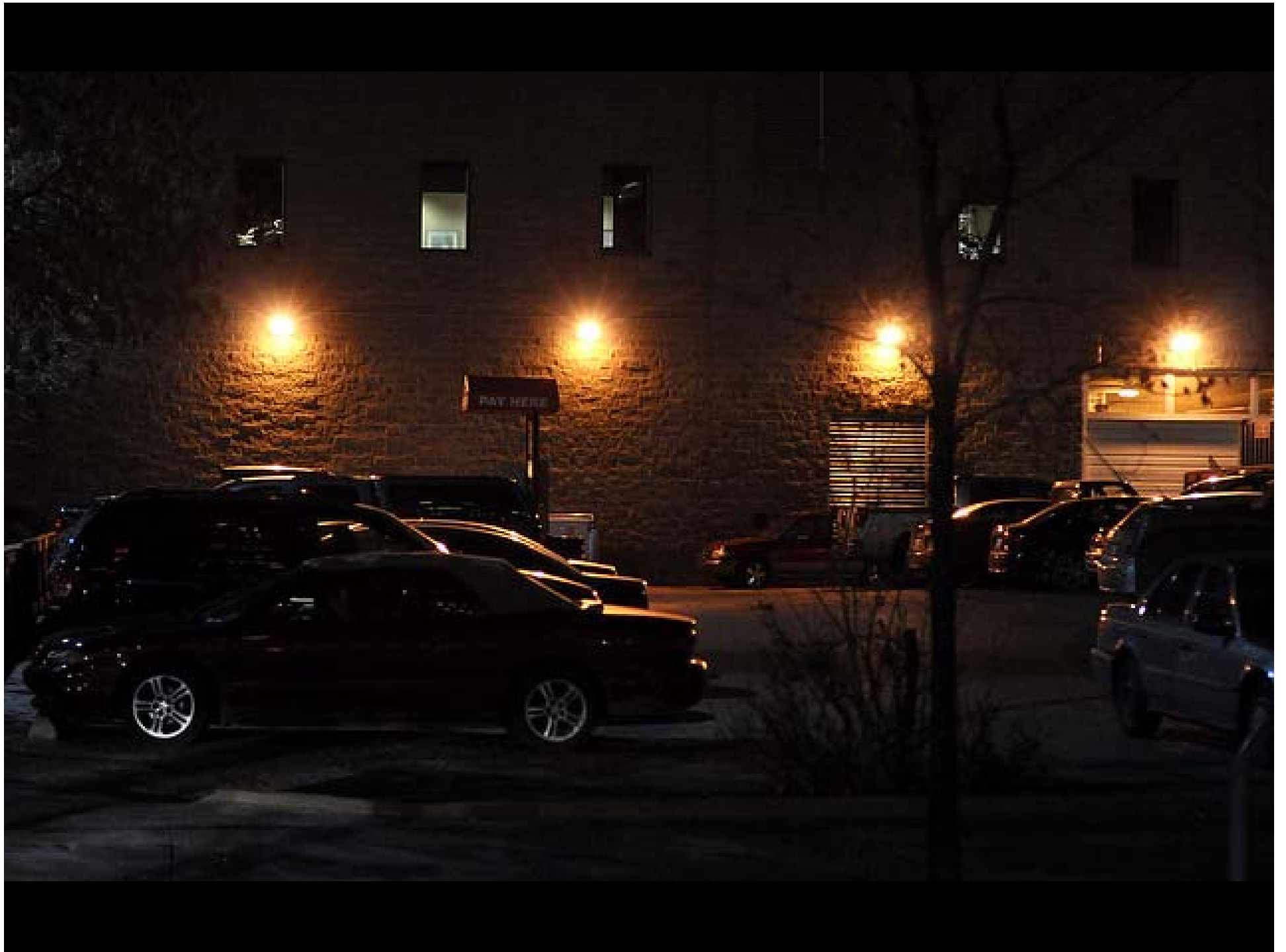


Churches



Health Care





Auto Dealerships









Banks





Know Your Customer

- Decision makers
 - Vote yes or no
- Influencers
 - Can convince decision makers
 - May be stakeholders
 - Could become part of your promotion team

Who are the decision-makers?

- Either the guy that pays the bills or...
- the guy that can stop the project...
- Decision-makers change over the life of the project...
- It might start as the building owner... then the architect... then the finance company...and on and on...

The Two Needs

Your buyer needs to solve a problem.

You need to sell a product or service for a profit.

Filling the Needs

Features

Important to us

Answers “the what?”

Descriptive

Product or service related

As a Industry we are pretty good at this

Filling the Needs

Benefits

Important to customer

Answers "the how?"

Results of feature

Best when quantified in \$

As an Industry we don't make this link



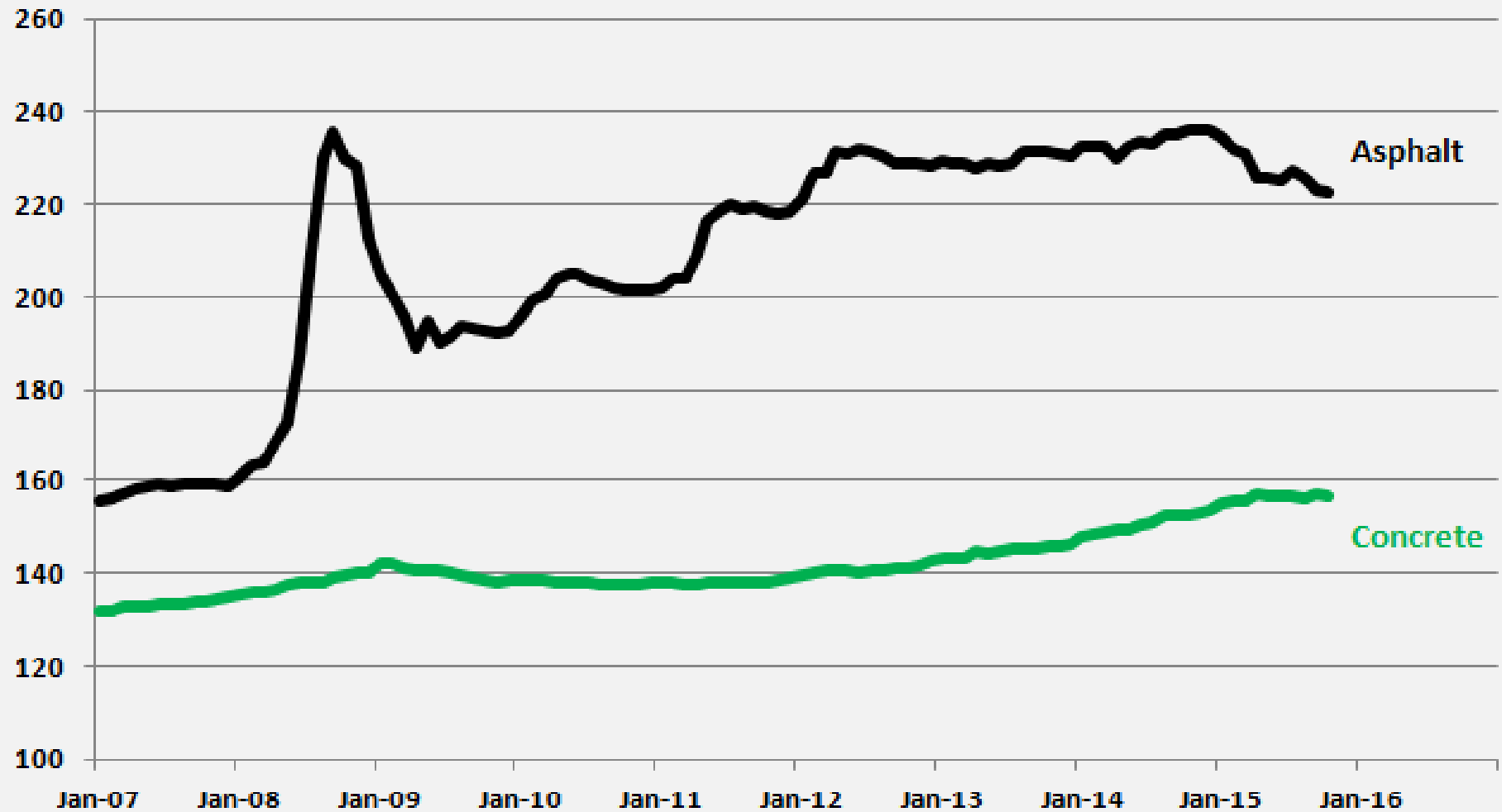






Producer Price Indices - Concrete vs Asphalt

(2002 = Base)



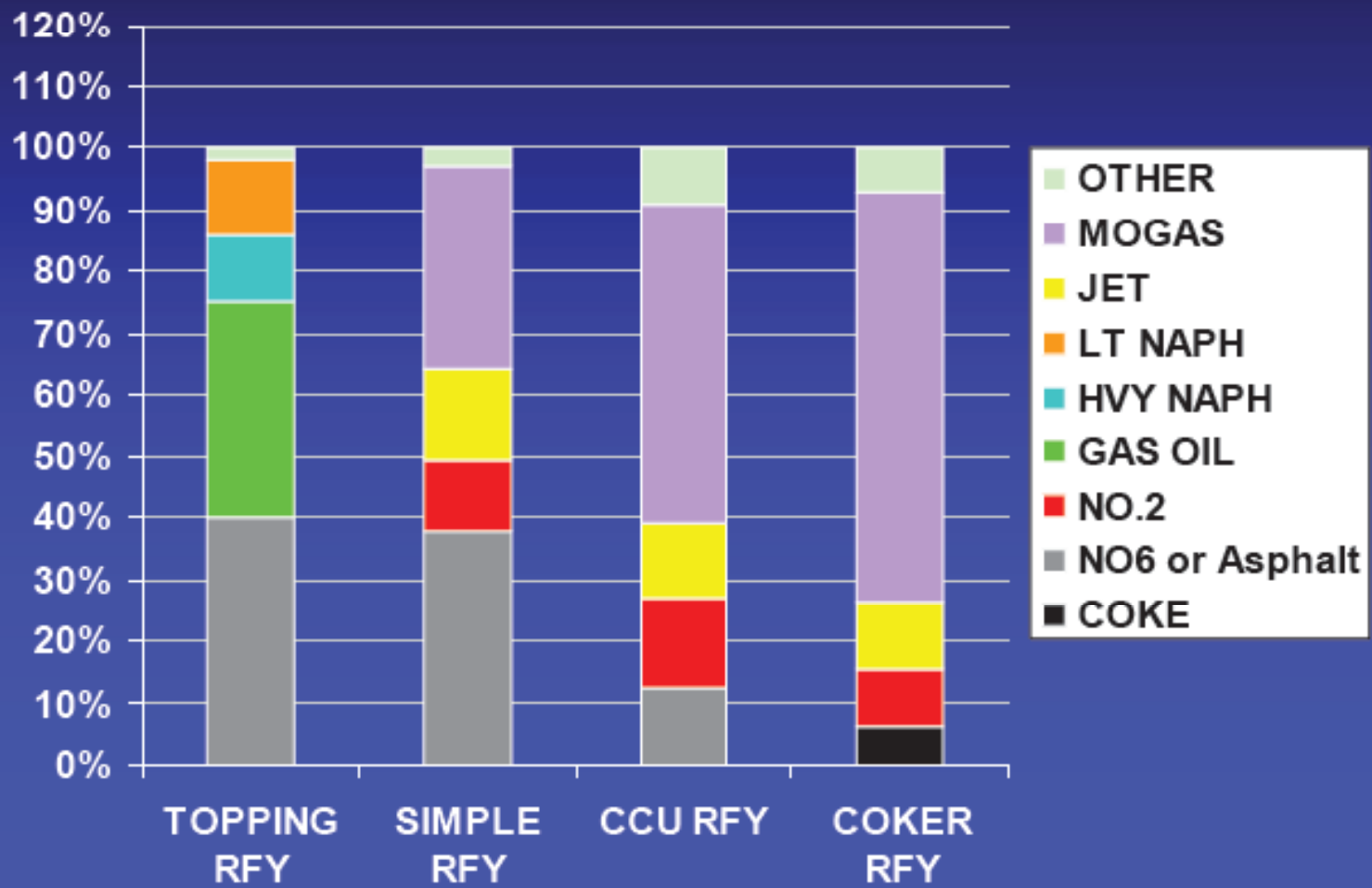
Source: Bureau of Labor Statistics

Catalytic Cracking Units & Coker Refineries

- Processing units convert Residual Oil (asphalt) into hydrocarbon gases (mogas) and light & heavy oils



Refinery Yield (% of Crude Intake)



*Slide from "Asphalt Supply in a Volatile Oil World" - ConocoPhillips Co.

Worldwide Coker Additions

- Refinery Coker Additions – 1,570M Barrels
- Crude Upgraders – 1,214M
- Total Resid Destruction – 2,784M*

*Reduces world asphalt and #6 oil supply

Source – Argus Asphalt Report

*Slide from “Asphalt Supply in a Volatile Oil World” - ConocoPhillips Co.



cost vs **value**

“Value is the emotional combination of price, quality, and service.”

*D. Forbes Ley, author
The Best Seller*



How do I
convince them
to switch to
concrete?



What does
The only
way to
know
customer
to listen!
want?



Listen to customers' wants
and decipher their needs



“If I had asked people what they wanted, they would have said ‘faster horses’.”



Teach customers to
listen to their needs
and decide what they need

Muncy Homes – Muncy, PA

Owner looking to upgrade gravel lot
Spec'd asphalt paving
Team identified “hot buttons”
 Low maintenance
 Life-cycle cost
Taught owner to want what he needs
Owner chose to pay \$500,000 over
 asphalt bid
Initial proposal
 550,000 ft² = 12,000 yd³
 Owner added 200,000 ft²



Economic Reasons

- Lower life cycle costs / less maintenance
- Reduced lighting cost
- Reduced light bulb replacement cost
- Reduced energy for cooling
- Concrete has proven to be less prone to slips and falls which means reduced liability to the owner

Design Reasons

- Concrete can be integrally colored or stained
- Concrete can be stamped or textured to replicate most any material
- It is the “cool pavement” and a hands-down winner relative to sustainability

Construction Reasons

- Concrete parking lots can be placed early in the project schedule and provide a work and storage surface that can speed projects when weather conditions are bad
- Laser screeds and large paving machines can install concrete parking areas much more quickly than most people assume

Concrete Parking Lot Design with ACI 330



Source of Much of What We Know About Pavement Design

AASHO Road Test
Late 50's and early 60's
Ottawa, Illinois



ESALS - *Equivalent Single Axle Loads*

- 18,000 lb single axle with dual tires
- Different Axle Loads and Configurations converted into equivalent 18 kip single axle loads

Axle Type (lbs)	Axle Load		Load Equivalency Factor (from AASHTO, 1993)	
	(kN)	(lbs)	Flexible	Rigid
Single axle	8.9	2,000	0.0003	0.0002
	44.5	10,000	0.118	0.082
	62.3	14,000	0.399	0.341
	80.0	18,000	1.000	1.000
	89.0	20,000	1.4	1.57
	133.4	30,000	7.9	8.28
Tandem axle	8.9	2,000	0.0001	0.0001
	44.5	10,000	0.011	0.013
	62.3	14,000	0.042	0.048
	80.0	18,000	0.109	0.133
	89.0	20,000	0.162	0.206
	133.4	30,000	0.703	1.14
	151.2	34,000	1.11	1.92
	177.9	40,000	2.06	3.74
222.4	50,000	5.03	9.07	

One 18,000 lbs. single axle does
over 3,000 times more damage
to a pavement than an 2,000 lbs. single axle



PCA thickness design method

TABLE W-4

Axle Load In Kips	Axles Per 1000 Trucks & Combinations
Single Axles	
:	
20 - 22	30.6
22 - 24	7.8
24 - 26	0.3
26 - 30	0.3
30 - 35	0
Tandem Axles	
:	
38 - 40	11.9
40 - 42	8.2
42 - 44	7.2
44 - 46	2.3
46 - 50	2.9
50 - 54	0.3

- Theoretical, based on calculated pavement stress as % of MOR
- Traffic input via ADTT (Average Daily Truck Traffic)
- Direct input of data
- Assumed traffic mixes
- Basis of ACPA "Street Pave" and thickness tables in ACI 330R

What do designers currently use for concrete parking lots?

Nothing – No concrete design. Only design in asphalt

AASHTO Design Guide – '72, '86, '93

DOT specifications (Do DOT's design parking lots?)

“What we've always used”

ACI 330!

What is ACI 330?

Committee within American Concrete International
Leading Industry Experts - Engineers
Complete and Concise for Design and
Construction

ACI 330R-08: Guide for Design and Construction
of Concrete Parking Lots

ACI 330.1-10: Specification for Plain Concrete
Parking Lots

Designing with ACI 330



Key Terminology

k – modulus of subgrade or

CBR – California Bearing Ratio (R and SSV)

330R-6

ACI COMMITTEE REPORT

Table 3.1—Subgrade soil types and approximate support values (Portland Cement Association 1984a,b; American Concrete Pavement Association 1982)

Type of soil	Support	k , psi/in.	CBR	R	SSV
Fine-grained soils in which silt and clay-size particles predominate	Low	75 to 120	2.5 to 3.5	10 to 22	2.3 to 3.1
Sands and sand-gravel mixtures with moderate amounts of silt and clay	Medium	130 to 170	4.5 to 7.5	29 to 41	3.5 to 4.9
Sand and sand-gravel mixtures relatively free of plastic fines	High	180 to 220	8.5 to 12	45 to 52	5.3 to 6.1

Notes: CBR = California bearing ratio; R = resistance value; and SSV = soil support value. 1 psi = 0.0069 MPa, and 1 psi/in. = 0.27 MPa/m.

Key Terminology

ADTT – average daily truck traffic

Table 3.3—Traffic categories*

1. Car parking areas and access lanes—Category A		
2. Shopping center entrance and service lanes—Category B		
3. Bus parking areas, city and school buses Parking area and interior lanes—Category B Entrance and exterior lanes—Category C		
4. Truck parking areas—Category B, C, or D		
Truck type	Parking areas and interior lanes	Entrance and exterior lanes
Single units (bobtailed trucks)	Category B	Category C
Multiple units (tractor trailer units with one or more trailers)	Category C	Category D

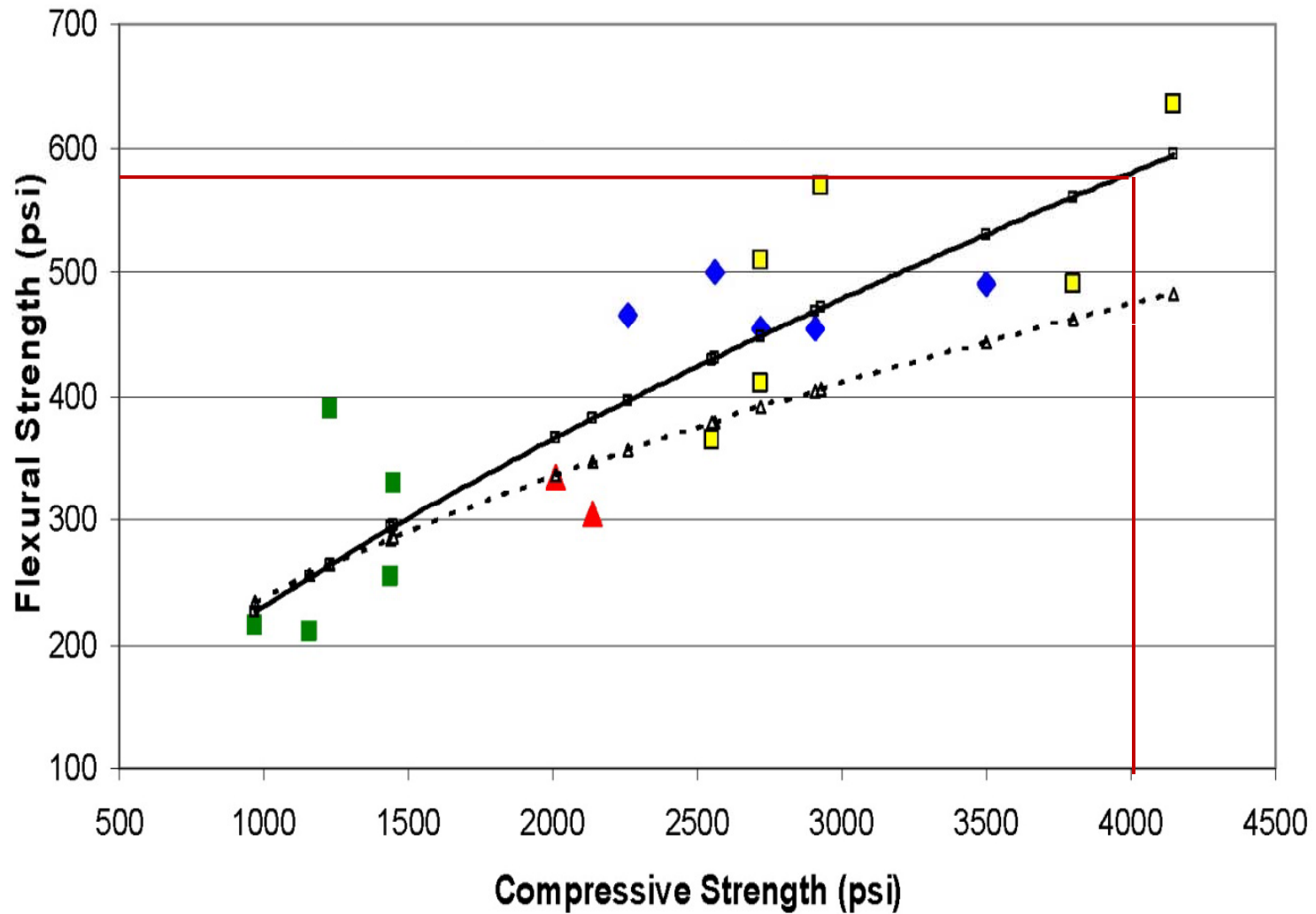
*Select A, B, C, or D for use with Table 3.4.

Key Terminology

MOR – modulus of rupture/flexural strength

*Concrete Industry uses compressive strength ($f'c$)

Flexural Strength vs. Compressive Strength



Key Terminology

MOR – modulus of rupture/flexural strength

*Concrete Industry uses compressive strength ($f'c$)

4000 psi compressive = 580 psi flexural

ACI 330R-08 Guidelines – Table 3.4

		<i>k</i> = 500 psi/in. (CBR = 50, R = 86)				<i>k</i> = 400 psi/in. (CBR = 38, R = 80)				<i>k</i> = 300 psi/in. (CBR = 26, R = 67)			
		MOR, psi:	650	600	550	500	650	600	550	500	650	600	550
Traffic Category	A (ADTT = 1)	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.5
	A (ADTT = 10)	4.0	4.0	4.0	4.5	4.0	4.0	4.5	4.5	4.0	4.5	4.5	4.5
	B (ADTT = 25)	4.0	4.5	4.5	5.0	4.5	4.5	5.0	5.5	4.5	4.5	5.0	5.5
	B (ADTT = 300)	5.0	5.0	5.5	5.5	5.0	5.0	5.5	5.5	5.0	5.5	5.5	6.0
	C (ADTT = 100)	5.0	5.0	5.5	5.5	5.0	5.5	5.5	6.0	5.5	5.5	6.0	6.0
	C (ADTT = 300)	5.0	5.5	5.5	6.0	5.5	5.5	6.0	6.0	5.5	6.0	6.0	6.5
	C (ADTT = 700)	5.5	5.5	6.0	6.0	5.5	5.5	6.0	6.5	5.5	6.0	6.5	6.5
	D (ADTT = 700)	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5
		<i>k</i> = 200 psi/in. (CBR = 10, R = 48)				<i>k</i> = 100 psi/in. (CBR = 3, R = 18)				<i>k</i> = 50 psi/in. (CBR = 2, R = 5)			
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	C (ADTT = 700)	6.0	6.5	6.5	7.0	6.5	7.0	7.0	7.5	7.0	7.5	8.0	8.5
	D (ADTT = 700)	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0	9.0	9.0	9.0	9.0

Thickness criteria based on soil support...

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	D (ADTT = 700)	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0	9.0	9.0	9.0	9.0

...concrete strength...

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	D (ADTT = 700)	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0	9.0	9.0	9.0	9.0

...and Average Daily Truck Traffic (ADTT)

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		<i>k</i> = 200 psi/in. (CBR = 10, R = 48)				<i>k</i> = 100 psi/in. (CBR = 3, R = 18)				<i>k</i> = 50 psi/in. (CBR = 2, R = 5)			
		MOR, psi:	650	600	550	500	650	600	550	500	650	600	550
Traffic Category	A (ADTT =1)	4.0	4.0	4.0	4.5	4.0	4.5	4.5	5.0	4.5	5.0	5.0	5.5
	A (ADTT = 10)	4.5	4.5	5.0	5.0	4.5	5.0	5.0	5.5	5.0	5.5	5.5	6.0
	B (ADTT = 25)	5.0	5.0	5.5	6.0	5.5	5.5	6.0	6.0	6.0	6.0	6.5	7.0
	B (ADTT = 300)	5.5	5.5	6.0	6.5	6.0	6.0	6.5	7.0	6.5	7.0	7.0	7.5
	C (ADTT = 100)	5.5	6.0	6.0	6.5	6.0	6.5	6.5	7.0	6.5	7.0	7.5	7.5
	C (ADTT = 300)	6.0	6.0	6.5	6.5	6.5	6.5	7.0	7.5	7.0	7.5	7.5	8.0
	C (ADTT = 700)	6.0	6.5	6.5	7.0	6.5	7.0	7.0	7.5	7.0	7.5	8.0	8.5
	D (ADTT = 700)	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0	9.0	9.0	9.0	9.0

Recommended Aggregate Thickness for 4.5 inches

		<i>k</i> = 500 psi/in. (CBR = 50, R = 86)				<i>k</i> = 400 psi/in. (CBR = 38, R = 80)				<i>k</i> = 300 psi/in. (CBR = 26, R = 67)			
		MOR, psi:	650	600	550	500	650	600	550	500	650	600	550
Traffic Category	A (ADTT = 1)	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.5
	A (ADTT = 10)	4.0	4.0	4.0	4.5	4.0	4.0	4.5	4.5	4.0	4.5	4.5	4.5
	B (ADTT = 25)	4.0	4.5	4.5	5.0	4.5	4.5	5.0	5.5	4.5	4.5	5.0	5.5
	B (ADTT = 300)	5.0	5.0	5.5	5.5	5.0	5.0	5.5	5.5	5.0	5.5	5.5	6.0
	C (ADTT = 100)	5.0	5.0	5.5	5.5	5.0	5.5	5.5	6.0	5.5	5.5	6.0	6.0
	C (ADTT = 300)	5.0	5.5	5.5	6.0	5.5	5.5	6.0	6.0	5.5	6.0	6.0	6.5
	C (ADTT = 700)	5.5	5.5	6.0	6.0	5.5	5.5	6.0	6.5	5.5	6.0	6.5	6.5
	D (ADTT = 700)	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5
		<i>k</i> = 200 psi/in. (CBR = 10, R = 48)				<i>k</i> = 100 psi/in. (CBR = 3, R = 18)				<i>k</i> = 50 psi/in. (CBR = 2, R = 5)			
		MOR, psi:	650	600	550	500	650	600	550	500	650	600	550
Traffic Category	A (ADTT = 1)	4.0	4.0	4.0	4.5	4.0	4.5	4.5	5.0	4.5	5.0	5.0	5.5
	A (ADTT = 10)	4.5	4.5	5.0	5.0	4.5	5.0	5.0	5.5	5.0	5.5	5.5	6.0
	B (ADTT = 25)	5.0	5.0	5.5	6.0	5.5	5.5	6.0	6.0	6.0	6.0	6.5	7.0
	B (ADTT = 300)	5.5	5.5	6.0	6.5	6.0	6.0	6.5	7.0	6.5	7.0	7.0	7.5
	C (ADTT = 100)	5.5	6.0	6.0	6.5	6.0	6.5	6.5	7.0	6.5	7.0	7.5	7.5
	C (ADTT = 300)	6.0	6.0	6.5	6.5	6.5	6.5	7.0	7.5	7.0	7.5	7.5	8.0
	C (ADTT = 700)	6.0	6.5	6.5	7.0	6.5	7.0	7.0	7.5	7.0	7.5	8.0	8.5
	D (ADTT = 700)	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0	9.0	9.0	9.0	9.0

4.5



Parking Area Quick Reference

From American Concrete Institute Committee 330

Step 1: Determine concrete compressive strength requirement. For all concrete exposed to freeze-thaw cycling and de-icers, use no less than 4000 psi. 4500 psi is recommended.	Step 2: Determine Modulus of Subgrade Reactivity, <i>k</i> . Use guidelines below.	Step 3: Determine Traffic Categories (car parking area, entrances etc.).	Step 4: Determine Average Daily Truck Traffic (ADTT) on the pavement. It is safe to always assume at least one ADTT.	Step 5: Read across row that corresponds to your Traffic Category and ADTT to the column that represents your concrete strength and <i>k</i> value.	Example: <ul style="list-style-type: none"> » Car parking area truck access lane. » Traffic Category A, ADTT = 1. » Concrete strength of 4500 psi. » Soil is sandy gravel with some clay and silt; <i>k</i> value is 130-170; therefore use <i>k</i> = 100. » Under area with <i>k</i> = 100, read across row with "Traffic Category A (ADTT = 1)" to column under <i>f</i>'_c = 4500. » Thickness necessary for this situation is 4.5.
--	--	--	--	---	---

Modulus of Subgrade Reactivity

Type of Subgrade Soil	<i>k</i> Value	CBR
Fine-grained soils in which silt & clay-sized particles predominate	75 - 120	2.5 - 3.5
Sands & sand-gravel mixtures with moderate amounts of silt & clay	130 - 170	4.5 - 7.5
Sands & sand-gravel mixtures relatively free of plastic fines	180 - 220	8.5 - 12

Traffic Categories

Select Category A, B, C or D		
Car Parking Areas & Access Lanes (Autos, pick-ups, & panel trucks only)	Category A	
Shopping Center Entrance & Service Lanes	Category B	
City & School Bus Parking Areas: » Parking area & interior lanes. » Entrance & exterior lanes.	Category B Category C	
Truck Parking Areas:		
Parking Areas & Interior Lanes	Single-Unit Trucks*	Category B
	Multiple-Unit Trucks**	Category C
Entrance & Exterior Lanes	Single-Unit Trucks*	Category C
	Multiple-Unit Trucks**	Category D

*Single-Unit Trucks = Bobtailed Trucks

**Multiple-Unit Trucks = Tractor-trailer units with 1 or more trailers

Twenty-Year Design Thickness Recommendations in Inches (No Dowels)

		<i>k</i> = 500 psi/in. (CBR = 50; R = 86)				<i>k</i> = 400 psi/in. (CBR = 38; R = 80)				<i>k</i> = 300 psi/in. (CBR = 26; R = 67)			
<i>f</i> ' _c		5000	4500	4000	3500	5000	4500	4000	3500	5000	4500	4000	3500
MOR, psi		650	600	550	500	650	600	550	500	650	600	550	500
Traffic Category*	A (ADTT=1)	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.0	4.5
	A (ADTT=10)	4.0	4.0	4.0	4.5	4.0	4.0	4.5	4.5	4.0	4.5	4.5	4.5
	B (ADTT=25)	4.0	4.5	4.5	5.0	4.5	4.5	5.0	5.5	4.5	4.5	5.0	5.5
	B (ADTT=300)	5.0	5.0	5.5	5.5	5.0	5.0	5.5	5.5	5.0	5.5	5.5	6.0
	C (ADTT=100)	5.0	5.0	5.5	5.5	5.0	5.5	5.5	6.0	5.5	5.5	6.0	6.0
	C (ADTT=300)	5.0	5.5	5.5	6.0	5.5	5.5	6.0	6.0	5.5	6.0	6.0	6.5
	C (ADTT=700)	5.5	5.5	6.0	6.0	5.5	5.5	6.0	6.5	5.5	6.0	6.5	6.5
	D (ADTT=700)†	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5	6.5
		<i>k</i> = 200 psi/in. (CBR = 10; R = 48)				<i>k</i> = 100 psi/in. (CBR = 3; R = 18)				<i>k</i> = 50 psi/in. (CBR = 2; R = 5)			
<i>f</i> ' _c		5000	4500	4000	3500	5000	4500	4000	3500	5000	4500	4000	3500
MOR, psi		650	600	550	500	650	600	550	500	650	600	550	500
Traffic Category*	A (ADTT=1)	4.0	4.0	4.0	4.5	4.0	4.5	4.5	5.0	4.5	5.0	5.0	5.5
	A (ADTT=10)	4.5	4.5	5.0	5.0	4.5	5.0	5.0	5.5	5.0	5.5	5.5	6.0
	B (ADTT=25)	5.0	5.0	5.5	6.0	5.5	5.5	6.0	6.0	6.0	6.0	6.5	7.0
	B (ADTT=300)	5.5	5.5	6.0	6.5	6.0	6.0	6.5	7.0	6.5	7.0	7.0	7.5
	C (ADTT=100)	5.5	6.0	6.0	6.5	6.0	6.5	6.5	7.0	6.5	7.0	7.5	7.5
	C (ADTT=300)	6.0	6.0	6.5	6.5	6.5	6.5	7.0	7.5	7.0	7.5	7.5	8.0
	C (ADTT=700)	6.0	6.5	6.5	7.0	6.5	7.0	7.0	7.5	7.0	7.5	8.0	8.5
	D (ADTT=700)†	7.0	7.0	7.0	7.0	8.0	8.0	8.0	8.0	9.0	9.0	9.0	9.0

*ADTT = Average Daily Truck Traffic Trucks are defined as vehicles with at least 6 wheels; excludes panel trucks, pick-up trucks & other 4-wheeled vehicles. Refer to Appendix A.

k = Modulus of subgrade reaction; CBR = California Bearing Ratio; R = Resistance value & MOR = Modulus of Rupture.

† Thickness of Category D (only) can be reduced by 1.0 in. (25 mm) if dowels are used at all transverse joints (that is joints located perpendicular to direction of traffic). Note: 1 in. = 25.4 mm; 1 psi = 0.0069 MPa; & 1 psi/in. = 0.27 MPa/m.

Preparing the Subgrade for Best Performance

Proper subgrade preparation will ensure superior performance of your concrete pavement. While no special subbase is required, it is important that the soil type, moisture content, and density of the subgrade be uniform. Replace non-uniform subgrade areas with materials that are similar to the rest of the area.

The subgrade must also be reasonably smooth and without tire ruts so that the concrete placed over it will be uniform in thickness.

Materials & Proportions

Quality concrete starts with a well chosen mixture using consistently high quality materials.

In regions where the pavement will be subjected to freeze-thaw cycles air entrainment is essential. Air entrainment is so important in providing freeze-thaw durability that it pays to test the concrete frequently for air content at the job site and make the necessary corrections as soon as possible. See the table below for recommended air contents.

Because air entrainment also enhances workability and reduces the amount of bleed water, it is wise to consider its use even where freeze-thaw conditions do not exist.

Compressive strength is the most common and easiest property of concrete to measure, and as such, it is the property most used when specifying concrete. Concrete with a 28-day specified compressive strength of 4000 psi (27.6 MPa), is adequate for most areas of the country.

In areas subjected to freeze-thaw cycles, it is further recommended that the mix contain at least 564 lb of cement per cubic yard. In mild climates a minimum cement content of 520 lb per cubic yard is adequate. A mixture with a maximum slump of 4 inches is acceptable. If a water reducing admixture is specified, slumps can be higher.

Recommended Air Contents for Durable Concrete

Maximum Size Aggregate	Total Target Air Content Percent*	
	Severe Exposure	Moderate Exposure
3/8 in. (9.5 mm)	7-1/2	6
1/2 in. (12.5 mm)	7	5-1/2
3/4 in. (19.0 mm)	6	5
1 in. (25.0 mm)	6	4-1/2
1-1/2 in. (37.5 mm)	5-1/2	4-1/2
2 in. (50.0 mm)	5	4

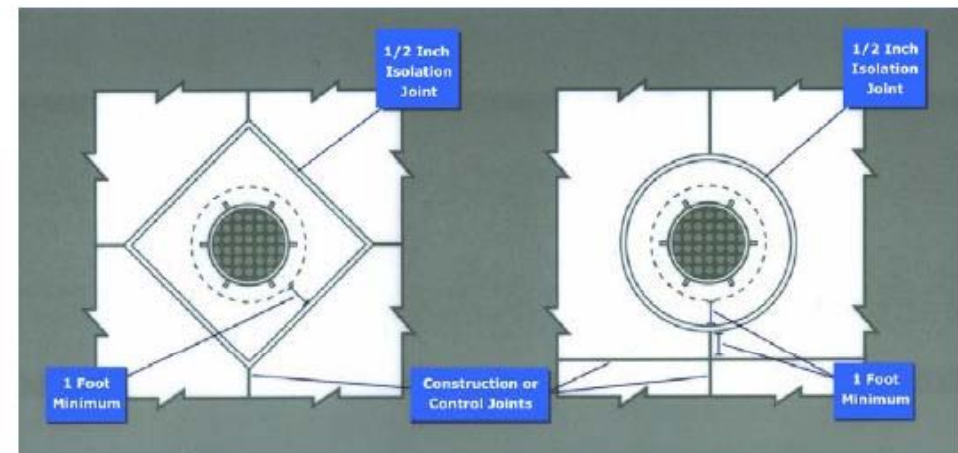
*A reasonable tolerance for air content in field construction is -1 to +2 percentage points

Jointing Guidelines

It is recommended that you follow these guidelines unless local experience indicates otherwise:

- Joint spacing should not exceed 24 to 30 times the pavement thickness with a maximum spacing of 15 feet.
- Lay out joints to form square panels. When this is not practical, rectangular panels can be used if the long dimension is no more than 1-1/2 times the short.
- Control joints should have a depth of at least one-fourth the slab thickness.

Manhole or Inlet Box



Construction Practices

Procedures that ensure a quality job are:

- Slope pavement 1% or 1/8 inch per foot to drainage.
- Moisten subgrade just prior to placement of concrete.
- Avoid over-finishing slabs. Generally a bullfloat finish is adequate. Sometimes a burlap drag is added in the finishing process to provide a textured finish.
- Cure fresh concrete. Liquid membrane-forming curing compound is usually recommended as the most cost-effective curing agent.
- Keep automobile traffic off the slab for three days and truck traffic off the slab for seven days, unless tests are made to determine that the concrete has gained adequate strength. This is usually 3000 psi.

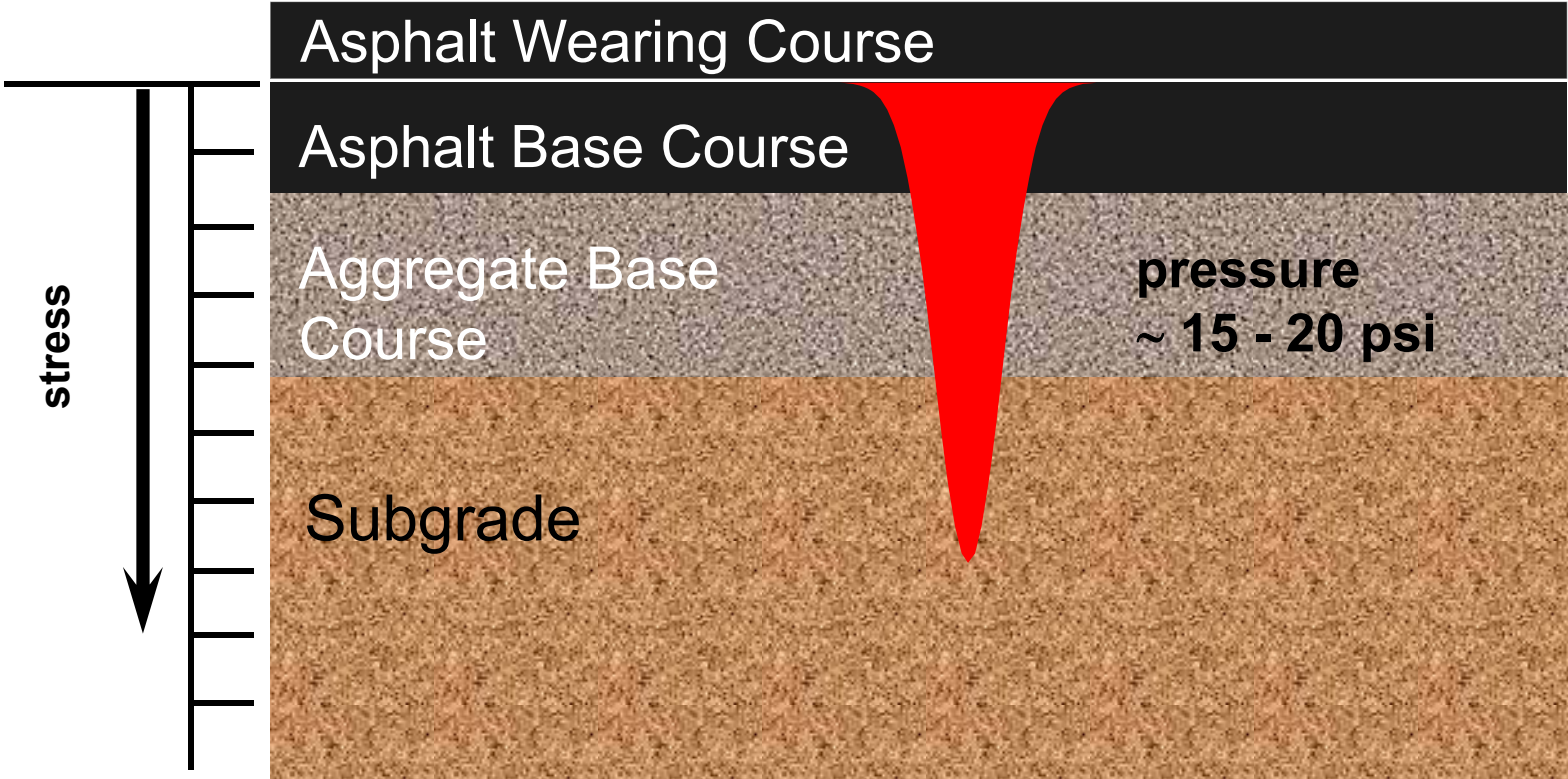
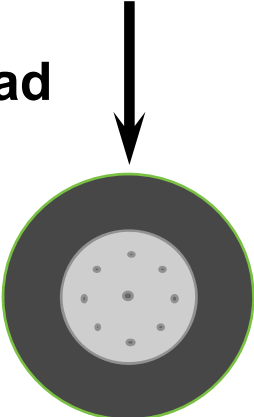
Common Design Misconceptions

“Concrete pavement requires a subbase”*

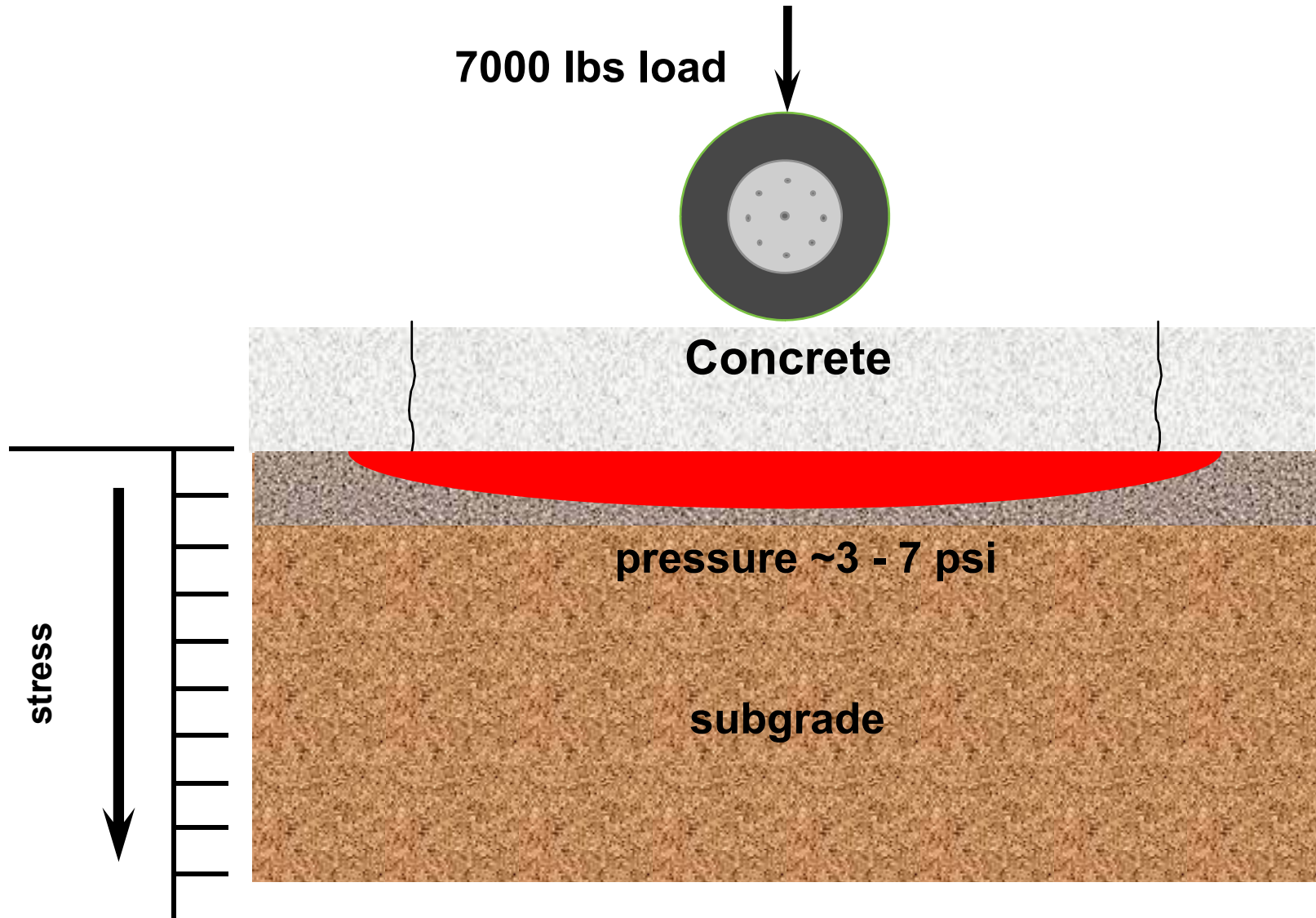


*Subbase: a layer of imported or improved material between the natural site material (subgrade) and the concrete.

7000 lbs load



The load-carrying structure for concrete pavement is primarily thickness.



ACI 330 position on subgrade/subbase

“A well-prepared, uniform subgrade at the correct elevation is essential to the construction of a quality pavement.”

“The subgrade should have a dense, firm, and uniformly smooth surface when concrete is placed on it.”

“Granular aggregate subbases are not normally used for concrete parking lots.”

Do you ever need a subbase layer?

May warrant consideration if:

Construction platform is needed

Subgrade is very poor quality

Heavy truck traffic & load transfer concerns

Pumping of subgrade is likely

Can result in higher k value for design and slightly thinner concrete section

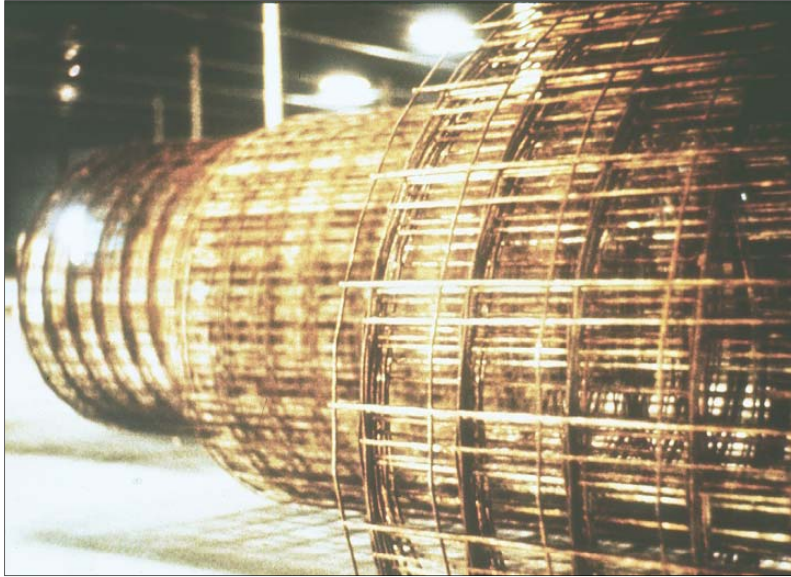
Common Design Misconceptions

Concrete pavements require steel reinforcement!



Reinforcing steel in concrete has its place!

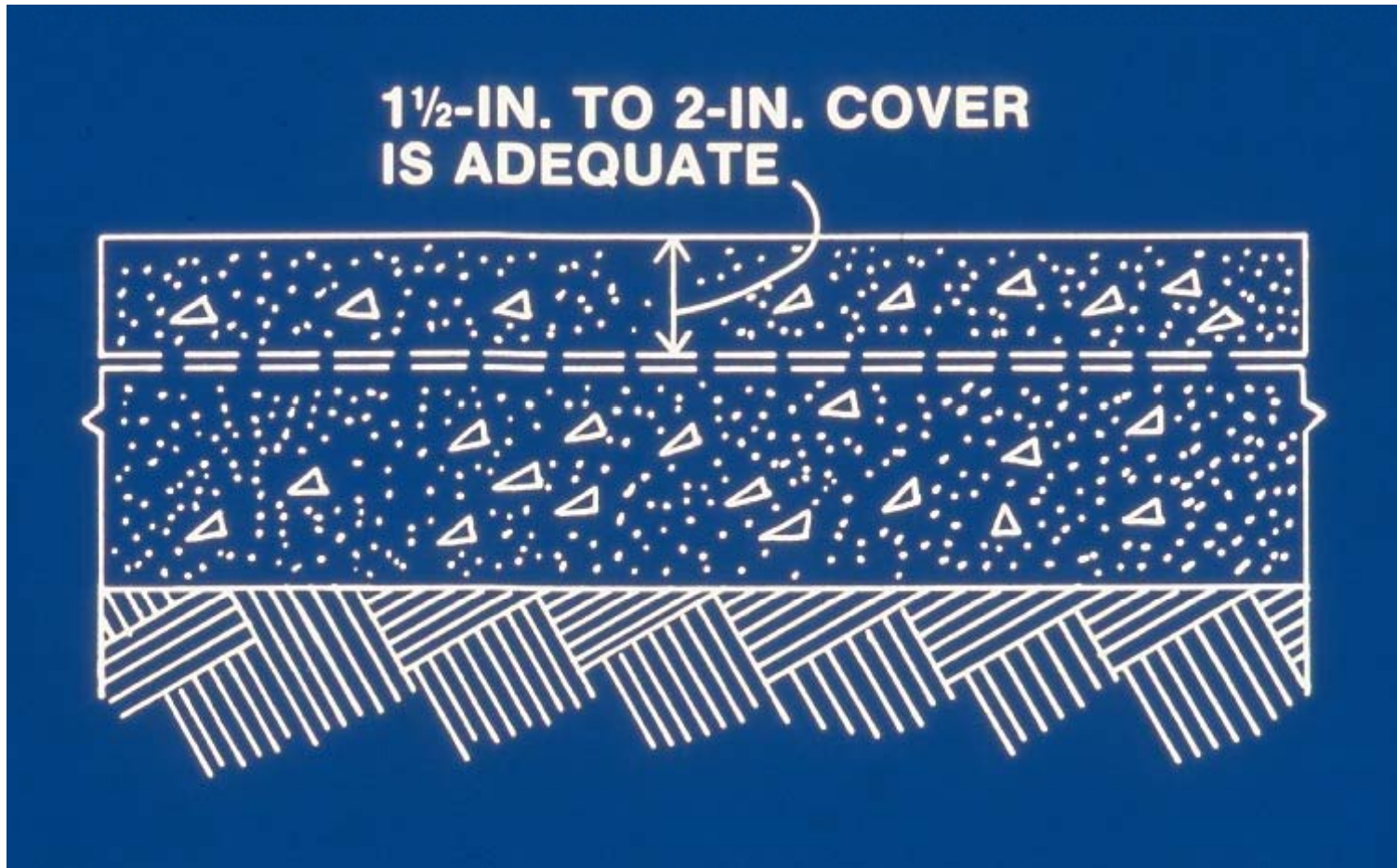




Secondary Steel Reinforcement

- Does not make concrete stronger!
- Does not stop concrete from cracking!
- Holds concrete together when it cracks

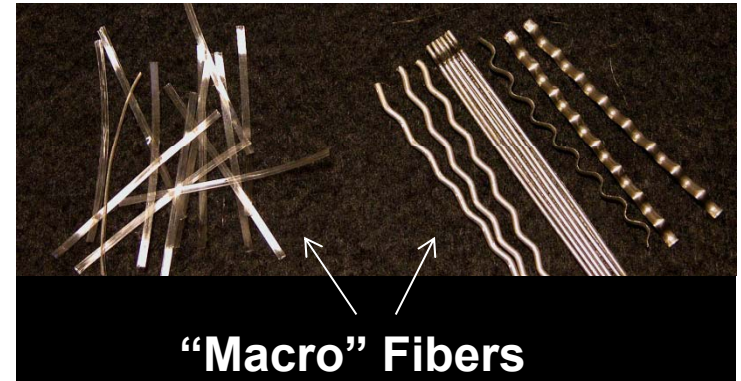
Proper placement of secondary steel reinforcement



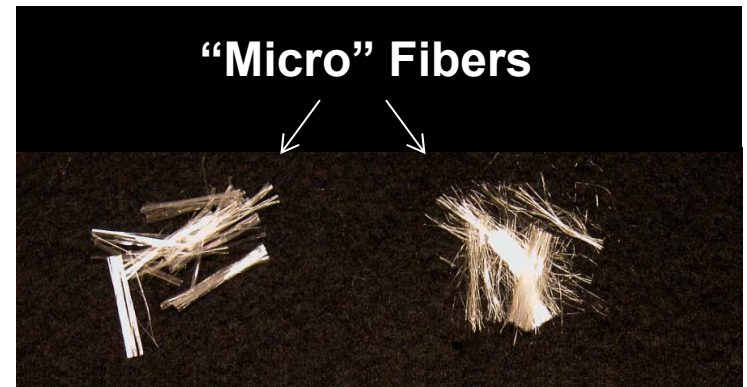


What about Fibers?

Steel & Macro Fibers
(0.008-0.03")
Secondary Reinforcement



Micro Fibers (<0.004")
Plastic Shrinkage Crack
Control



TileWise by Club '84



How important
is jointing?

“See how much better it looks
Without all those ugly joints?”

Objectives of jointing

Control the location, width, and appearance of expected cracks

Facilitate construction

Accommodate normal slab movements

Provide load transfer where needed

Minimize performance implications of any random (unexpected) cracks



Recommended Spacing of Control Joints

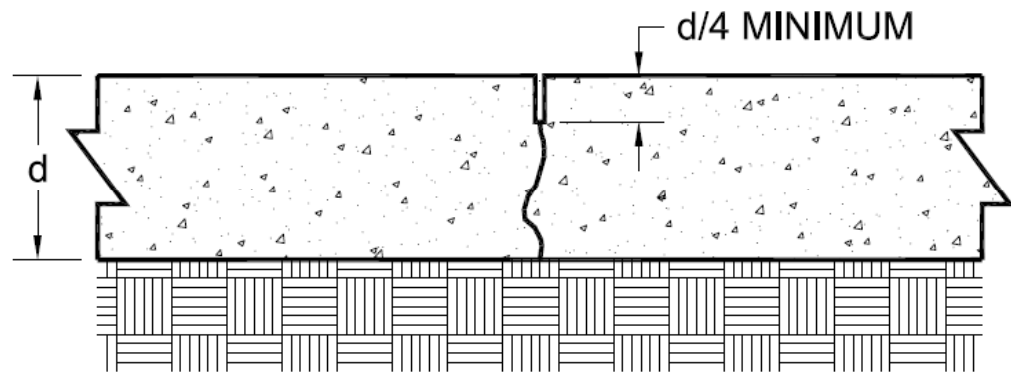


24-30 times the thickness

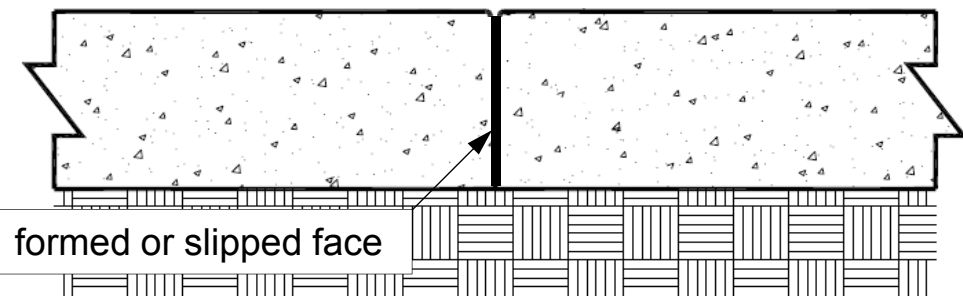
<u>Thickness (inches)</u>	<u>Spacing (feet)</u>
4	8-10
5	10-12
6	12-15
7	14-15
8+	15

Some designs may call for closer joint spacing due to load transfer considerations.

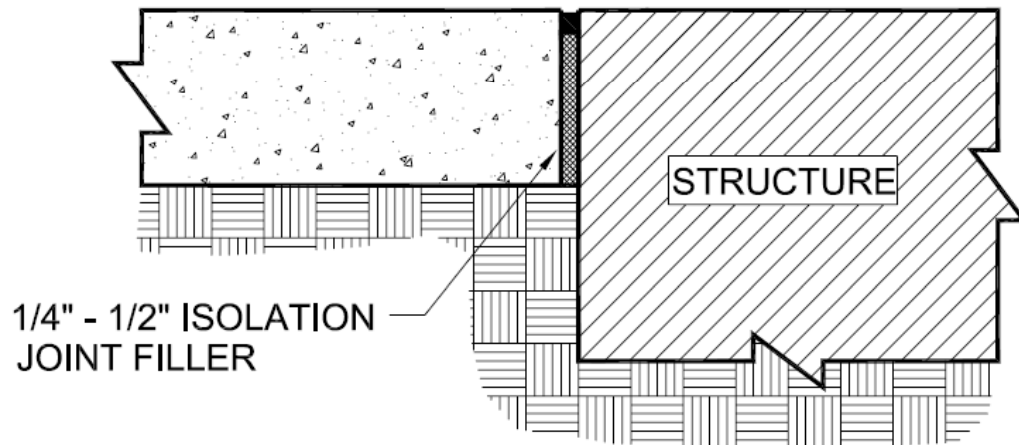
Types of joints in concrete pavement



Control joint



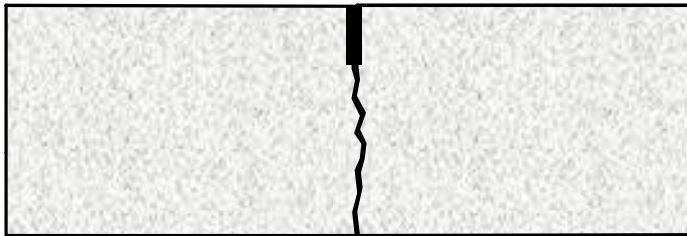
Construction joint



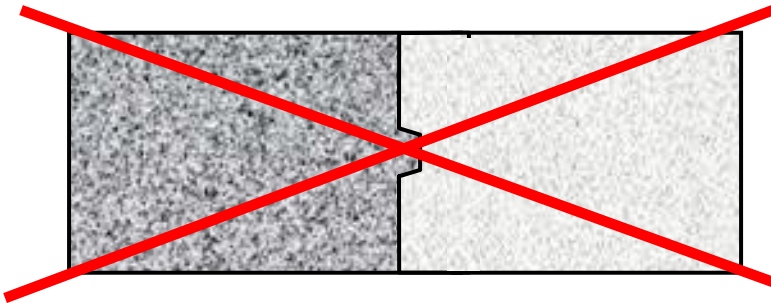
Isolation joint

Load transfer joint details:

Pavements less than 7"



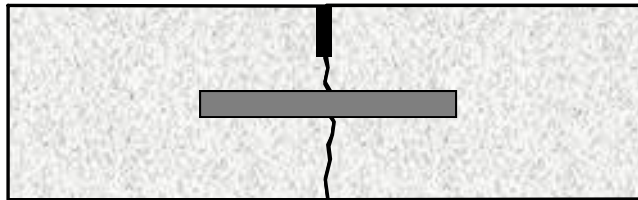
Aggregate Interlock



Keyways

Load transfer joint details:

Pavements greater than 7"



Round Dowels

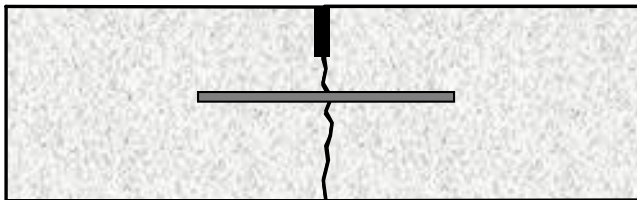
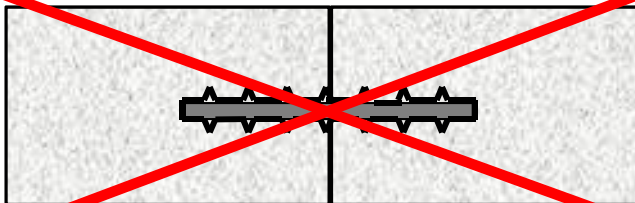
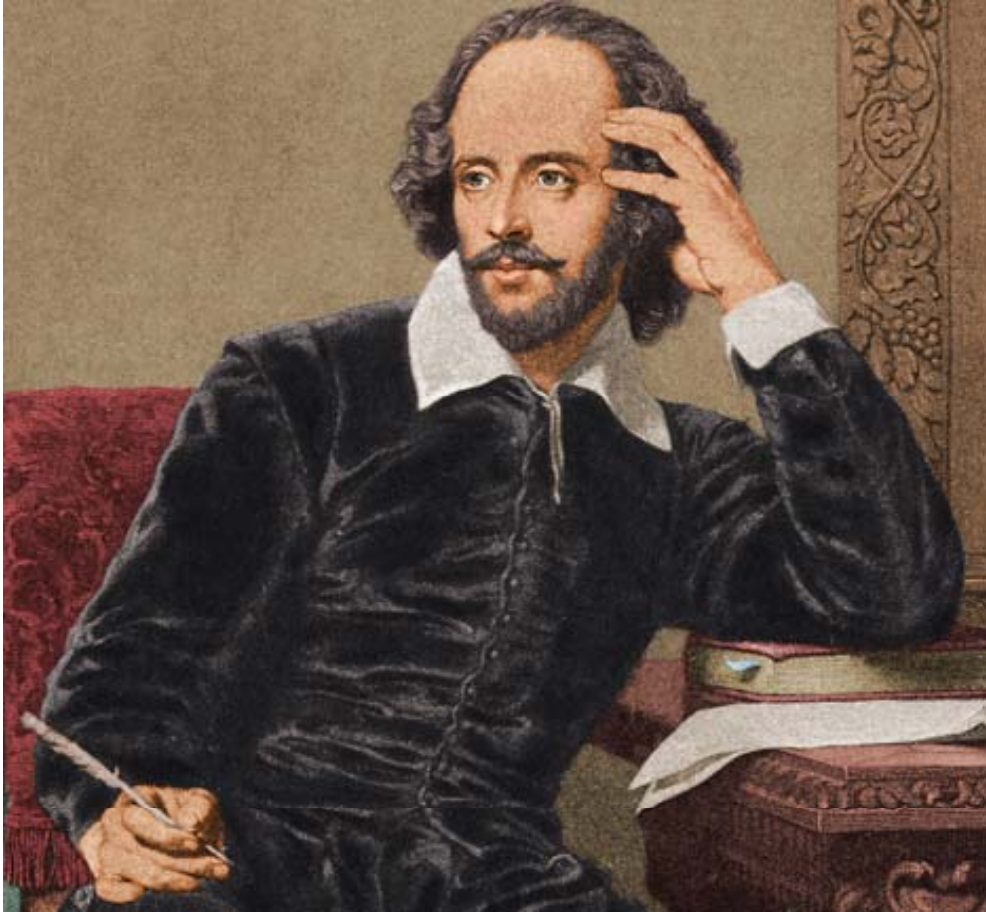


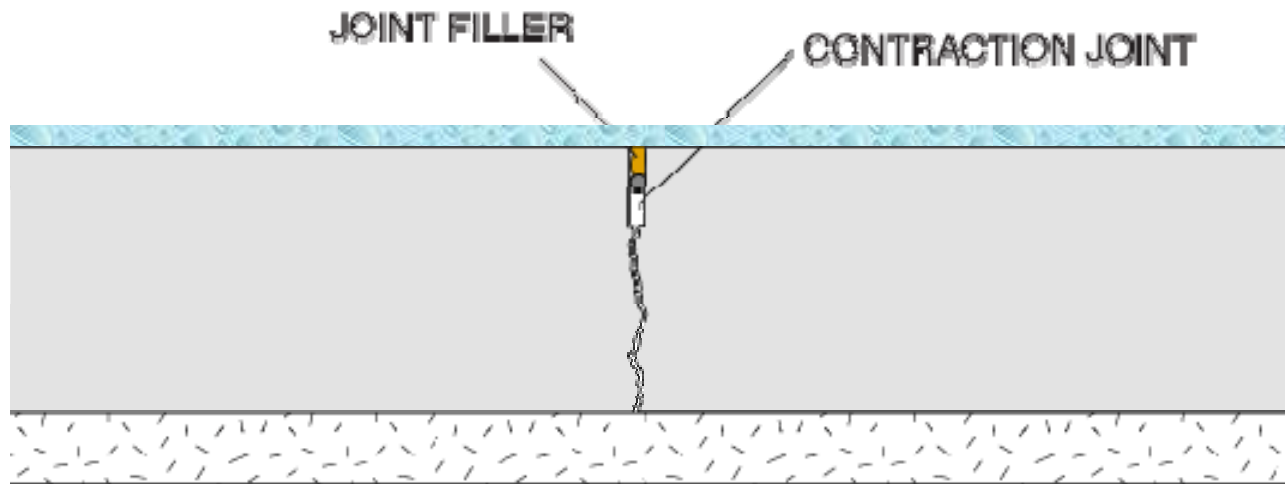
Plate Dowels



Tiebars \neq Dowels!
(not used for load transfer)



“To seal, or
not to seal?”



Purpose is to prevent infiltration
of water and solids into joint

Factors to consider

Traffic level

Soil types & local performance

Subbase use

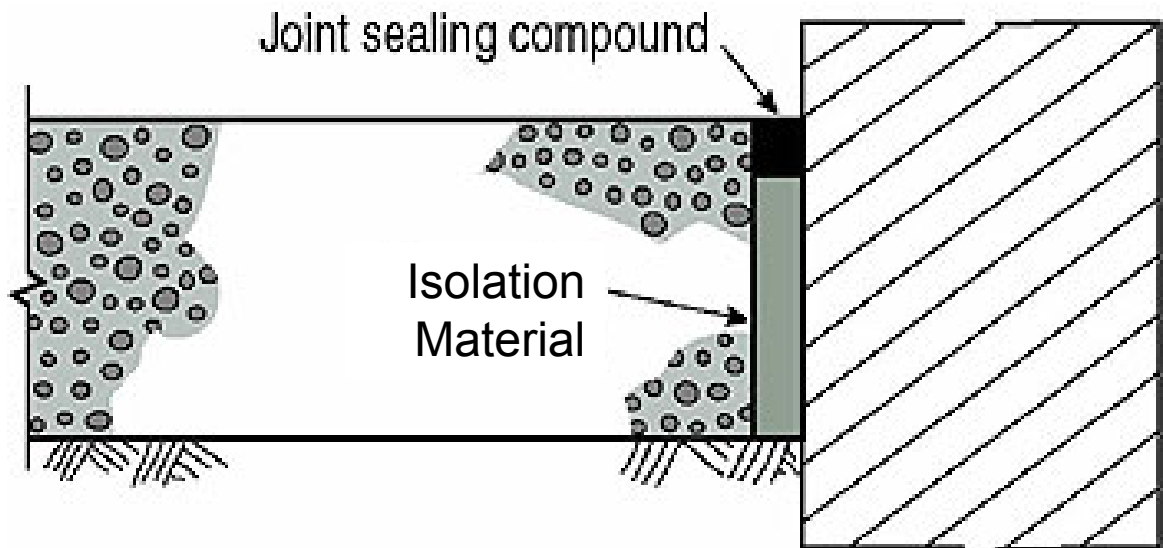
Most effective
to reduce
joint width



Sealants on
wide joints
extremely
ineffective



Seal isolation joint against building



Evaluating Concrete and Asphalt Using Structural Numbers

Pavement Failure

Not due to # of years

Due to stress of carrying loads

Vehicle traffic

Heat / Cold

Design Thickness

Design for purpose (adjust thickness)

Passenger vehicle parking

Truck lanes

Loading areas

Truck parking (sand shoes/dollies)

Increase thickness

Thickened beam

- Established rational design – ACI 330
 - 4000 psi
 - Unreinforced
 - Placed on compacted subgrade
 - No stone base required

**Guide for Design
and Construction
of Concrete
Parking Lots**

Reported by ACI Committee 330


Authorized Reprint from
Copyrighted Committee Report
ACI 330R-92 (Reapproved 1997)

American Concrete Institute



NRMCA Publication MSP 34



- MS-1
 - Thickness Design – Asphalt Pavement for Highways and Streets
- IS-91
 - Full-Depth Asphalt Pavements for Parking Lots, Service Stations, and Driveways

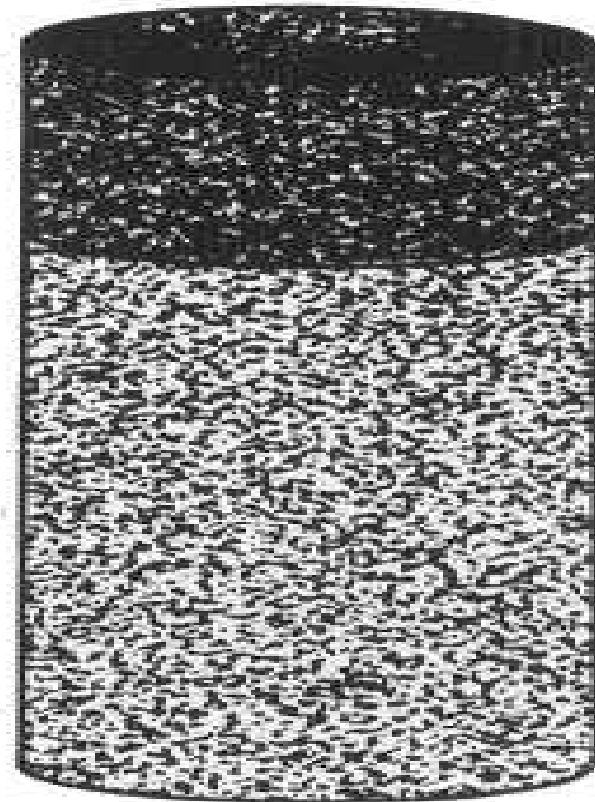


**Full-Depth
Asphalt Pavements for
Parking Lots, Service Stations,
and Driveways**



ASPHALT INSTITUTE

- Two layer construction
 - Base course asphalt
 - Wear course
- Place on compacted subgrade
 - No stone base required



How Can We Make an Accurate Comparison of Equivalent Design?

By using structural layer coefficients:

A relative number assigned for the value of 1" of material

Structural Layer Coefficients*

Concrete = 0.50

Surface Asphalt = 0.20 to 0.42

Bituminous Base = 0.10 to 0.34

Aggregate Base = 0.07 to 0.14

#57 crushed stone \approx 0.12

* Per AASHO Road Test - 1961

For Example:

- **5" Concrete Pavement**

- **5" X 0.50 = 2.50 SN**

- **1.5" Surface Asphalt & 5.5" of Bituminous Base**

- **1.5" X 0.42 = 0.63**

- **5.5" X 0.34 = +1.87**
2.50 SN

For Example:

- **5" Concrete Pavement**

- **5" X 0.50 = 2.50 SN**

- **1.5" Surface Asphalt, w/
3" Bituminous Base
and 7" Aggregate Base**

- **1.5" X 0.42 = 0.63**

- **3.0" X 0.34 = 1.02**

- **7.0" X 0.12 = +0.84**

2.49 SN

For Example:

- **6" Concrete Pavement & 6" Aggregate Base**

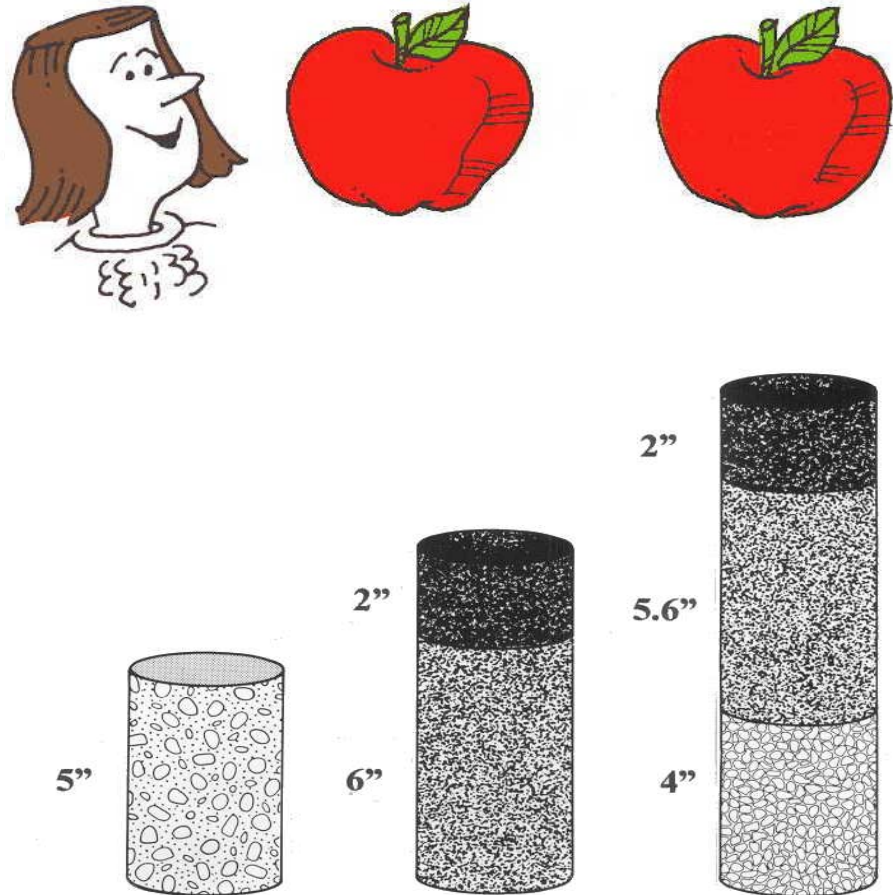
- **6" x 0.50 = 3.00**
- **6" x 0.12 = +0.72**
3.72 SN

- **2.5" Asphalt & 6.0" of Aggregate Base**

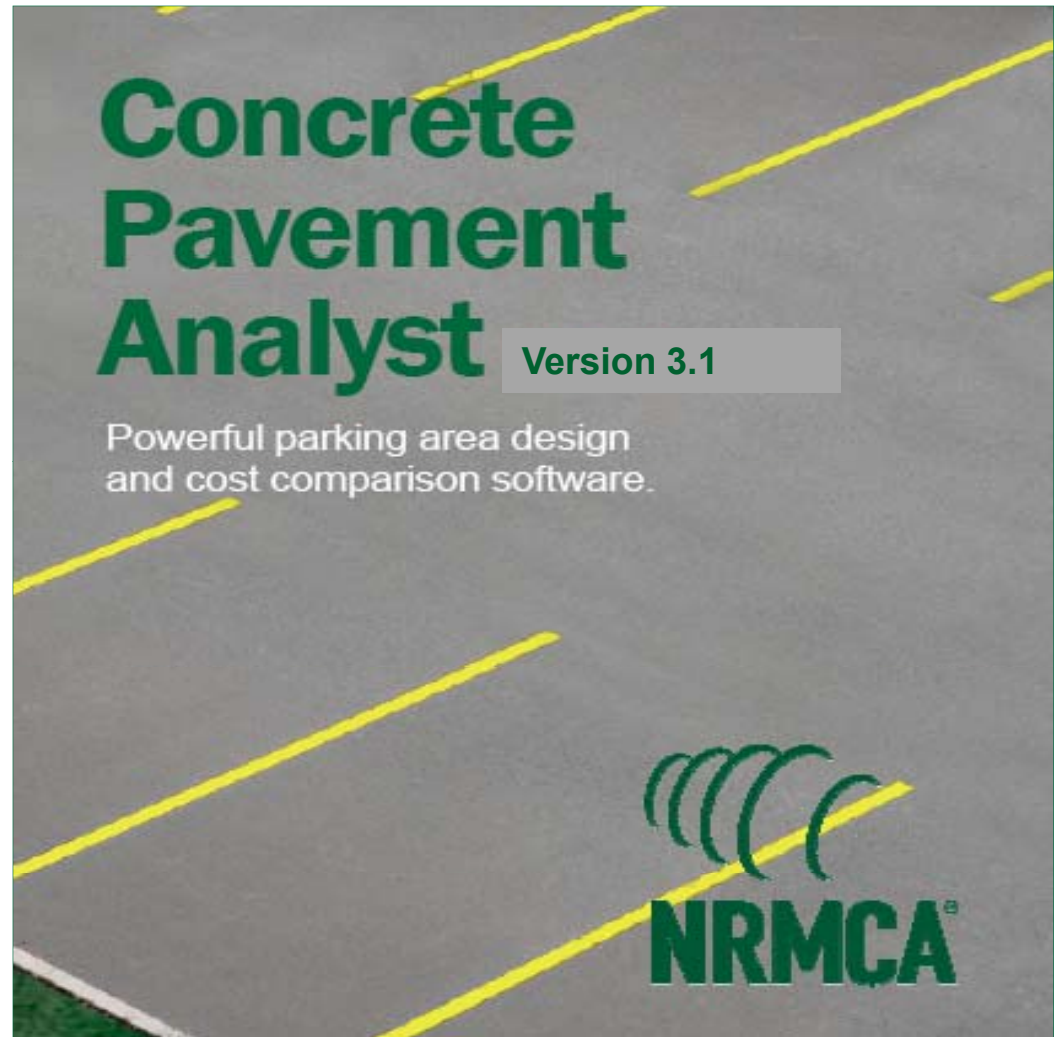
- **2.5" x 0.42 = 1.05**
- **6.0" x 0.12 = +0.72**
1.77 SN

Concrete vs. Asphalt

- Apples-to-apples comparison of pavement design should always be considered
- Quantification in \$ allows for a better business decision on pavement choice



Design
Comparison
Life Cycle Cost
Comparison





Date

Prepared By

Prepared For

Project

Curb Width

Car Parking Area

Lot	<input type="text" value="100000"/>	Square Ft	<input type="text" value="11111"/>	Square Yds
Curb	<input type="text" value="1000"/>	Linear Ft	<input type="text" value="56"/>	Square Yds

Drive and Truck Area

Lot	<input type="text" value="50000"/>	Square Ft	<input type="text" value="5556"/>	Square Yds
Curb	<input type="text" value="500"/>	Linear Ft	<input type="text" value="28"/>	Square Yds



Compressive Strength (psi) View Recommendation Table
 Flexural Strength (M_R)

Soil
 Modulus of subgrade reaction (k) - or - CBR

Aggregate Base Thickness
 Parking Area inches Drive Areas inches
 *Use of aggregate base with concrete pavement is not required per ACI 330 and is optional at user's discretion.

Average Daily Truck Traffic (ADTT) Traffic Category
 Parking Area Car parking & access lanes - Cat A
 Drive Areas Truck parking areas - Single-units - Parking areas and interior lanes - Cat B

Project Design Life

Recommended Concrete American Concrete Institute	
Thickness	Structural #
Parking Area <input type="text" value="4.50"/>	<input type="text" value="2.25"/>
Drive Area <input type="text" value="6.00"/>	<input type="text" value="3.00"/>

Full Depth Asphalt Asphalt Institute			
Full Depth Thickness	Structural #	Surface Course	Base Course
<input type="text" value="6.75"/>	<input type="text" value="2.25"/>	<input type="text" value="1.5"/>	<input type="text" value="5.25"/>
<input type="text" value="9.09"/>	<input type="text" value="3.00"/>	<input type="text" value="1.5"/>	<input type="text" value="7.59"/>



Asphalt Specifications

Car Parking Area

Surface Course inches

Bituminous-Treated Base

Other Base Course

Structural #

Drive and Truck Area

Surface Course inches

Bituminous-Treated Base

Other Base Course

Structural #

Anecdotal Concrete Equivalent

Car Parking Area

Base Course Thickness (in inches)

Concrete Thickness (in inches)

Structural #

Drive and Truck Area

Base Course Thickness (in inches)

Concrete Thickness (in inches)

Structural #

Apply Defaults



Concrete Pavement Analyst

Parking Area Design and Costing Software

Cost Summary Comparison

Project Information

Project Name: CPA 3 Final
Project Date: 08/18/2008
Prepared By: Phil Kresge
Prepared For: First Run

Car Parking Square Footage: 100,500.00
Drive Truck Square Footage: 50,250.00
Total Square Footage: 150,750.00

Recommended Concrete Design (ACI-330)

Concrete Strength: 4,000 psi
Car Parking Area Concrete Thickness: 4.50 inches 2.25 SN
Car Parking Area Aggregate Base Thickness: 0.00 inches
Drive & Truck Concrete Thickness: 6.00 inches 3.00 SN
Drive & Truck Aggregate Base Thickness: 0.00 inches

Full Depth Asphalt Design (Asphalt Institute)

Car Parking Area	Type	Thickness	
Asphalt Surface Course	Fine Graded Asphalt	1.50 inches	
Bituminous-Treated Base	Fine Graded Base	5.25 inches	
Total Thickness		6.75 inches	2.25 SN

Drive & Truck Area	Type	Thickness	
Asphalt Surface Course	Fine Graded Asphalt	1.50 inches	
Bituminous-Treated Base	Fine Graded Base	7.59 inches	
Total Thickness		9.09 inches	3.00 SN

Locally Specified Asphalt Design

Car Parking Area	Type	Thickness	
Asphalt Surface Course	Fine Graded Asphalt	3.00 inches	
Bituminous-Treated Base	Fine Graded Base	0.00 inches	
Other Base	Crushed Stone	6.00 inches	
Total Thickness		6.75 inches	1.86 SN

Drive & Truck Area	Type	Thickness	
Asphalt Surface Course	Fine Graded Asphalt	4.50 inches	
Other Base	Fine Graded Base	0.00 inches	
Bituminous-Treated Base	Crushed Stone	8.00 inches	
Total Thickness		9.09 inches	2.67 SN

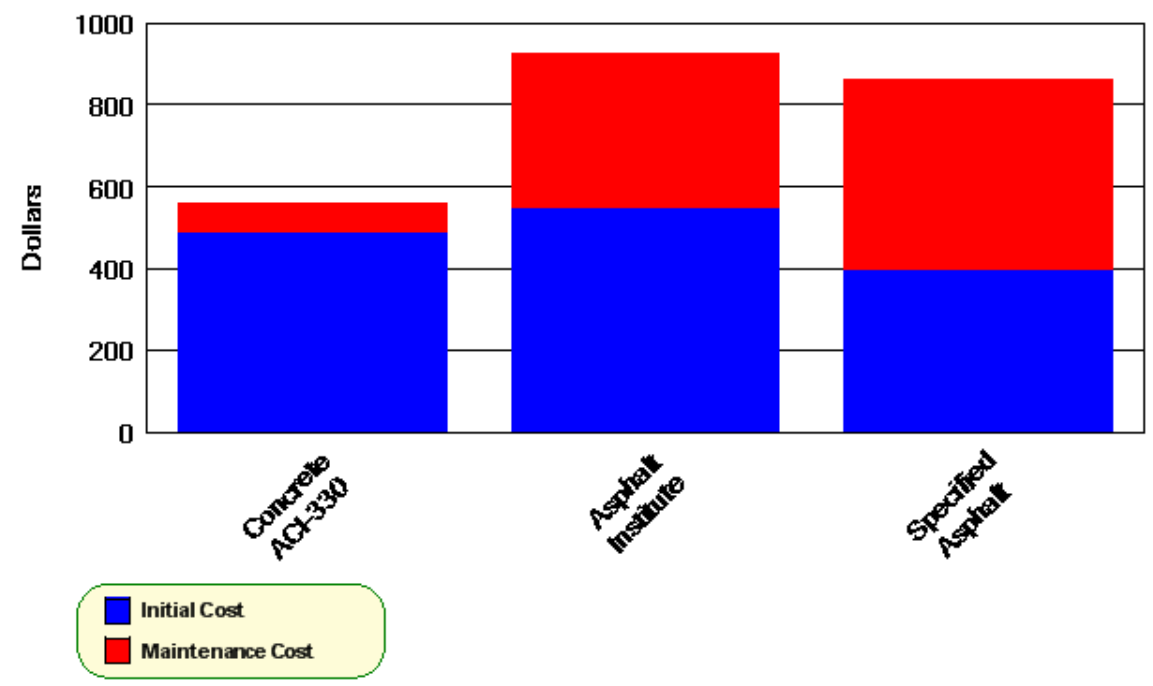
Anecdotal Concrete Design

Car Parking Area	Thickness	
Concrete Thickness	3.72 inches	Warning
Other Base (Crushed Stone)	0.00 inches	

Drive & Truck Area	Thickness	
Concrete Thickness	5.34 inches	
Other Base (Crushed Stone)	0.00 inches	



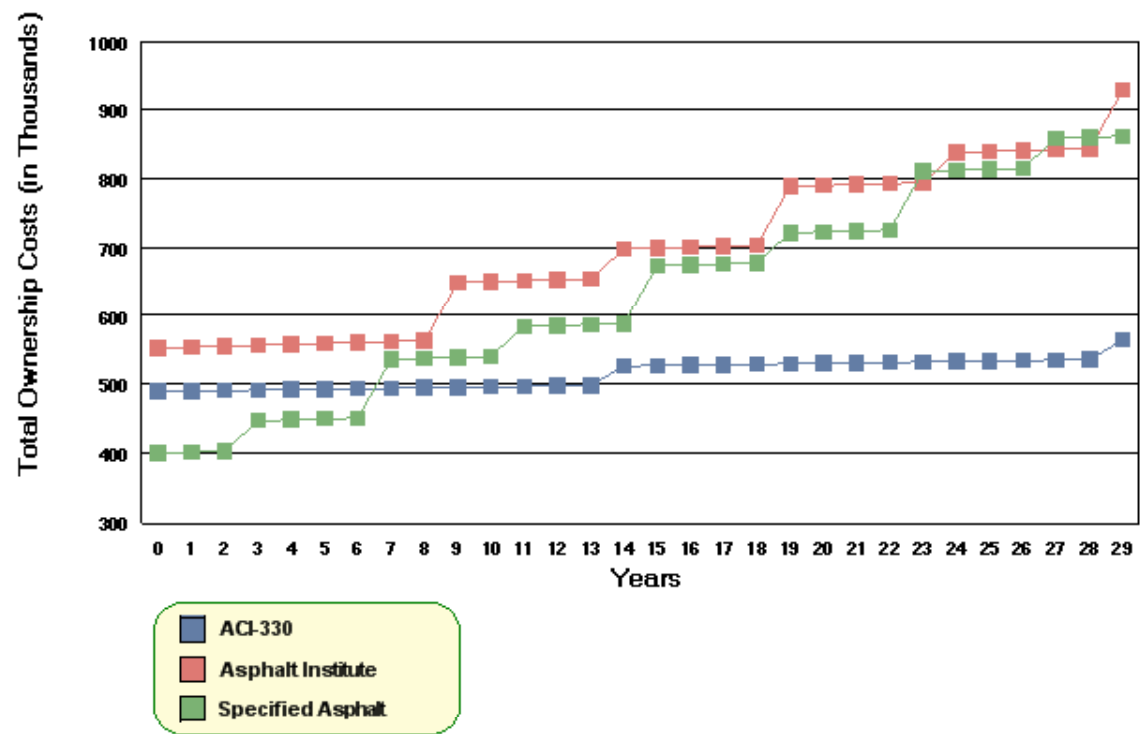
Cost Summary - Current Costs (in Thousands)





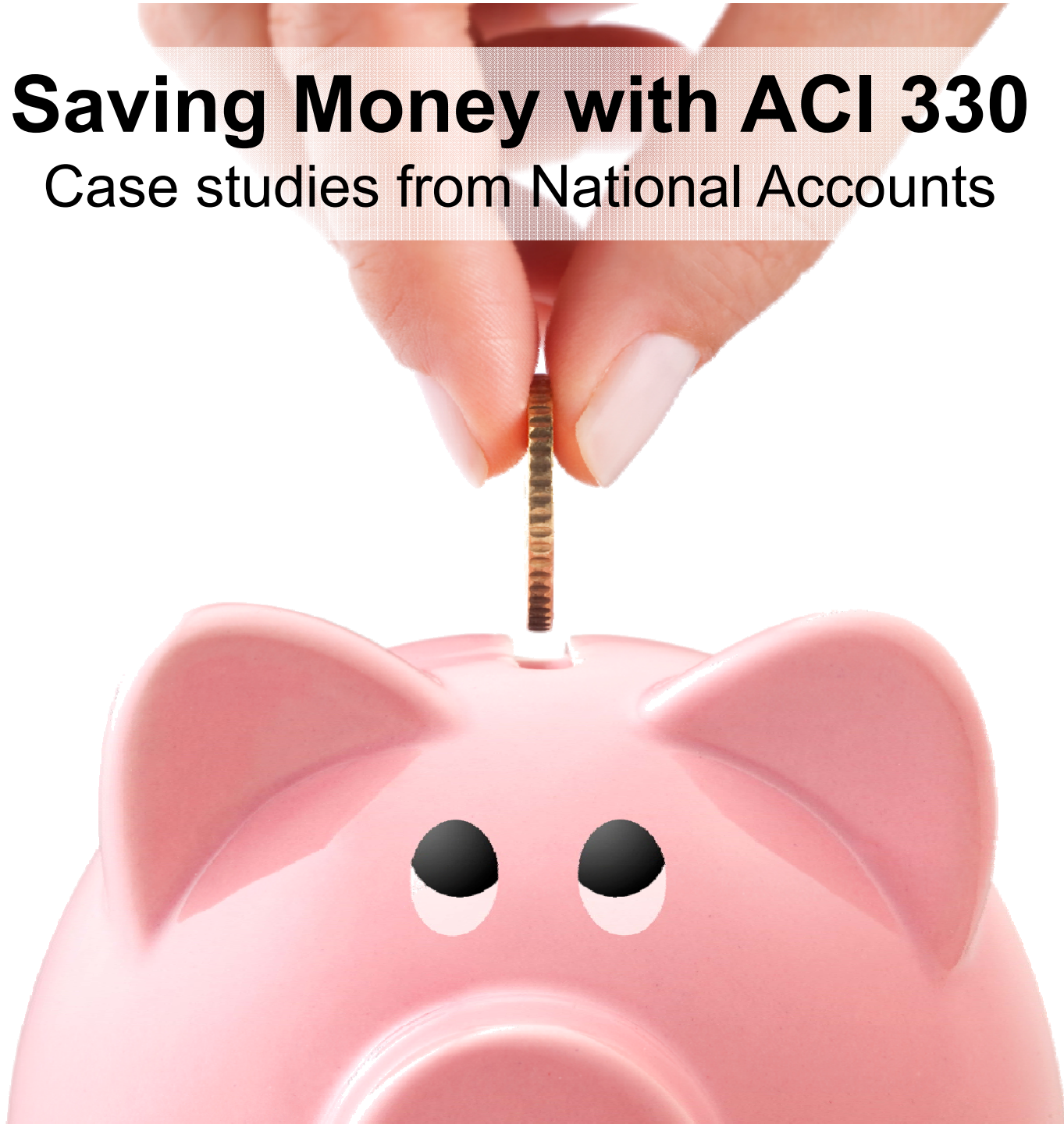
Main Report

Break Even Analysis - Current Costs



Saving Money with ACI 330

Case studies from National Accounts

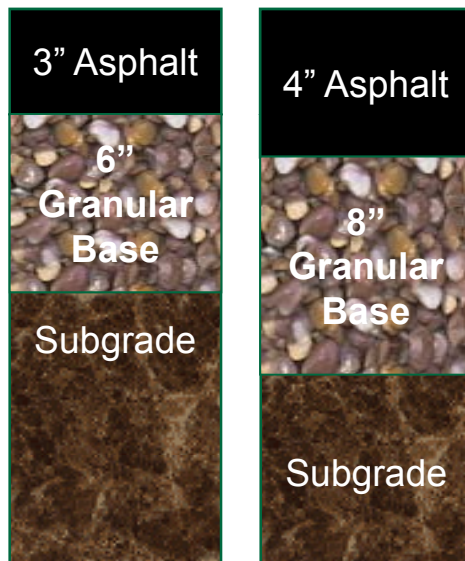


Lowe's Home Improvement Wilmington, NC

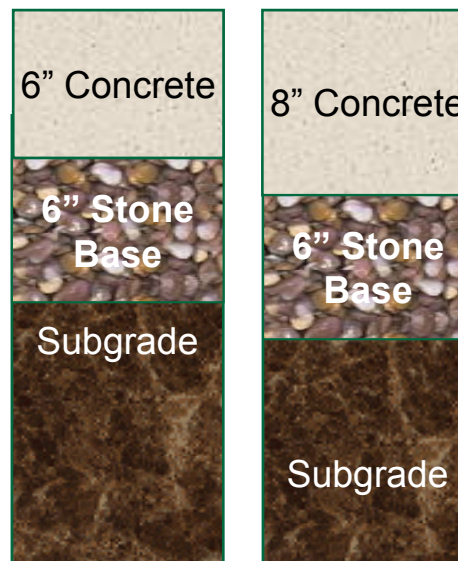


Lowe's Home Improvement Wilmington, NC

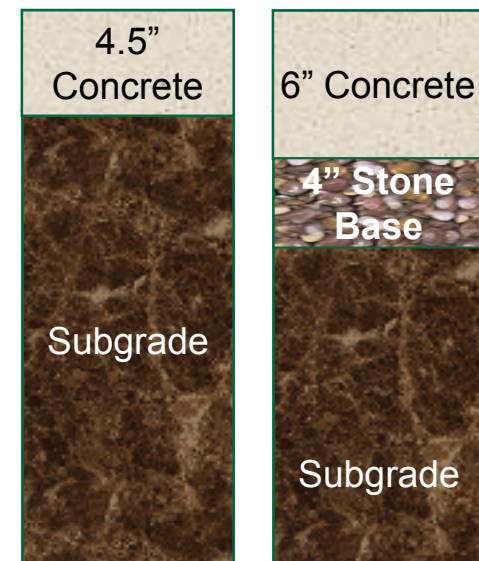
Asphalt Pavement



Traditional Concrete Pavement



ACI 330 Concrete Pavement

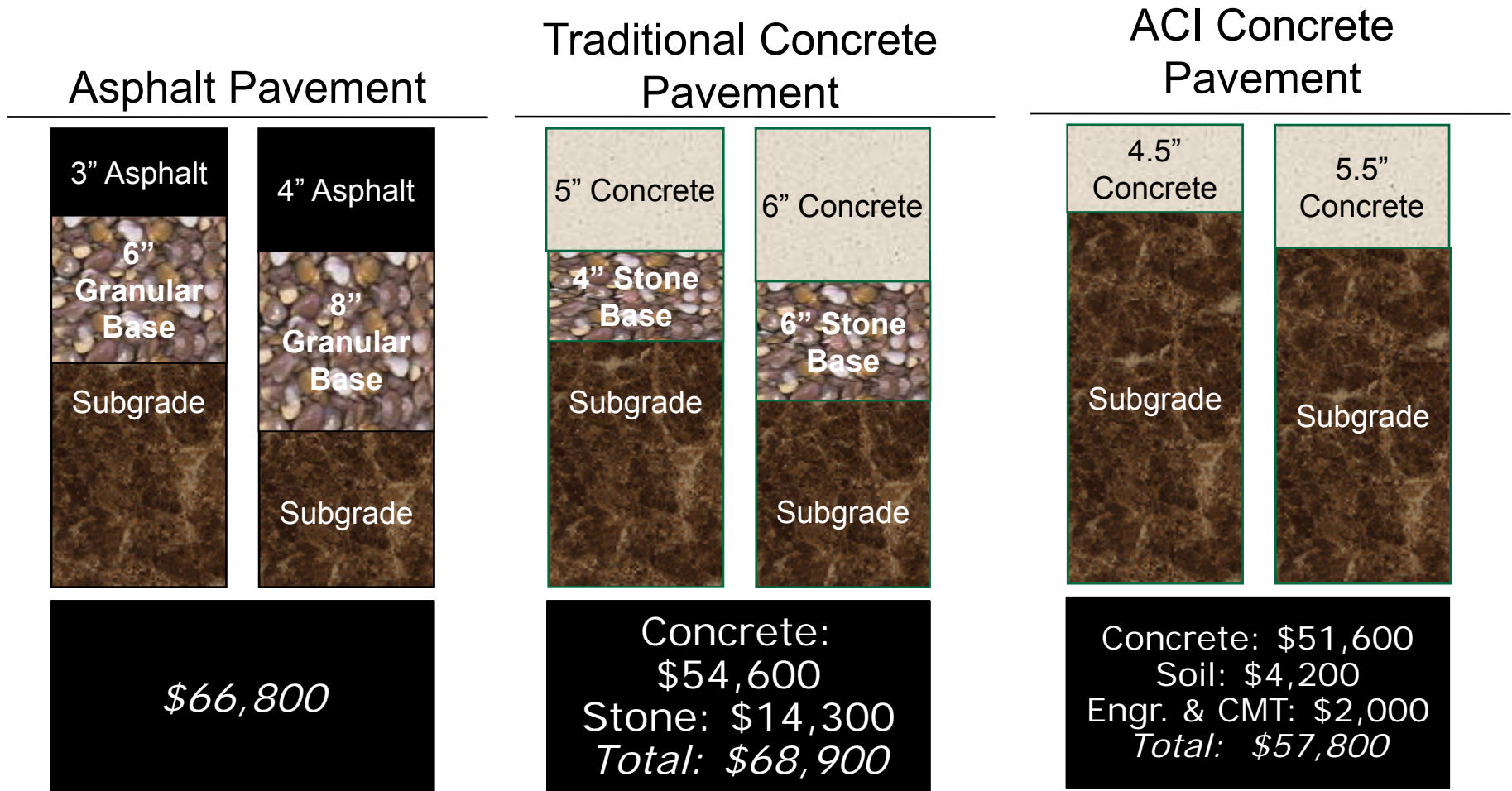


Savings to the owner over traditional concrete design:
Undisclosed (reported to be 6-figures!)

Dollar General



Dollar General



ACI 330 saved developer \$9000 paving with Concrete instead of Asphalt

Taco Bell - Lenoir, NC



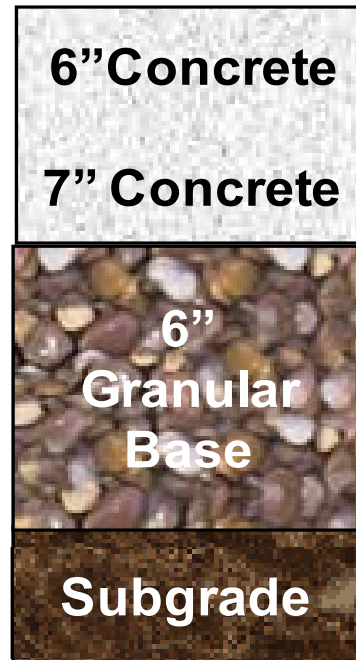
Taco Bell - Lenoir, NC

Asphalt Pavement



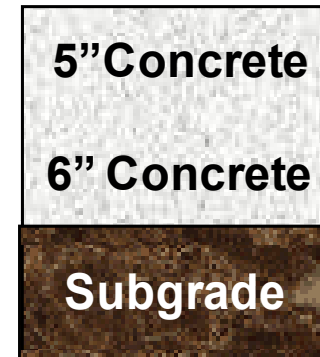
\$59,450

Original Concrete Pavement



\$88,670

ACI Concrete Pavement



\$76,950

The Owners Paid \$17,500 *MORE*
for Concrete vs. Asphalt

FAQ

Concrete Parking Lot Design & Construction Specifications

The intent of this document is to address, through references to industry publications and expertise, common design questions and issues that arise during the course of designing and constructing concrete parking lots.

Reinforcement

We've always used Welded Wire Mesh (WWM) and you are telling us not to. What gives? Welded wire mesh provides no increase in pavement structural capacity as some mistakenly believe. The job of WWM is to keep cracks tight that may form from environmental or traffic loading stresses. To keep cracks tight, the mesh has to be put in the correct place, which is rarely done. Below are references citing more explanations:

1. **ACI 330R-08** "When pavement is jointed to form short panel lengths that will minimize intermediate cracking, distributed steel reinforcing is not necessary. The practice of adding distributed steel to increase panel lengths has largely been discredited, and generally leads to excessive joint movements and interior panel cracks that deteriorate over time."
2. **ACPA (RT3.01)** (<http://www.concreteparking.org/downloads/RT3.01.pdf>) "If the pavement is jointed to form relatively short panels that will control cracking, distribute steel is not necessary. This design is called plain or non-reinforced concrete. For light traffic situations, load transfer is provided by aggregate interlock – the roughness of the cracked faces beneath the joint."

When should dowels be incorporated?

ACI 330 R-08 "Experience has shown that dowels or other load-transfer devices are not needed for most parking lot conditions... In thinner pavements of 7 in. and less, round dowels can be impractical or counterproductive. Usually, it is more economical to keep joint space close, using aggregate interlock, and thicken the pavement slightly, if necessary to reduce deflections."

Jointing

Why is jointing so important? Beyond aesthetics, jointing has many purposes including improving long-term durability. Some of the best concrete parking lots have been achieved with proper jointing patterns, completed at the correct time of placement with proper tools and without secondary reinforcement. Jointing details are often over-looked and can lead to pavement performance issues if not designed and detailed correctly. In fact, NRMCA believes proper jointing is so important that it created a program called the Design Assistance Program to aid engineers in concrete parking lot design and jointing at no cost to the engineer. References and other educational related to jointing may be found in:

1. **ACI 330R-08** (Section 3.7)
2. **NRMCA Concrete In Practice (CIP) Series #4 and #6**
3. **NRMCA Jointing Webinar**
4. **ACPA Intersection Joint Layout IS006P**
5. **ACPA Design and Construction of Joints for Concrete Streets IS0061P**
6. **ACPA Concrete Pavements with Undoweled Joints for Light Traffic Facilities IS00405P**

ACI 330 Support



NRMCA Design Assistance Program

What is DAP?

Parking Lot and Street & Local Road (SLR) pavement design assistance.

Provides concrete pavement design alternatives that may be used for planning and bidding purposes as well as jointing plan to be used for construction

For members, state affiliates, concrete producers, contractors, consultants, owners, and developers.

What is the purpose of DAP?

- Teach by example
- Results in correct concrete design
- Does the “heavy lifting” for design engineers not familiar with concrete pavement design
- Provides a no or little cost second opinion
- Does not compete with local consultants



Brian Killingsworth, P.E
Senior Vice-President,
Division Head - Local Paving



Amanda H. Hult, P.E
Senior Director, Local Paving



Don Clem, P.E
Vice President, Local Paving



Ken Justice, P.E
Senior Director, Local Paving

- [Parking Lot Design Assistance Program \(DAP\)](#)
- [Streets & Local Roads Design Assistance Program \(DAP\)](#)
- [Parking Lot CPA Software](#)
- [MIT Research](#)
- [Downloads](#)
- [Photos](#)
- [Concrete Paving Project Success Series](#)
- [Other Resources](#)

Concrete Sites
for Architects, Engineers
& Owners

Parking Lot Design Assistance Program (DAP)

[Design Assistance Application Form \(PDF\)](#) | [Parking Lot Sample Design Proposal \(PDF\)](#)

[Jointing Plan Sample \(PDF\)](#)

[Parking Lot Design Assistance Program Handout \(PDF\)](#)

The National Ready Mixed Concrete Association (NRMCA) provides concrete parking lot design recommendations intended for designers and specifiers not familiar with concrete parking lots. Specifiers may request these "DAP Recommendations" on their own behalf, or entities, including NRMCA members, may obtain them to pass along to specifiers. By providing detailed pavement design and CAD jointing recommendations, the Design Assistance Program helps deliver quality parking lot designs to ensure successful concrete projects.



Click the application form link above to submit a DAP request. Contact NRMCA's Amanda Hult at ahult@ntmca.org or 720-648-0323 with any questions.

DAP

National Ready Mixed Concrete Association
email to Amanda Heit: aheit@nrmca.org
www.nrmca.org

Concrete Parking Lot

Design Assistance Program Project Application

New Conventional Pavement Design Overlay Design Roller Compacted Concrete Design

APPLICANT INFORMATION (NAME, ADDRESS, PHONE, EMAIL, COMPANY):

PROJECT OWNER & LOCATION (REQUIRED): CIVIL ENGINEER (IF KNOWN): GEOTECHNICAL ENGINEER (IF KNOWN):

SUPPORTING DOCUMENTATION (SUBMIT WITH APPLICATION)

Please provide as much of the following information as possible so the most relevant design recommendations can be provided. HRMCA will make the best available assumptions where insufficient information is provided. Such assumptions will be detailed in the recommendations along with an explanation of the accurate information needed for a final quality design.

YES	NO	
<input type="checkbox"/>	<input type="checkbox"/>	PLAN SHEETS (PLAN, PROFILE, PAVING, ETC.)
<input type="checkbox"/>	<input type="checkbox"/>	GEOTECHNICAL REPORT
<input type="checkbox"/>	<input type="checkbox"/>	MATERIALS AND CONSTRUCTION SPECIFICATIONS (SPECIFYING AGENCY):
<input type="checkbox"/>	<input type="checkbox"/>	STANDARD DETAILS
<input type="checkbox"/>	<input type="checkbox"/>	DEVELOPMENT GUIDELINES AND/OR PAVEMENT DESIGN PROCEDURE
<input type="checkbox"/>	<input type="checkbox"/>	PAVEMENT MAINTENANCE GUIDELINES
<input type="checkbox"/>	<input type="checkbox"/>	CAD FILE

Fill out the following information as best you can if there is no corresponding supporting documentation as noted above or for clarification:

SUBGRADE SOILS (CBR, K-VALUE, M_v , SOIL DESIGNATION, FI, ETC.)

TRAFFIC DATA (AADTT) AND BUILDING USE (IF APPLICABLE)

CURRENT OR PROPOSED FLEXIBLE PAVEMENT CROSS SECTION (THICKNESS AND MATERIAL DESCRIPTION)

CONCRETE PAVEMENT DETAILS FOR LOCAL CONDITIONS (I.E. CURBS/GUTTERS, JOINT SEALING, SUBGRADE STABILIZATION, ETC)

MISCELLANEOUS PROJECT INFORMATION (PROVIDE PERTINENT PROJECT INFORMATION NOT COVERED ABOVE)

PROJECT CONTACT INFORMATION: (CHECK IF SAME AS APPLICANT)

Requested* Information for DAP

- Site Plan
- Geotechnical Report
- Design/Anticipated Traffic Count
- Local Design Specifications
- Proposed Asphalt/Concrete Section

If all requested information is not available, a design report will be provided based on the available information available and assumptions that will be defined in the report.



March 19, 2015

Mr. Scott Smith
Ready Mix LLC
91550 NW 131st Avenue
Columbia, IL 46932

**RE: Pavement Design for ABC Bookstore Parking Lot
Lawrence, IN**

Mr. Smith:

The National Ready Mixed Concrete Association (NRMCA) is pleased to provide these concrete pavement design recommendations through the Design Assistance Program (DAP) for the above mentioned project. Specific information used to develop this concrete paving design was gathered from information provided by the Applicant. If the information provided is updated or changed, NRMCA will need to review our recommendations for applicability. Please contact us if you desire further assistance regarding this project.

Sincerely,
National Ready Mixed Concrete Association

A handwritten signature in blue ink that reads "Amanda H. Hult".

Amanda H. Hult, P.E.
Director, Pavement Structures
456 Lorroway Drive
Castle Rock, CO 80108
(720) 648-0323
ahult@nrmca.org

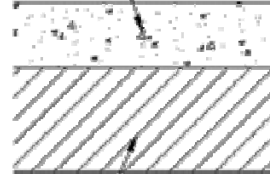
Summary

Project Description

The proposed construction for the site includes a parking lot that will service a retail center building.

NRMCA Concrete Pavement Recommendation (from ACI 330R-08)

4.5" UNREINFORCED CONCRETE
PAVEMENT WITH JOINTS PLACED
AT A MAXIMUM OF 10' SPACING
(PER ACI 330R-08)

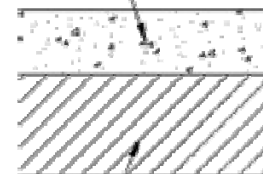


COMPACTED SUBGRADE

STANDARD DUTY

N.T.S.

5" UNREINFORCED CONCRETE
PAVEMENT WITH JOINTS PLACED
AT A MAXIMUM OF 12.5' SPACING
(PER ACI 330R-08)



COMPACTED SUBGRADE

HEAVY DUTY

N.T.S.

Standard Duty

Portland Cement Concrete Thickness (550 psi)

4.5 Inches

Maximum Allowable Joint Spacing (Panel Size)

10.0 by 10.0 feet

Recommended Joint Spacing (Panel Size)

6.0 by 6.0 feet

Edge Support (Curb/Gutter, Thickened Edge, etc)

Required

Dowel Bars

Contraction: Not Required

Construction: Not Required

Heavy Duty

Portland Cement Concrete Thickness (550 psi)

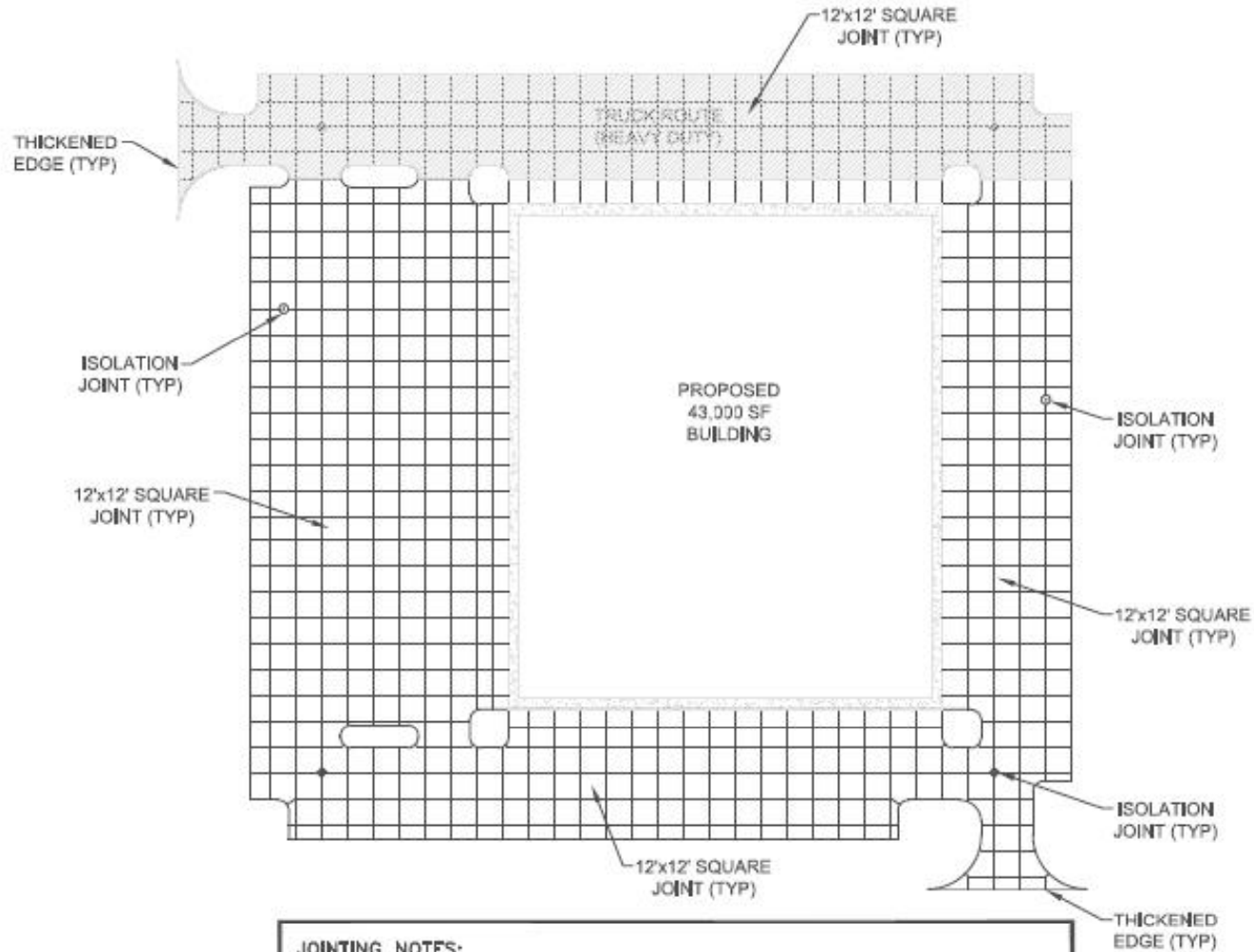
5.0 Inches

Maximum Allowable Joint Spacing (Panel Size)

12.5 by 12.5 feet

Recommended Joint Spacing (Panel Size)

8.0 by 8.0 feet



JOINTING NOTES:

1. ALL JOINTS SHALL BE CONSTRUCTED IN ACCORDANCE WITH ACI 330.
2. JOINTS ARE TO ENTER CURVED EDGES WITH PERPENDICULAR CUTS.
3. JOINTS ARE TO BE CUT WITHIN 12 HOURS OF FINISHING.
4. ISOLATION JOINTS ARE TO BE PLACED AROUND FIXED STRUCTURES AND AS NOTED ON PLAN.
5. RECOMMENDED JOINT PLAN MUST BE REVISED TO ACCOMMODATE CONSTRUCTION JOINTS.
6. IF EDGE RESTRAINTS ARE NOT USED, TIE BARS SHOULD BE PLACED AT THE FIRST LONGITUDINAL JOINT.
7. SPECIAL ATTENTION SHOULD BE GIVEN TO STRUCTURES (DRAINAGE, SEWER, WATER, ETC) NOT SHOWN ON THIS PLAN.

The image shows the Google Earth logo centered against a background of space. The logo consists of the word "Google" in its signature serif font, with a trademark symbol (TM) to its upper right. Below "Google" is the word "Earth" in a smaller, simpler sans-serif font. The background is a dark, star-filled sky with a curved horizon of the Earth at the bottom, showing blue oceans and white clouds. The overall aesthetic is clean and futuristic.

Google™
Earth

DAP Effectiveness

FY 2016

173 Reports Completed

Potentially Influencing 540,000 yd³

Over 60% of DAP Projects Go Concrete

*Still Following Up On Projects From 2014-2016





All we
ask in
return...



FEEDBACK

What Gets Measured...



...Gets Done!

Promotion Tools



www.concretepromotion.org



Welcome to the Resource Center!

Let's work together to advance concrete as the construction material of choice...
For today, tomorrow and ages to come!

● Concrete has been a leading building material for thousands of years. No other construction material provides the strength, durability and economy of concrete. Modern ready mixed concrete also provides remarkable flexibility in meeting the needs of challenging placement and sustainable design. *We in the concrete industry are fortunate to work with an outstanding product that has served mankind for ages and yet is still advancing rapidly.*



MIT Concrete Sustainability Hub

The Massachusetts Institute of Technology (MIT) released comprehensive research findings that will help set a new standard in life-cycle assessment (LCA) modeling.

The studies, which are part of an ongoing research initiative at the **MIT Concrete Sustainability Hub**, quantifies the cradle-to-grave environmental and economic costs of paving and building materials, and is one of the most comprehensive LCA model produced to-date.

[...more](#)

- [Parking Lot Design Assistance Program \(DAP\)](#)
- [Streets & Local Roads Design Assistance Program \(DAP\)](#)
- [Parking Lot CPA Software](#)
- [MIT Research](#)
- [Downloads](#)
- [Photos](#)
- [Concrete Paving Project Success Series](#)
- [Other Resources](#)

Concrete Sites for Architects, Engineers & Owners

- [ConcreteAnswers.org Hub Site](#)
- [ConcreteParking.org](#)
- [ConcreteBuildings.org](#)
- [PerviousPavement.org](#)
- [GreenConcrete.info](#)
- [FlowableFill.org](#)
- [GreenRooftops.org](#)
- [ConcreteStreets.org](#)

NRMCA Promotion Collateral



I couldn't help but notice...



**that your parking lot is in
need of some repair**



**If you'd like to get out of the rut of asphalt repairs,
call me about Concrete.**



Troy Ahlrich, Owner
712-540-3284
ahlrichinc@yahoo.com

**Make your own
opportunity!**



National Concrete Pavement
Technology Center



Guide to

CONCRETE OVERLAYS

of Asphalt Parking Lots



IOWA STATE UNIVERSITY
Institute for Transportation

October 2012

Concrete Overlays Support



**CONCRETE
PARKING LOTS
BOOT CAMP**





Concrete Parking Lots Boot Camp

10-hours

1 R/M Producer

1 Contractor

Other Supplier(s)

ACI 330

Concrete Overlays

Concrete Pavement
Analyst

Key Target Markets



Concrete Parking Lots Boot Camp

of Boot Camps

2013 = 1

2014 = 5

2015 = 4

2016 = 7

Sept. 2016 - Boot Camp at ASCC

Local Paving Strategy to Increase KYI...



Contractor
Engagement
Through
Boot Camps

Increasing
Requests for
DAP Reports

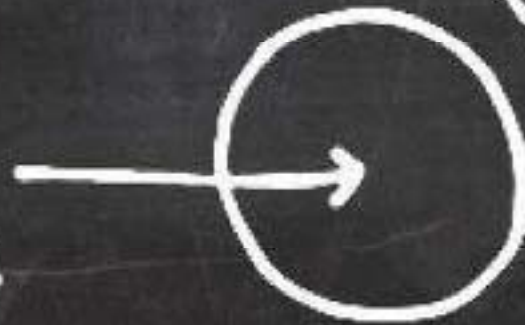
Increase in
Known
Yards
Influenced
(KYI)



Directions:

1. Place kit on FIRM surface.
2. Follow directions in circle of kit.
3. Repeat step 2 as necessary, or until unconscious.
4. If unconscious, cease stress reduction activity.

Your
Comfort
Zone



Where the
magic happens



**ON THE ROAD TO SUCCESS,
THERE ARE NO SHORTCUTS.**

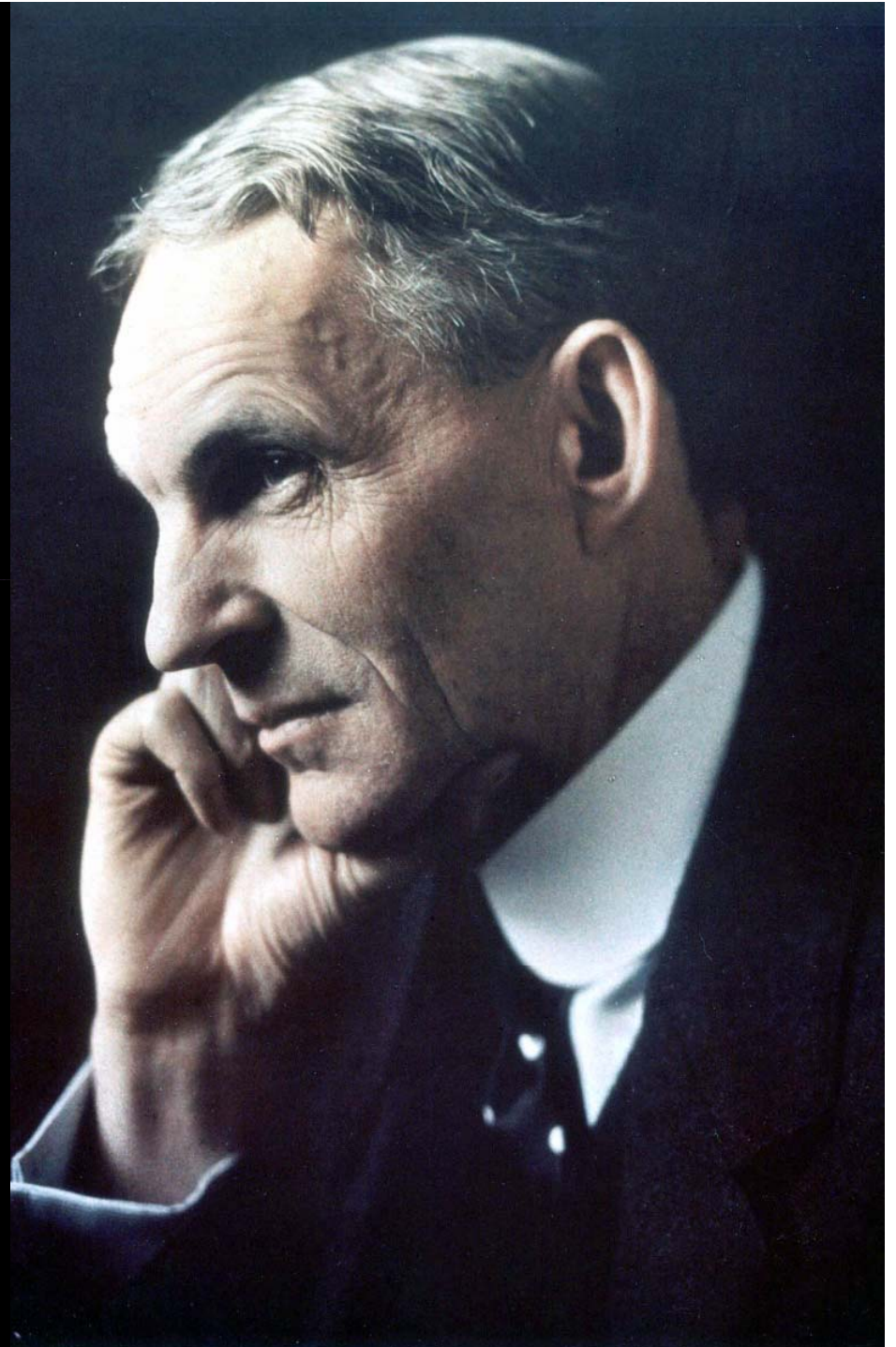
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**OUR MOST
VALUABLE
RESOURCE SITS
63 FEET AHEAD.**

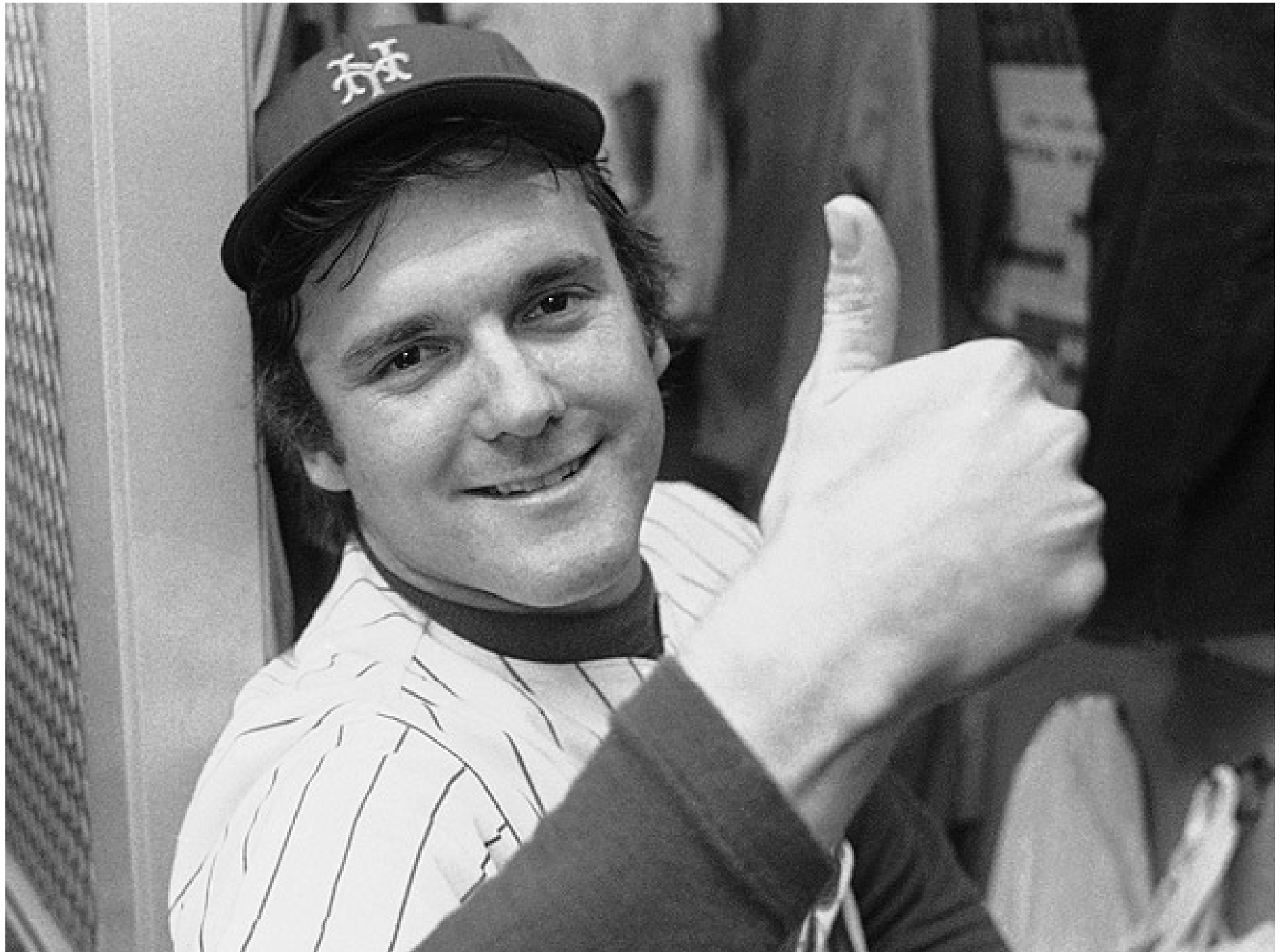
C24D

“Whether you think you can, or you think you can’t, you’re right.”





“Most people fail, not because of a lack of desire, but because of a lack of commitment.”





NRMCA[®]

Philip Kresge
Vice President – Local Paving

pkresge@nrmca.org

215-779-7375