

## THE NEW CHEMQUEST TECHNOLOGY INSTITUTE INCORPORATES C-CARE TESTING FACILITY

*The state-of-the-art application testing facility expands The ChemQuest Group service offering*

The ChemQuest Group, Inc., a leading business strategy firm in specialty chemicals, and The Industrial Development Authority of Halifax County, Virginia, announce an agreement on terms to incorporate C-CARE (National Center for Coatings, Application, Research, & Education), South Boston, VA into the newly formed ChemQuest Technology Institute.

The state-of-the-art facility was designed to provide coatings suppliers the ability to test their products in a controlled environment that replicates a range of production conditions. The applications laboratory incorporates a wide selection of technologies, including 6-axis robotics, electrostatic and wet spray, flat and hang lines, IR, UV and convection curing. Also included is an automobile sized cross-ventilated spray booth suitable for robotic or manual equipment.

ChemQuest envisions these capabilities will strengthen the Technology and Development pillar of its value chain services. As part of the agreement, The ChemQuest Group, Inc., through The ChemQuest Technology Institute, will be adding formulary and analytical laboratories and expanding services to support specialty chemicals clientele in paints,

coatings, adhesives, sealants, plastics, inks, personal care, HI&I and more.

According to Dan Murad, President and CEO of ChemQuest, "Halifax IDA's vision to create and build a facility meeting industry best practices gives the ChemQuest Technology Institute a launchpad to address our clients' needs. Our clients have indicated the desire to verify and document applications processes to better serve their customer demands. We look forward to a bright future helping end-users, formulators, and raw materials suppliers meet their technology and production challenges."



"The Halifax, Virginia Industrial Development Authority (IDA) couldn't be happier with its new relationship with The ChemQuest Group," said Matt Leonard, Halifax IDA Executive Director. "We spent over two years, beginning with an international Request for Proposal, to identify a partner to whom we could entrust our multimillion dollar applied coatings laboratory. ChemQuest is that right partner. They bring decades of experience, thousands of critical industry contacts, a spirit of teamwork, and a vision for the lab far beyond what we put

in place and could have imagined. Halifax IDA looks forward to a long and effective partnership with ChemQuest."

For more information on the ChemQuest Technology Institute's capabilities, please contact Edye Fox Abrams, Director of Business Development, The ChemQuest Group, Inc. 410-215-5731, [efabrams@chemquest.com](mailto:efabrams@chemquest.com).

## DUR-A-FLEX CELEBRATES 50 YEARS IN FLOORING INNOVATION

Dur-A-Flex, Inc., a leading manufacturer of commercial, industrial and institutional seamless, resinous floor systems, has celebrated 50 years in business.

Dur-A-Flex, Inc. opened its doors for business on March 4, 1966, with a team of 5 people and a humble 1,600 square foot store front. Beginning as both a resinous flooring manufacturer and installation company, it focused on Connecticut's residential flooring market and the business quickly found its footing. Over the next few years Dur-A-Flex expanded its offerings by producing decorative colored quartz, a key addition to its thriving epoxy product line. With its expanded product line and continued growth, the decision was made to step away from the installation side of the business to focus solely on manufacturing and sales to flooring contractors.

Throughout the 1980s the customer base continued to expand, servicing flooring contractors up and down the East Coast. Also during this period came new leadership when a 10 year veteran of Dur-A-Flex, Bob Smith, purchased the company from the Andreski family in 1986. The 1990s saw continued product line expansion with the addition of the Cryl-A-Flex, a fast-curing methyl methacrylate line with a one-hour, 100% cure time. Now well into the 21st century, Dur-A-Flex continues to gain momentum with the release of innovative, high-performance floor systems such as the cementitious urethane system Poly-Crete which was a game changer for the food processing industry, Hybri-Flex hybrid floor systems and, most recently, Accelera Fast-Track Flooring Systems offering end-users a "floor in a day." Peter V. Ferris, President



**VEXCON**  
CHEMICALS, INC.

Protecting and improving concrete  
since 1974

[vexcon.com](http://vexcon.com)

clean | repair | protect | enhance | maintain

and Chief Operating Officer notes, “Our constant push for innovative new products, like Accelera, is what drives our business. We really do live and breathe our tag line of Innovation from the Floor Up. We’ve also pushed to be innovative in other areas of our business such as creating a Business Development Team, expanding Technical Service into Applicator Development and Training programs, along with opening additional distribution centers in California and Illinois to offer customers faster transit times. Continuous improvement is vital to our success.”

“Dur-A-Flex has grown and evolved over its many decades but one thing has always remained constant, our commitment to our customers” remarks Bob Smith. “Some of our earliest customers from the 1970s and 1980s are still installing Dur-A-Flex floors to this day, albeit they are now second generation businesses. What makes Dur-A-Flex unique is that family aspect—that we cultivated relationships with the first generation and have maintained and strengthened those relationships as the businesses have transitioned to the next generation. Dur-A-Flex stands by its customer from the inception of a project through to completion and we do that through a multitude of channels. From the Sales Manager’s guidance on the correct system for the application, no-charge custom colors and samples for Architectural approval, to same-day shipping and pick-up through any of our three locations—we strive to make working with Dur-A-Flex an effortless process for our customers. We’ve always considered our customers a top priority and we thank them for their many years of business and look forward to the next 50 years!”

## A.H. HARRIS COMPLETES ACQUISITION OF KENSEAL CONSTRUCTION PRODUCTS

A.H. Harris, a leading distributor of construction supplies and equipment, announced that it has completed the acquisition of Kenseal Construction Products, the leading distributor of waterproofing, sealants, EIFS/stucco, glass/glazing and concrete masonry restoration

products on the East Coast. Financial terms of the private transaction were not disclosed. The transaction was financed by Frontenac, private equity partner to A.H. Harris.

Founded in 1916, A.H. Harris distributes building products and equipment to the heavy & highway, commercial, industrial and residential construction markets. A.H. Harris has a special focus on forming & shoring, sitework, concrete repair and restoration, safety, tools, rebar and tilt-up. The company also features a rebar fabricating division, HarMac Rebar and Steel. A.H. Harris has earned a leadership role in the concrete construction industry by providing innovative technology and superior customer service while maintaining its historical values of service and integrity. According to President and CEO Kimberly Corwin, “The Kenseal business will be integrated into the A.H. Harris family and will operate as Kenseal, a division of A.H. Harris. We are confident that the joint business will operate ‘Better Together,’ combining nearly 140 years of industry knowledge and experience. Together we can expand our product depth and reach, to better service our customers,” said Corwin.

Paul McKinnell, President of Kenseal, will continue to lead the Kenseal division of A.H. Harris. “We believe the partnership with A.H. Harris & Frontenac to be the perfect fit. The operational resources and industry experience of A.H. Harris combined with the strategic insight and financial support of Frontenac position us to better execute our plans for growth and market expansion,” said McKinnell.

The addition of the Kenseal family supports A.H. Harris’ goal of providing customers with a one stop shop in the concrete construction, repair/restoration, waterproofing and glazing markets. With a combined total of over 50 locations from Maine to North Carolina, this acquisition bolsters its footprint in existing markets and creates new geographical opportunities along the Eastern Seaboard. This will provide customers access to an expanded network of the industry’s best products.

“A.H. Harris has made strong progress under our ownership. The addition of Kenseal, which has established an equally impressive track record in the construction sector, will prove transformational and position the combined company for continued growth,” commented Michael Langdon, Managing Director at Frontenac. “This combination is consistent with the strategy we identified upon partnering with A.H. Harris, and we are delighted to support this compelling acquisition and future consolidation opportunities.”

“Since our recapitalization last year, A.H. Harris has been looking for the right acquisition opportunity; a company that mirrors our focus on customer service, integrity and most importantly a company with a team of experienced and knowledgeable Associates. Kenseal meets and exceeds those expectations,” said Corwin. Wells Fargo Securities acted as exclusive financial advisor and Miles & Stockbridge acted as legal advisor to Kenseal in connection with the transaction.

A.H. Harris was represented by Kirkland & Ellis LLP. For further information: contact Kimberly Corwin, President and CEO, (860) 216-9500.

## SIKA FURTHER STRENGTHENS ITS COMPREHENSIVE ADMIXTURE AND CONCRETE PRODUCTS PORTFOLIO IN THE NORTH AMERICAN MARKET WITH THE ACQUISITION OF L.M. SCOFIELD COMPANY

Sika is excited to announce the acquisition of concrete color additive and decorative concrete products producer L.M. Scofield Company of Los Angeles, California. Scofield is a 100-year-old family owned company and is the most trusted and recognized brand of concrete color additives and decorative products. Scofield and its complete line of products, from integral concrete color to topically applied stains, are widely specified and highly regarded within the decorative concrete community for exceptional quality and customer service. This acquisition will accelerate Sika’s US growth and further establish Sika as a compre-

hensive supplier of trusted solutions for all aspects of construction.

L.M. Scofield Company provides a unique opportunity that aligns with Sika's North American strategy for market penetration by building its customer base and expanding sales to existing customers with greater value added product offerings. This acquisition positions Sika as the concrete additive supplier that can produce and supply a complete line of high quality products including, but not limited to, high performance polycarboxylate water reducers, waterproofing admixtures, and now color additives.

Beyond its cultural alignment and its shared 100+ year history in the construction market, there are synergies within many other aspects of Sika's business including Refurbishment, Sealing and Bonding, and Flooring that will only strengthen Sika's position and competitive advantage in the construction market following the acquisition of Scofield.

This acquisition represents a step in Sika's strategy to provide a full line of complete construction products from "roof to floor". In particular, this new line of products further strengthens our position as the world's leading producer of concrete construction products. With double-digit growth in the United States in 2015 without acquisitions, and well above general market growth, target market concrete is one of Sika's strongest growing areas. Scofield is a welcome addition and a key component to continued growth and Strategy 2018.

Christoph Ganz, President and CEO of Sika North America: "The acquisition of L.M. Scofield Company provides a unique opportunity for growth and makes a strong and positive statement to the market and our customers. Now the work begins to leverage these unique synergies so that we may fully realize the vast benefits. We are proud to welcome Scofield's employees into the Sika team and we are excited about growing our businesses together."

Phillip Arnold, President and CEO of L.M. Scofield Company: "For over 100 years we have strived to change the way

the world looks at and uses concrete to make the places we live, work and play better and more beautiful. Through Sika, the dreams of Scofield are in the best possible hands to take the decorative concrete industry to greater heights with a wider audience to the benefit of all those involved."

## INTERESTED IN SEEING YOUR NEWS IN THIS COLUMN?

Call (651) 366-6095 for information on how to send your Industry News to ICRI. Editorial content for the July/August issue is due by mid-May.

**LIFTING AMERICA**  
**ONE JOB AT A TIME**

**CHOOSE TERRATHANE™**  
Geotechnical Polyurethane Foam Systems  
for concrete lifting, leveling and void fill.

Residential • Commercial • Industrial • Infrastructure

NCFI  
CONCRETE REPAIR

www.NCFI.com  
866.678.5283

**TERRATHANE™**