



SHERWIN-WILLIAMS®



H&C Basic Prep Tips

Every successful paint or coating job starts and stays put with proper surface prep and it is equally, if not more important for concrete stains, coatings and sealers. Below are some guidelines and tips to help you confidently sell H&C.

1. When coating/staining/sealing Bare Concrete.

- Bare Concrete should have three qualities or traits. 1. It should be somewhat rough with a feel of 100-120 Grit Sandpaper. This helps ensure the ability of a sealer or stain to be able to penetrate the concrete and adhere. 2. Should be readily absorbant to a water droplet test (dime size droplets of water should soak in completely within 10-15 seconds). 3. It should also have a neutral pH of 6-10.
- If etching is required to open up and prep the concrete (**Etching will NOT affect existing sealers or coatings and should be used on bare concrete ONLY**). Use a neutral pH cleaner like H&C Concentrated Cleaner Degreaser to clean the surface first. Then, for step 2, use H&C Phosphoric Etching Solution. Follow directions on data page for proper etching application and neutralization. **Depending on how smooth the concrete is before starting etching, it may be necessary to etch more than one time in order to achieve the 100-120 Grit Feel.
- If surface is too smooth preventing chemical reaction with an acid, **mechanical abrasion via a concrete grinder or appropriate prep tool may be required.**
- When using a waterproofing or water repellent sealer in the Hydro-Defend line, it must be applied over a bare surface or over an existing repellent product that is no longer effective in beading water.

2. For previously stained/sealed/painted concrete

- Make sure all previous sealer, paint or stain is in sound condition. Any loosely adhered material should be scraped, sanded and/or removed prior to application of any new material.
- If previously stained or sealed, you will need to determine whether it is a water-based or solvent-based product on the concrete. This is done with a xylene test on the coating. Saturate a rag or a small puddle with xylene to perform. Xylene will “re-wet” and essentially melt a solvent-based product and will only cause a water-based product to get “gooey” or sticky.
- In some cases, it may be necessary to remove an existing coating before moving forward. Depending on the existing coating, it can be achieved either chemically with a stripper or mechanically with a grinder.

For additional technical help or questions, contact your area H&C Sales Rep or the H&C Product Hotline at 800-867-8246