



PROVIDING INNOVATIVE SAFETY SOLUTIONS

5 YEAR
*Replacement
Warranty!*

Zero Clearance

NO Cracking
Peeling
Seams

www.VanguardOnline.com



Over the last decade the need and mandate for directional and / or boundary cues for pedestrians have grown, including the placement for detectable warning systems (DWS) and other devices like GuideStrip (Tactile directional indicators / "TDI"), pending Tactile Walking Surface Indicators ("TWSI's") such as the new trapezoid shape (Tactile Warning Delineator" / TWD), stability enhancers and coatings such as EcoPath bike and bus lane nonskid coatings, as well as nonskid coatings for pedestrian pathways like SkidGuard and LumaLine.

With those come the ongoing ritual of how to affix these needed products: Screws? Adhesives? Bolts? Recesses? Lifted? Beveled? Slip resistant? Nonskid? Or should they always mimic the surrounding applied surfaces?

At Vanguard we had these same questions, and, not finding solutions in the marketplace, we created them.

Vanguard is very different

Vanguard products are always liquid applied, so they bond with the entire surface mechanically and chemically. They cannot buckle or compress since they become one with the surface applied and expand and contract in unison. 100% seamless, water penetration through seams won't cause freeze/thaw heave because there are no seams, therefore no caulking is ever needed. They can't hold water in any application due to Vanguard's "Zero Clearance" nonskid installation method. Every Vanguard product follows the existing contours, so water passes right over it.

Vanguard products have superior visibility and are available in six different colors. They can be installed on concrete, asphalt, steel, most plastics, granite, and wood. They cost less to install, have lower maintenance costs, all while maintaining the original nonskid characteristics for decades (not months).

Vanguard products work every time

There are no seams or trip hazards, making them safer and longer lasting than any other detectable warning on Earth. The same holds true for all Vanguard products: Detectable Warnings, GuideStrip, Trapezoid, EcoPath Bike and Bus Lane Coatings, SkidGuard and of course, LumaLine.

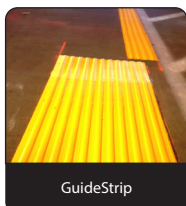
With Vanguard's "Zero Clearance" system, concrete recesses are no longer required. Easier, faster, less expensive, safer...longer lasting. A *better* choice! And always nonskid (not "*slip resistant*").

Thank you for reviewing Vanguard products. Over the next few pages, we'll make our case *more* than clearly that Vanguard products are the preferred method for every tactile, directional cue and nonskid surface coating need. You'll find all Vanguard products more cost effective, both as an owner, *and* an installer.

Sincerely,

Jon Julnes

President
Vanguard ADA Systems



Here's what Vanguard can do that no other products can



THE ONE product that lasts longer, costs less, is **nonskid** (not "slip resistant"), has no seams, is one continuous installation, can hold up to stresses as large as semi-trucks for decades, can be installed in any shape or pattern, repaired for pennies, and has a track record of doing exactly that... **IS Vanguard.**

Check out other great products on the following pages! ▶▶▶

GuideStrip

Always Nonskid
NO Seams
Bolts
Screws



Non Porous
Liquid Applied



Flexible
Less Expensive!
NonSkid



More Great Vanguard Products

EcoPath Bike/Bus Lane Coatings



- Nonskid, not "slip-resistant"
- Lasts 9 times longer than paint
- 9 fewer trips (ergo less air pollution/labor spent/product placed/locations disrupted)
- High Visibility/Retroreflective
- Premixed...no more "too much of anything". Perfect consistency every time.
- Easy to apply- add catalyst, apply/spread glass beads and nonskid aggregate...done!
- 50 - 100 sf per minute application rates!
- Seamless - no water penetration possible
- "Zero Clearance", never a trip hazard!
- Adheres to every micron of the surface applied
- Open for traffic in 2 hours
- Coverage per gallon: 30-40 sf per gallon
- Material costs: \$3 - \$4 per sf! (Compare to others at \$9 - \$15 sf)



SKIDGUARD

SkidGuard **Black, Yellow**
It's All in the Box!

& ^{Now}

LumaLine White
Free Shipping

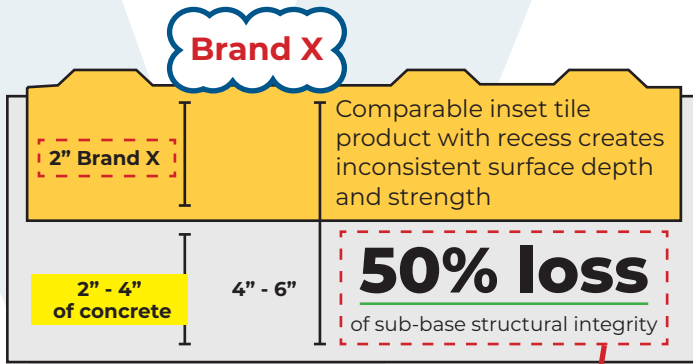


Liquid Plastic (not paint!)

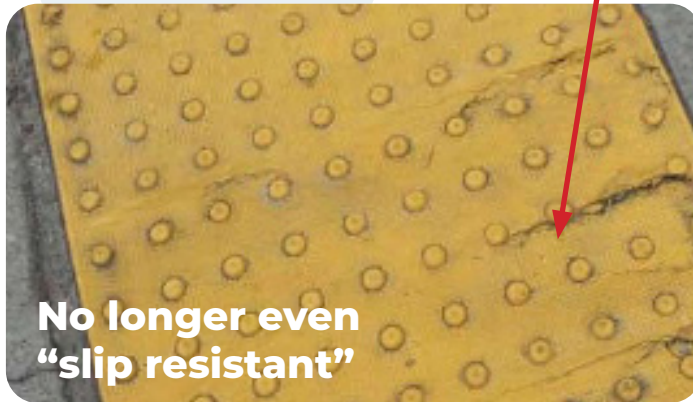
Last for decades!

Nonskid

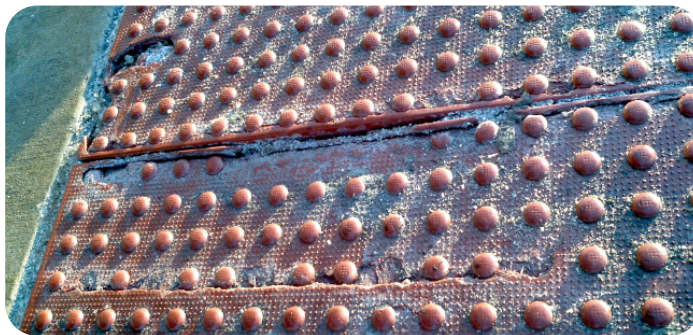
Brand X Issues



What many don't realize is that with preformed detectable warnings there are often air gaps. You can lose 1/2 or more of the thickness of the concrete when the device displaces it leaving less structural concrete support. The images below show the results.



Most detectable warnings are incapable of supporting structural weight. Cracks such as these are not only trip hazards, they also allow more water in than seams do, causing freeze thaw heave among other issues.



VANGUARD Surface Applied

Vanguard is surface applied, but more importantly LIQUID applied. Vanguard will NEVER have seams, it will ALWAYS adhere to every nuance of the surface applied, and if it ever comes loose, it will rip up the substrate with it. It simply "locks" on to the surface.



Liquid Applied Detectable Warning / TWSI

Nonskid

Attaches to **every** micron of the underlying surface.



4" - 6" of material
concrete depth

Consistent full
depth and structural
integrity

Can support ANY weight put on it without damage

Dangerous Surfaces



Trip Hazards



Water Ponding and Freeze/Thaw Issues



Warping



Cracking/Peeling/Fading



Delamination



Save Time and Money

Eliminate the Headache!



Brand X

• Saw Cut Asphalt	\$1,500
• Demo Asphalt	\$2,500
• Dump Fees	\$750
• New Concrete	\$4,500
• Detectable Warning 24 sf	\$450
• Traffic Control	
(Lane closed for 5 days, dump trucks, flaggers....)	\$3,000
• Labor/overhead	\$1,750

Brand X Total	\$14,450
Time	3+ Days



Vanguard Surface Applied

• Traffic Control	
(No lane closed. 1 hour, work on inside of walk)	\$200
• Detectable Warning 24 sf (incl. labor)	\$495

Vanguard Total	\$695
Time	3 Hours

Vanguard installs on asphalt and any other hard surface, so there is no need for demolishing asphalt, dumping material, or laying concrete. Plus installation

Brand X Repair Kit!

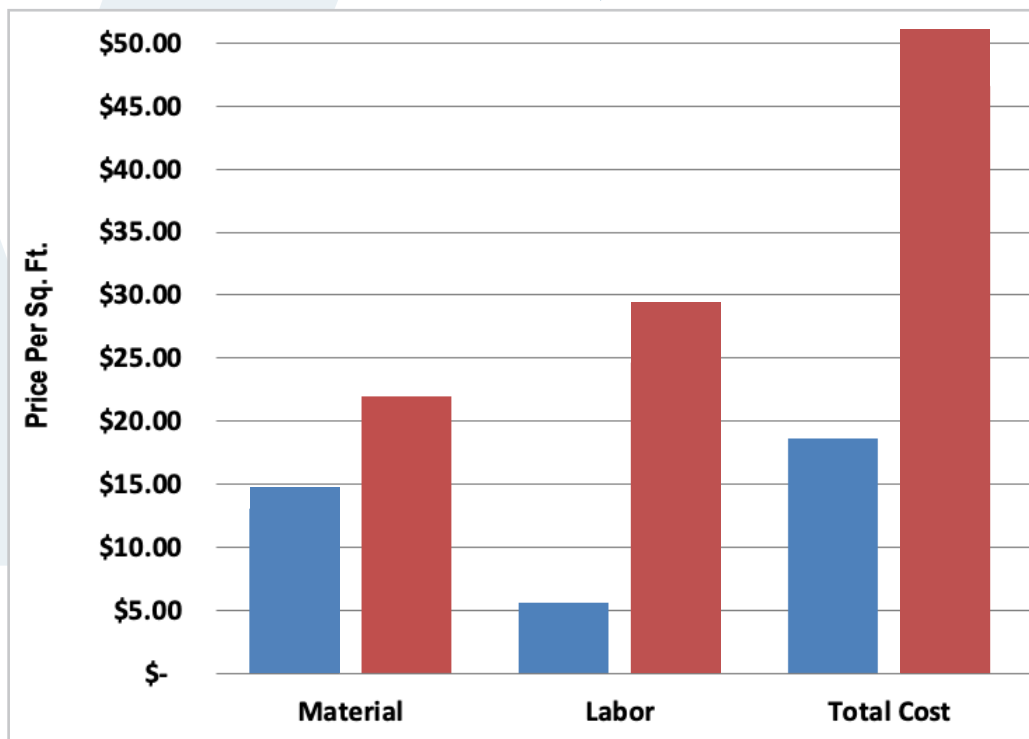


Vanguard Repair kit



VANGUARD'S HERE
TO STAY

Cost Analysis



Vanguard Detectable Warnings

Brand X Glue down mats, wet set, stamped concrete, brick, tiles, etc.

What does Vanguard Cost?

The following is the breakdown for materials and installation for a 250 sq ft job



	Price
Labor, 2 staff/10 hrs/\$70.00 hr.	\$1,400.00
Material	\$3,750.00
*Total Cost (Vanguard)	\$5,150.00
Cost of Materials	\$15.00/ sq ft
Total Cost including labor	\$20.60/ sq ft

*Does not include shipping.

Vanguard costs less *installed* than the other guy's product still in the box!!!

(Brand X) Material Cost	\$22.00/ sq ft.
(Brand X) Total Cost including labor	\$52.00/ sq ft.



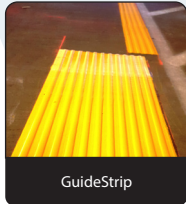
VANGUARD'S HERE TO STAY

The Vanguard Approved Installer Kit and On-Site Training

This is a one-time investment. This is NOT a franchise. We offer a better way to install these products by training you and your team how to install them. The only items you need to buy in the future are the base materials.

This kit provides you with everything you need to install up to 200 sq ft of Nonskid Vanguard Detectable Warnings or GuideStrip and all related products. On-site (your site) training also includes EcoPath Bike and Bus Lane Coating, SkidGuard black and yellow, and LumaLine white (glow in the dark) products.

Training Process: Installation training is always administered in person by a Vanguard representative as the final stage of establishing approved installers, whether public agencies or private installers. This hands-on training takes about a 1/2 day and includes all aspects of the product application from start to finish.



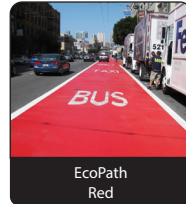
GuideStrip



Detectable Warning



EcoPath
Green



EcoPath
Red



SkidGuard Kit
Yellow



SkidGuard Kit
White LumaLine



SkidGuard Kit
Black

- ✓ 7 Gallons Yellow Liquid Base
- ✓ 5 Gallons Reducer
- ✓ 4 Gallons EcoPath Green Bike Lane Coating
- ✓ 4 Gallons EcoPath Red Bus Lane Coating
- ✓ 1 SkidGuard (black) Kit
- ✓ 1 LumaLine (white) Luminescent Kit
- ✓ 1 SkidGuard (yellow) Kit
- ✓ Roller Cover
- ✓ Rollaway Tub
- ✓ 9" Roller Handle
- ✓ 10 Plastic Mixing Buckets
- ✓ Catalyst
- ✓ Caution Tape (1.50")
- ✓ Chalk / Chalk Line
- ✓ Chemical Mask
- ✓ Box of DisposaCones®
- ✓ Battery Powered Drill (18+ volt)
- ✓ 1 lb Glass Beads
- ✓ Hand Blower
- ✓ Nitrile Gloves

- ✓ Lumber Crayons
- ✓ 25 Dome Mats 2' x 3'
- ✓ Mixing Bit
- ✓ Paper Run-Off Rolls
- ✓ Protective Eyewear (2)
- ✓ Razor Knife
- ✓ Roller Handle Extension
- ✓ Trowel
- ✓ 2 (10 x 10) Tarp Sets
- ✓ Misc. Tools
- ✓ Walk Behind Grinder
- ✓ Hand Grinder
- ✓ GuideStrip Installer
- ✓ 6", 9", 12" GuideStrip Blade Chutes
- ✓ 10 GuideStrip Blades
- ✓ 2" Masking Tape Rolls
- ✓ 1 Pair Kneepads
- ✓ Tool Box
- ✓ On-site Training

Kit includes enough materials to install up to 140 sf of Detectable Warnings or GuideStrip. 140 sf of EcoPath green Bike Lane Coating, 140 sf EcoPath red Bus Lane Coating, 6 sf of SkidGuard black, 6 sf of SkidGuard yellow and 6 sf LumaLine white glow in the dark nonskid coating (Over \$26,000.00 of retail, installed product, AND onsite training)

**35% restocking fee, return shipping not included.*

All Vanguard products are nonskid, not "slip resistant". No bolts, no screws, no adhesives. Vanguard installs stronger than the surface applied to, it "Becomes One" with the surface.

Installer Kit Price

\$14,995.00

Municipal and public agencies, please email for special offers.

info@VanguardOnline.com

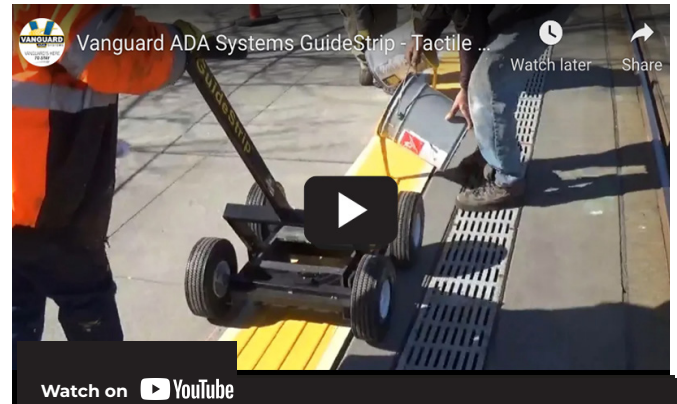
Online Demos

Check Out the latest videos at YouTube/Vanguard Ada Systems

<https://www.youtube.com/channel/VanguardAdaSystems>



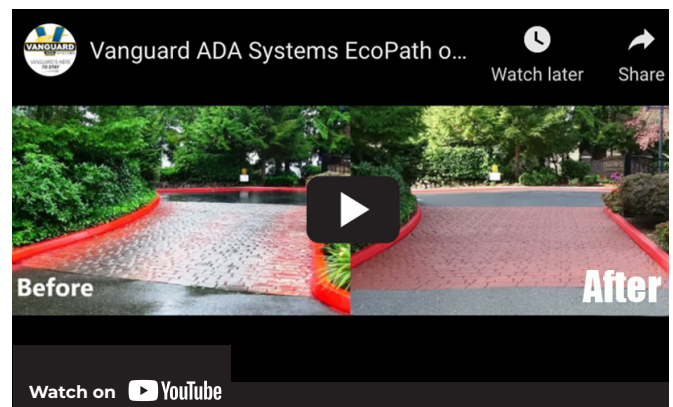
Detectable Warnings



GuideStrip



EcoPath Green



EcoPath Red

Call Vanguard today
360-668-5700



GuideStrip



Detectable Warning



EcoPath
Green



EcoPath
Red



SkidGuard Kit
Yellow



SkidGuard Kit
White LumaLine



SkidGuard Kit
Black



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TO STAY

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