

**5 YEAR**  
Replacement  
Warranty!

**Zero Clearance.  
NO Cracking.  
NO Peeling.  
NO Seams.**



VANGUARD'S HERE  
TO STAY

[www.VanguardOnline.com](http://www.VanguardOnline.com)



VANGUARD'S HERE  
TO STAY

18122 SR9 SE, Suite F, Snohomish WA 98296

p: 360-668-5700 | f: 360-668-3335 | [www.VanguardOnline.com](http://www.VanguardOnline.com)

US Patents # 5,385,770 & # 7,799,379

Greetings!

I'd like to introduce Vanguard ADA Systems, as well as one of our products: **Vanguard Detectable Warnings.**

No doubt, like so many professionals, you're seeing more and more mention of detectable warnings on your bid requests, designs, and projects. You likely have already tried multiple other products, finding out all too well, they leave you wanting. I'm happy to inform you that those problems are now old news.



Vanguard products work every time and always install correctly\*.

Vanguard makes installation problems disappear. It's easy to buy a box of "Brand X" detectable warnings and just plop them in. That's the way most people do it.

### **Vanguard is different. Very.**

**Vanguard** Detectable Warnings, lower priced than most, with installers nationwide to properly install and guarantee their work, I'm confident you'll find that using the Vanguard product improves the overall quality and appeal of your finished project!



**Seamless curved ramp of detectable warnings applied to asphalt bike and pedestrian path**

\*When applied according to Vanguard specifications



Liquid-applied Vanguard Detectable Warnings bond with the entire surface mechanically **AND** chemically! And because they're 100% seamless, water penetration that can cause freeze/thaw heave is simply *impossible*.

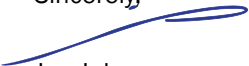
Vanguard is non-skid (*not just "slip resistant"*) so your projects are safer than with any other system available for pedestrian traffic.

Vanguard is *liquid applied*, which means there are no seams or trip hazards, making them safer and longer lasting than any other detectable warning on Earth.

With Vanguard's patented "**Zero Clearance**" system, concrete recesses are a thing of the past!

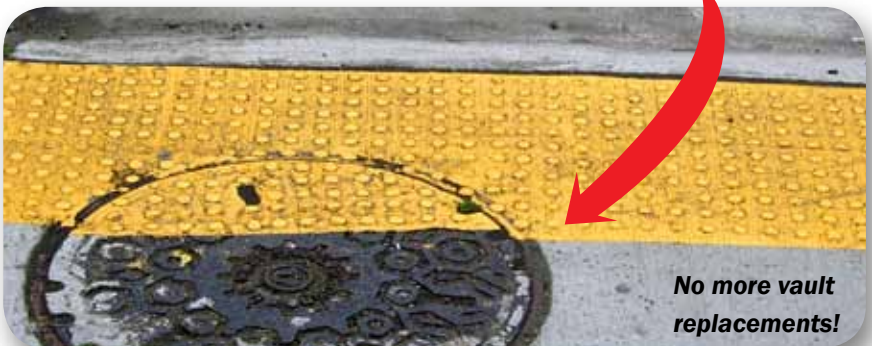
Easier, faster, less expensive, safer... longer lasting! A better choice!

Sincerely,

  
Jon Julnes  
President  
Vanguard ADA Systems



**And, you'll solve a common problem inexpensively; what to do in the case of manhole covers and gas vaults on pedestrian ramps.**



**No more vault replacements!**

# You can have this...



OR, YOU  
CAN HAVE  
THIS



**You make the call.**  
**360-668-5700**



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# Brand X Issues

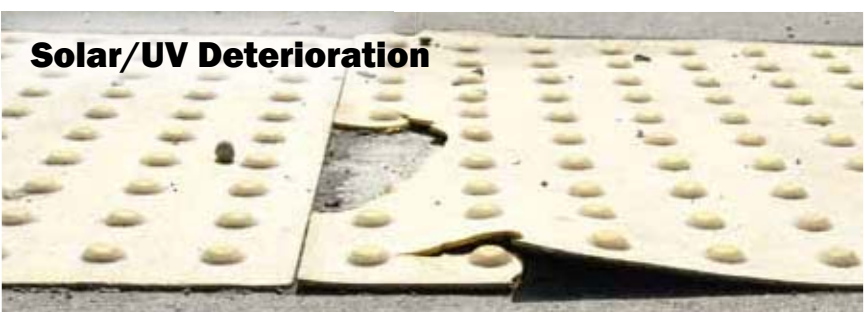
**Water Ponding and Freeze/Thaw Issues**



**Trip Hazards**



**Solar/UV Deterioration**



**Delamination**



**Dangerous Surfaces**



**Warping**



## Prohibited Placement/Height



### **Federal Access Board 12/16/2004:**

*“...current ADAAG 4.5.2 permits an accessible route to have a vertical discontinuity up to  $\frac{1}{4}$  inch, although our draft rights-of-way guidelines will not permit such discontinuities on the ramp surface (except for the truncated domes themselves).”*

**Basically, what they're saying is:** If it's a brick, tile, glue down or “wet-set” system, make sure you recess the installed product such that the only thing above grade when installed, are the domes themselves, not the tile backing and epoxy (it's a trip hazard, and it holds water). See page 6



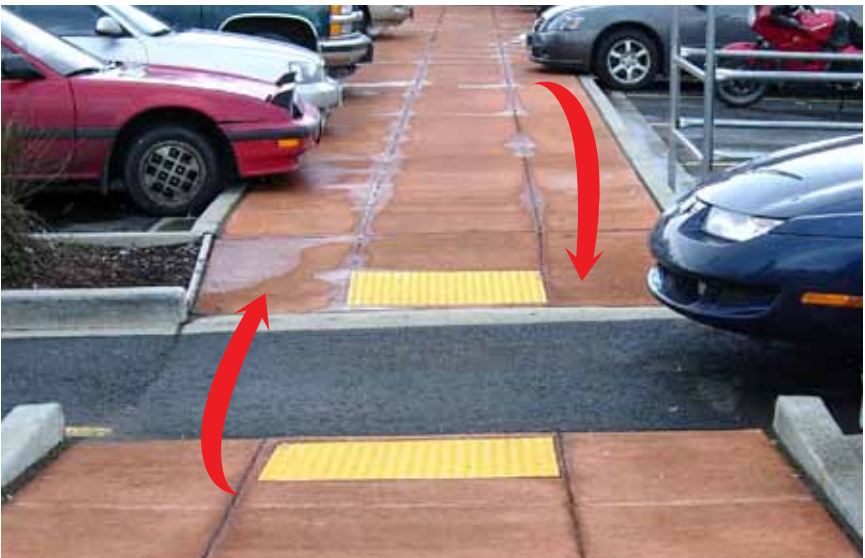
## Freeze/Thaw Shift



**Due to illegal placement, a blind person could walk right past these...**



**and they will!**



# We Knew We Could Do Better

● **Non-Skid**  
(not just “slip resistant”)

● **Liquid Applied**  
(no more seams)

● **Zero Clearance**  
(no trip hazards)

● **Fully Sealed, Bonded & Adhered**  
from end to end, side to side

**And all for the same price, or less, as Brand X products!**





Boeing Museum of Flight



Pedestrian/Bike Ramp

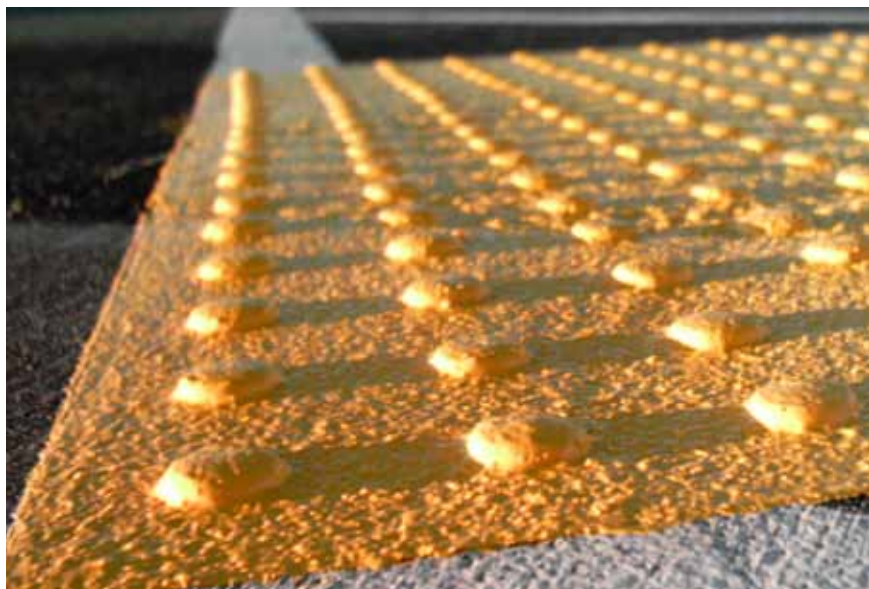


Veterinary Clinic



Costco







# Save Time and Money

## Eliminate the Headache!



### With Concrete Recess

Saw cut asphalt	\$300
Demo asphalt	\$375
Dump fees	\$225
New concrete	\$650
Detectable warning	\$225
Traffic control	\$775
Labor/overhead	\$775
<b>Total</b>	<b>\$3,325</b>

Time 3+ days



### VANGUARD Surface Applied

Traffic control	\$125
Detectable warning	\$320
Labor/overhead	INCLUDED
<b>Total</b>	<b>\$445</b>

Time **3 hours**

NO asphalt demo to set concrete in! Vanguard Installs ON Asphalt! (and any other hard surface)

# Installation Process



**1**

Seal concrete



**2**

Apply liquid plastic SkidGuard



**3**

Peel wax paper off the adhesive backed template.



**4**

Apply dome template mats to SkidGuard



**5**

Apply liquid plastic dome material



**6**

Remove dome template mats



The latest demos from  
Vanguard ADA Systems  
can be found at  
[www.YouTube.com/VanguardADASys](http://www.YouTube.com/VanguardADASys)  
or use your smart phone's QR reader here:



# Specifications

<b>Viscosity</b>	6000 - 12000 cps, ASTM D2196 - Brookfield #7 spindle @20 rpm, 77 °F
<b>Tracking</b>	None after 60 minutes max., ASTM D711, 50mils wet @77 °F
<b>VOC</b>	25 g/l max., ASTM D2205
<b>Hardness</b>	Shore Durometer, A-1, 80 minimum after 24 hours
<b>Tensile Strength</b>	125 psi minimum at break, ASTM D638
<b>Percent Elongation</b>	20% minimum, ASTM D638
<b>Water Absorption</b>	Maximum 0.5% (ASTM D570)
<b>Chemical Resistance</b>	7-day immersion test (no effect): <input checked="" type="checkbox"/> <b>Motor oil</b> <input checked="" type="checkbox"/> <b>Anti-freeze</b> <input checked="" type="checkbox"/> <b>Transmission fluid</b> <input checked="" type="checkbox"/> <b>Gasoline</b> <input checked="" type="checkbox"/> <b>Diesel fuel</b> <input checked="" type="checkbox"/> <b>Road salts</b>
<b>Adhesion</b>	Portland cement; minimum 200 PSI. Asphalt; dependent on tensile failure of substrate
<b>Skid Resistance</b>	Minimum 45 (ASTM E303) in units (British pendulum)
<b>Reflectivity</b>	200 millicandella minimum initial reading when applied per VANGUARD specifications
<b>Composition</b>	Comprised of resins, reactive monomers, pigments, glass beads, and fillers. Exact composition is at the manufacturer's discretion. The material is resistant to ultra-violet light.
<b>CSI Specifications</b>	Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non skid as the surrounding pedestrian surfaces.

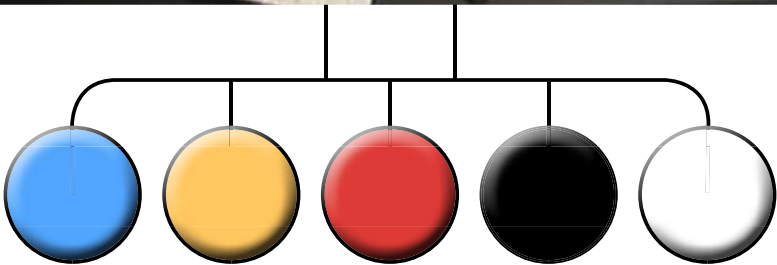


# Substrate Requirements

<b>Asphalt</b>	Truncated dome installation on asphalt utilizes the same technique as concrete installations. The asphalt must be inspected by a VANGUARD installer prior to installation to determine if a mix or additive adjustment is required. Asphalt installations carry a 5 year warranty on labor and material (see <i>full warranty information below</i> ).
<b>Seal Coat</b>	Vanguard products shall not be placed on asphalt or coal tar sealers. If surface has been sealed, grind entire area to be installed to remove all sealers.
<b>Concrete</b>	Minimum compressive strength 2500 PSI. Concrete must cure for minimum of 5 days in Southern states or 10 days for Northern states prior to the installation (due to wide swings in climatic environments nationwide). The Vanguard installer shall retain full discretion to determine whether it may (or should) be installed earlier or later than above defined timelines to insure proper bonding. All concrete coloring/additives shall be integral, not surface applied. All “surface curing” compounds or sealers shall be removed by method of grinding on any concrete that is less than 6 months old if deemed necessary by installer before the VANGUARD products are installed. Surface finish should be medium-broom finish for maximum adhesion.
<b>Surfaces</b>	All surfaces to be clean and dry.
<b>Temperatures</b>	Surface temperatures should not exceed 88°F, or be below 35°F. Adjustments should be made in appropriate mixing ratios for extreme temperatures. Some regional adjustments may also be required due to climatological discrepancies.
<b>Installation Warranty</b>	VANGUARD Detectable Warnings are warranted to not lose more than 5% of their surface installation/adhesion, color retention or non-skid characteristics over a 5 year period (occasional cleaning/pressure washing is recommended), assuming installation as per manufacturers specifications, and surface criteria. Detectable Warnings are not a driving surface, nor are they intended to be driven on (this includes damage from shopping cart “trucks”). Any damage caused by “dry steering” or blade snow removal is neither implied nor covered under this warranty. Surface coloring agents or sealers (see “concrete” section above) will alter this warranty.

# Colors Available

Now you can have ADA required visual contrast while emphasizing the aesthetics of your project with the color options Vanguard offers.



Colors: Blue, Yellow (Federal Color Standard 33538), Red, Black, White

# Why should I buy Vanguard products?

Detectable warnings (truncated domes) have been mandated since 1990. The U.S. Department of Justice stated that no other surface is “as detectable”. Truncated domes are **“Braille-for-Feet”**, assisting the blind

and visually impaired to safely and confidently access businesses, work places, and pedestrian areas.

Vanguard participated in Montana’s **DOT 2 Year Post-Winter Evaluation**. We wanted to see how our detectable warning product held up to the elements, chemical treatments, high traffic and blade snow removal.

(Go to: [VanguardOnline.com/Resources.asp](http://VanguardOnline.com/Resources.asp)). Of all products tested Vanguard held up the best, along with *only* one other product.

Vanguard installations provide a full 5 year *Replacement Warranty*. Our warranty states that if it doesn’t rip up the applied surface and it breaks free, a Vanguard installer will repair it at no charge. (See full warranty on page 17).

## Key Points

- ✓ Market demand for detectable warnings is growing daily
- ✓ Vanguard product is unique in its seamless application and outlasts all other products
- ✓ In person, hands-on, on-site installation training is provided for every installer!
- ✓ Blind and visually impaired individuals have the right to access pedestrian areas and establishments
- ✓ Property owners prefer Vanguard
- ✓ Successfully participated in Montana Winter Durability Evaluation



Photo taken 5 years  
after installation



Costco

This is a product that the federal government mandates for accessibility compliance. Existing establishments are looking for something that will actually stay in place as installed. Vanguard has the strongest product warranty in existence.

Vanguard truncated domes provide “zero-clearance” surfaces due to their unique liquid application, following every nuance on the surface applied. A highly durable product that is virtually maintenance free and lasts for decades (not months).

## Customer Reviews

Vanguard customers appreciate long-lasting, non-skid detectable warnings and the fact that their liability issues virtually disappear after they make the call to Vanguard.

*“...The city and I were very pleased with the finished product. It is both functional and aesthetically pleasing... Your product has passed the test of time in both of these well-traveled, weather beaten areas...”*

Robert, ADaPT Engineering

*“...The ramp is subject to heavy pedestrian traffic, deicing chemicals and mechanical snow removal equipment. The truncated domes have performed exceedingly well and Denver is considering establishing our own crews to install domes on the thousands of existing ramps within the City.” Pat, Denver Public Works*

*“It is well worth the **expense** to have a maintenance free product that also conforms to the ADA guidelines.”*

Pamela, RPA, Property Manager

For more go to [www.VanguardOnline.com/customers](http://www.VanguardOnline.com/customers)





With a 5 Year Replacement Warranty, you're sure to get maximum use out of Vanguard.

Anyone in business knows, products provided to clients reflect on the business *installing* them much more than they reflect on the manufacturer. The Vanguard System eliminates the blame game; Vanguard warranties are

always rock solid because the installer is the manufacturer. And it's liquid applied, onsite!

## No Recess Required!

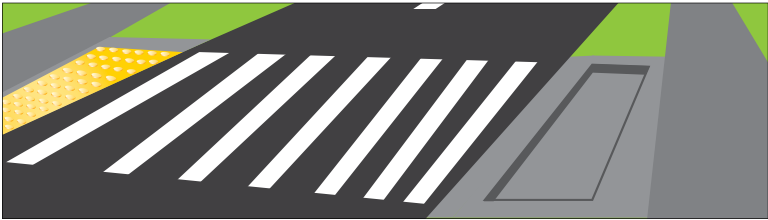
Surface applied with a 5 year *Replacement* Warranty! The process of a typical Vanguard installation totally eliminates the need

for concrete *recesses* required for tile or other detectable warning systems to achieve zero clearance. *No concrete recess equates to lower labor cost, less time consuming construction, and stronger substrate!*

### VANGUARD Surface Applied

4" of concrete

Consistent full depth and structural integrity



This process increases the strength and stability of the underlying surface due to a *lack* of thin, weak points created by concrete recesses from other products (and a lack of structural integrity below).

2" Brand X

Comparable inset tile product with recess creates inconsistent surface depth and strength

2" of concrete

4"

**50% loss**

of sub-base structural integrity

# Who should become an Approved Installer?

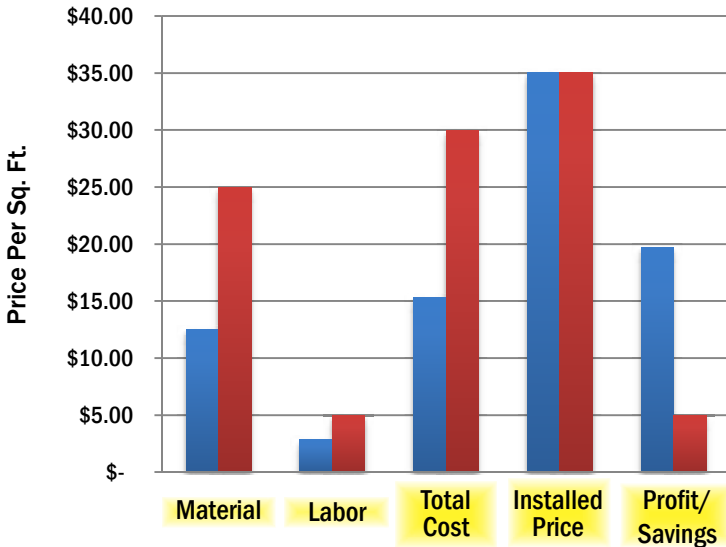
**YOU!**

*City staff and skilled entrepreneurs will succeed with Vanguard products.*

The opportunity and market demand is already there, the *savings* or *profit* potential are incredible, and municipalities and contractors are asking for Vanguard products nationwide. Smart business people will position themselves with a trained crew of installers and focus on marketing products to clients with the maximum volume of projects.

**Potential Clients:** Government, regional municipalities, public works, commercial construction, property management, contractors, architects, etc.

## Cost Analysis



**Itemized Expenses & Potential Earnings**

Legend

- Vanguard Detectable Warnings
- Brand X Glue down mats, wet set, stamped concrete, brick, tiles, etc.

# What's it going to cost me?



When you are a Vanguard Installer the pricing below applies. In your kit, you will have 400 sq ft of materials, enough to cover 40 typical 10 sq ft ramps.

The following is the breakdown for materials and installation for a 250 sf job.

<b>Item</b>	<b>Price</b>
Disposable Detectable Warning Mats	\$624.38
Labor, 2 staff/10 hrs/\$35.00 hr.	\$700.00
Material (12.5 gallons)	<u>\$2,499.38</u>
<b>Total cost*</b>	<b>\$3,823.76</b>
<i>Cost of Materials</i>	\$12.52/sq ft
<i>Total Cost <u>including labor</u></i>	\$15.32/sq ft



\*Does not include shipping

# Congratulations!

You are about to become an approved installer for the world's **LONGEST** lasting, most durable, **non-skid** (not just "slip resistant"), **easiest-to-repair, liquid-applied detectable warning.**



Vanguard Detectable Warnings are the only product out there that can be installed on concrete, wood, steel, granite, brick and yes, *the rumors are true...* **even asphalt surfaces (even porous asphalt) with a full warranty!**



Vanguard is the only product that requires no epoxy, no pins, or bolts *because*, it's liquid applied, therefore, the material is the adhesive! Vanguard catalyzed plastic, follows every contour and nuance of the surface in every



***Zero Clearance! No trip hazards! Bonds with every pore of the surface.***

installation! And always stronger than the surface applied to.

It's the *only* detectable warning that has the color fully throughout the material ("*integral*" as originally mandated) insuring decades of color continuity.

Thanks to glass beads that are also integral in all Vanguard products, not only helping provide non-skid characteristics, they also reflect light, making them the one of the most visible detectable warnings under *all* lighting conditions.

Vanguard is the easiest, *least* costly, detectable warning to maintain.

Everything in life requires maintenance, Vanguard is no exception. Snowplows can pretty much damage titanium.

However, while other products require lane closures, traffic control plans, a backhoe costing thousands, 2 to 5 days of loss-of-use; Vanguard repairs require about 30 minutes, and cost maybe \$35.00.



***Vanguard products will:***

- **Make you MONEY!**
- **Save you MONEY!**
- **Save you TIME!**

**See [YouTube.com/VanguardADASys](https://www.youtube.com/VanguardADASys)**

Finished product, **BETTER** looking domes, "*zero clearance*", and **ALWAYS** perfectly in line!







## Training Process

Installation training is *always* administered in person by a Vanguard representative as the final stage of establishing approved installers nationwide, public or private. This hands-on training takes approximately one half day and includes all aspects of the product application from start to finish.



Download an  
Approved Installer Agreement at:

**[www.VanguardOnline.com/kit.asp](http://www.VanguardOnline.com/kit.asp)**



# Get a package deal and get going faster, for less.

---

We now offer the Vanguard Detectable Warnings Installer Kit. This kit gives you *everything* you need to install 400 sq ft of Vanguard Detectable Warnings **AND** on-site training to insure a perfect installation (and grateful customers).

Priced separately you would spend thousands more. We're making it easy for you to get started and start making money.

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> 17.5 gallons Yellow Base         | <input checked="" type="checkbox"/> Nitrile Gloves              |
| <input checked="" type="checkbox"/> 10 gallons Reducer               | <input checked="" type="checkbox"/> Lumber Crayons              |
| <input checked="" type="checkbox"/> Roller Cover                     | <input checked="" type="checkbox"/> 100 Disposable 2' x 2' Mats |
| <input checked="" type="checkbox"/> 45 Gallon Rollaway Tub           | <input checked="" type="checkbox"/> Mixing Bit                  |
| <input checked="" type="checkbox"/> 9" Roller Handle                 | <input checked="" type="checkbox"/> Paper Run-Off Rolls         |
| <input checked="" type="checkbox"/> 15 Plastic Mixing Buckets        | <input checked="" type="checkbox"/> Protective Eye wear         |
| <input checked="" type="checkbox"/> 10 Catalyst                      | <input checked="" type="checkbox"/> Razor Knife                 |
| <input checked="" type="checkbox"/> Caution Tape (1.50")             | <input checked="" type="checkbox"/> Roller Handle Extension     |
| <input checked="" type="checkbox"/> Chalk / Chalk Line               | <input checked="" type="checkbox"/> Trowel                      |
| <input checked="" type="checkbox"/> Chemical Masks                   | <input checked="" type="checkbox"/> Tarp Set (10 x 10)          |
| <input checked="" type="checkbox"/> Clean-Out Bucket                 | <input checked="" type="checkbox"/> Misc. Tools                 |
| <input checked="" type="checkbox"/> Box of DisposaCones®             | <input checked="" type="checkbox"/> Walk behind grinder         |
| <input checked="" type="checkbox"/> Battery Powered Drill (18+ volt) | <input checked="" type="checkbox"/> <u>On-site</u> Training     |
| <input checked="" type="checkbox"/> 1 gallon Glass Beads             |   |

**Actual Value Price: \$11,696.71**

**Installer Kit Price: \$8,995.00**

Free shipping in the Continental U.S. always for every order over \$18,750



# ADA Required Placement Detail

If your installed detectable warnings don't look like the following pages, your detectable warnings are not in compliance with regulations.

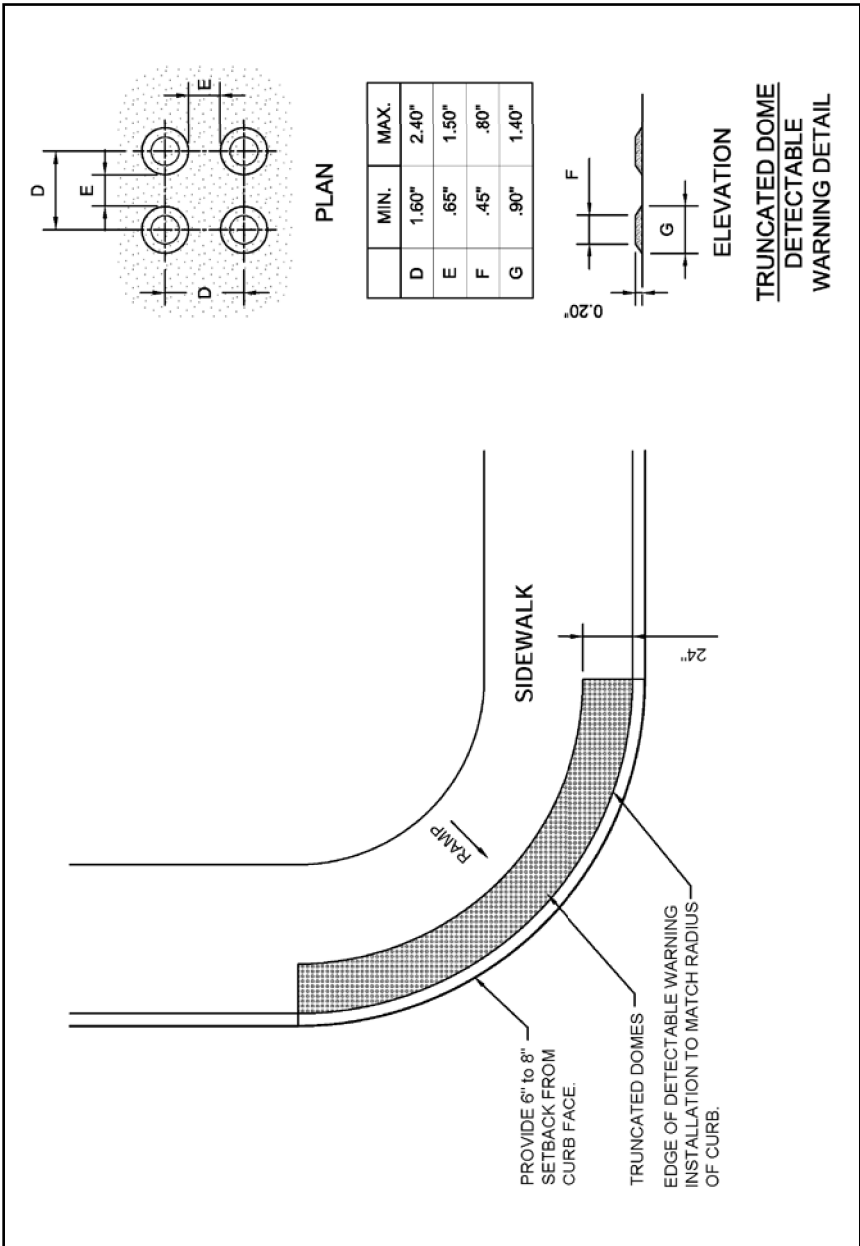
These CAD files are available for reference at  
**<http://www.vanguardonline.com/downloads.asp>**

These files are available for free use and dispersion.



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TO STAY

# Detectable Warning at Blended Curb

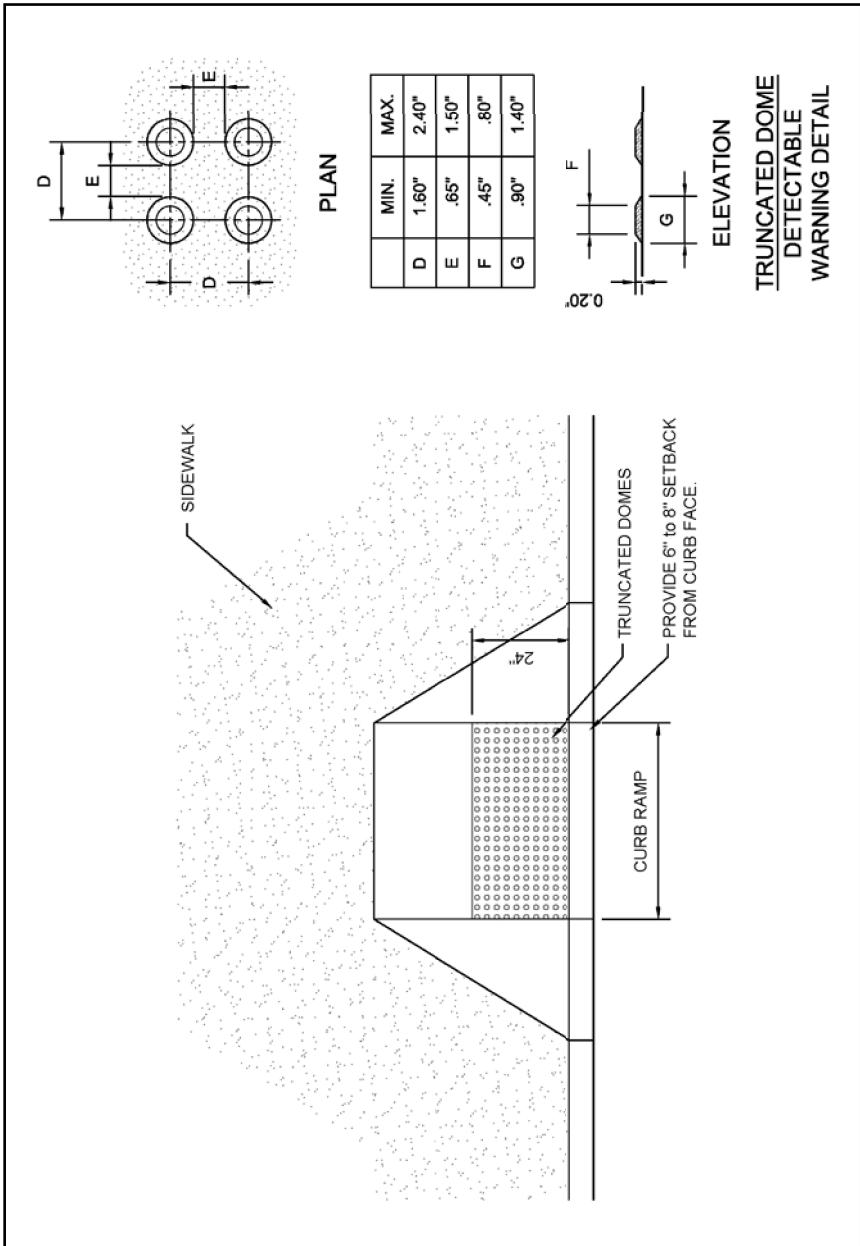


Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

As manufactured by **Vanguard ADA Systems of America**, or equivalent.

[www.VanguardOnline.com](http://www.VanguardOnline.com)

# Detectable Warning at Curb Ramp



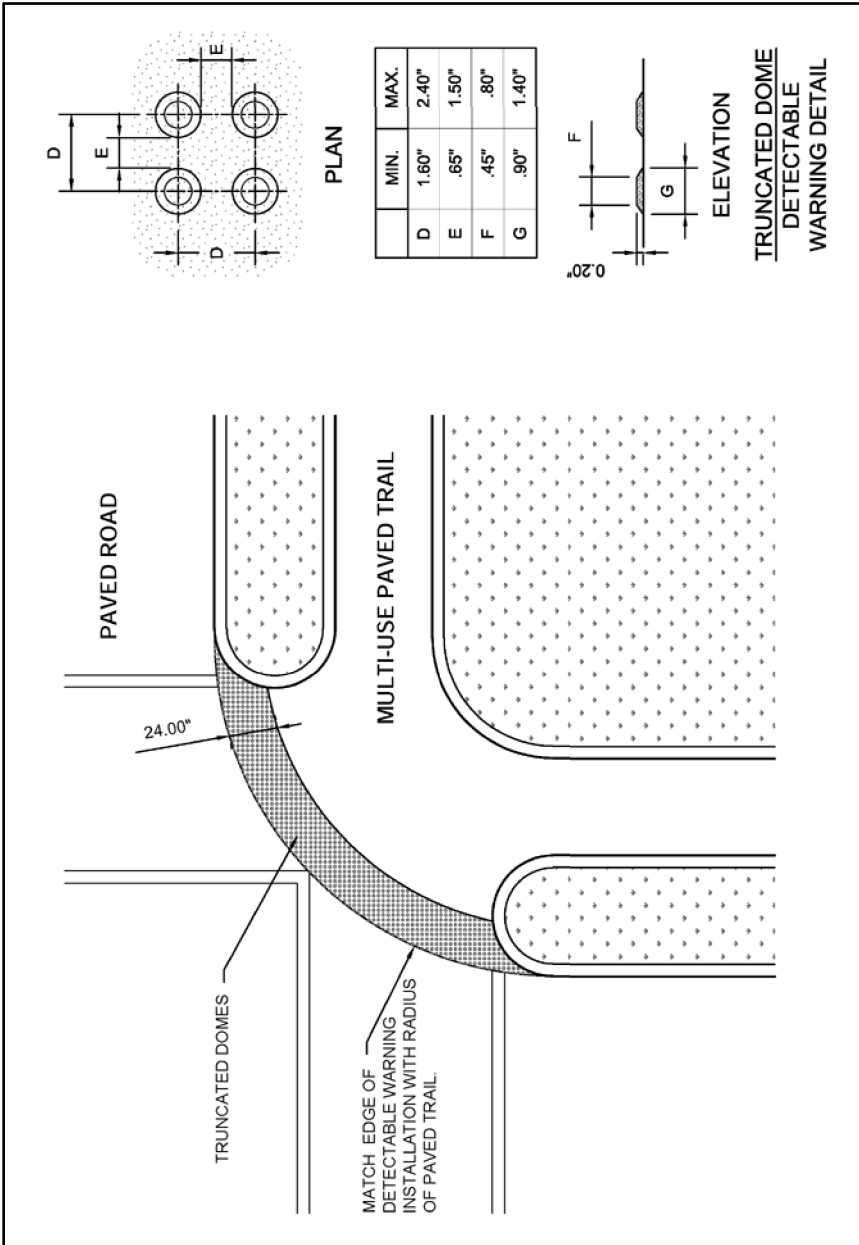
Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

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[www.VanguardOnline.com](http://www.VanguardOnline.com)



# Detectable Warnings At Multi-Use Trail

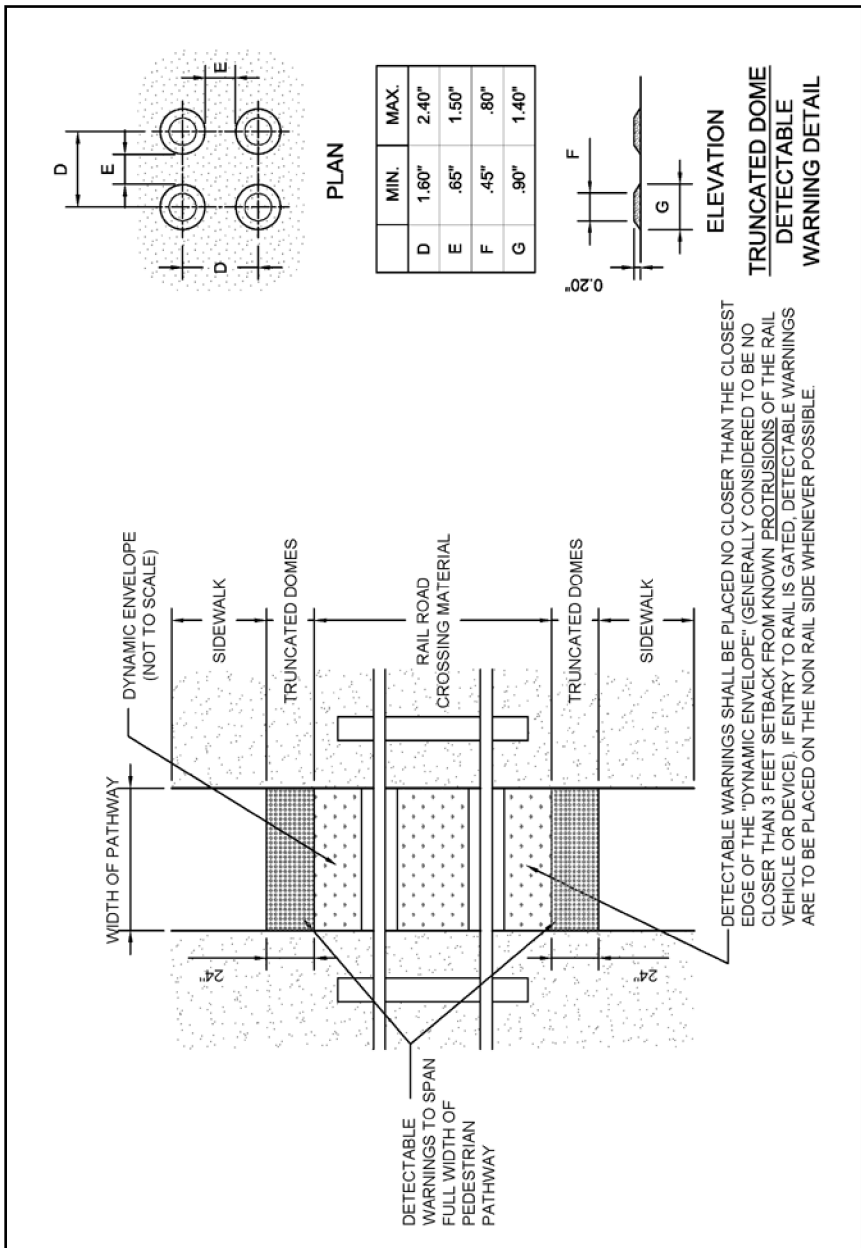


Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

As manufactured by **Vanguard ADA Systems of America**, or equivalent.

[www.VanguardOnline.com](http://www.VanguardOnline.com)

# Detectable Warnings at Railroad Crossing

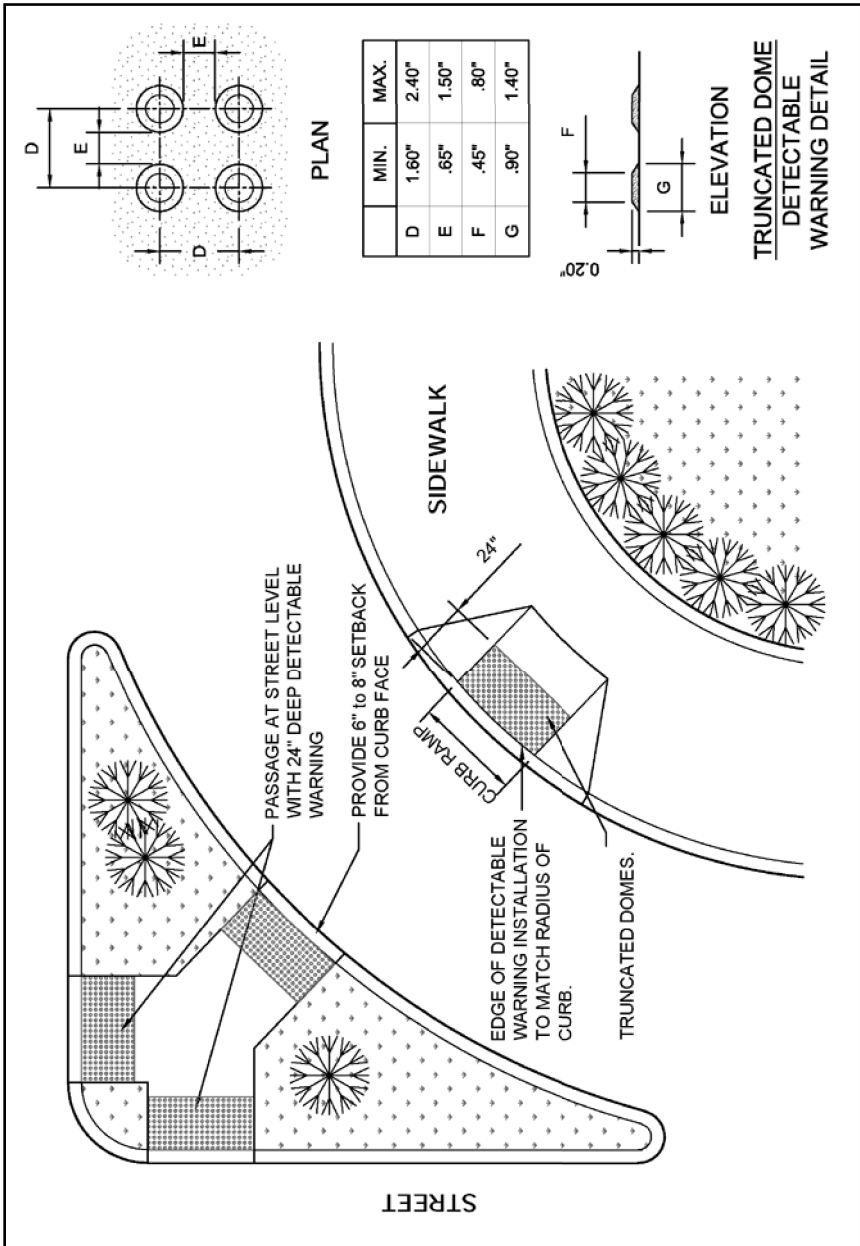


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[www.VanguardOnline.com](http://www.VanguardOnline.com)

# Refuge Island with Detectable Warnings

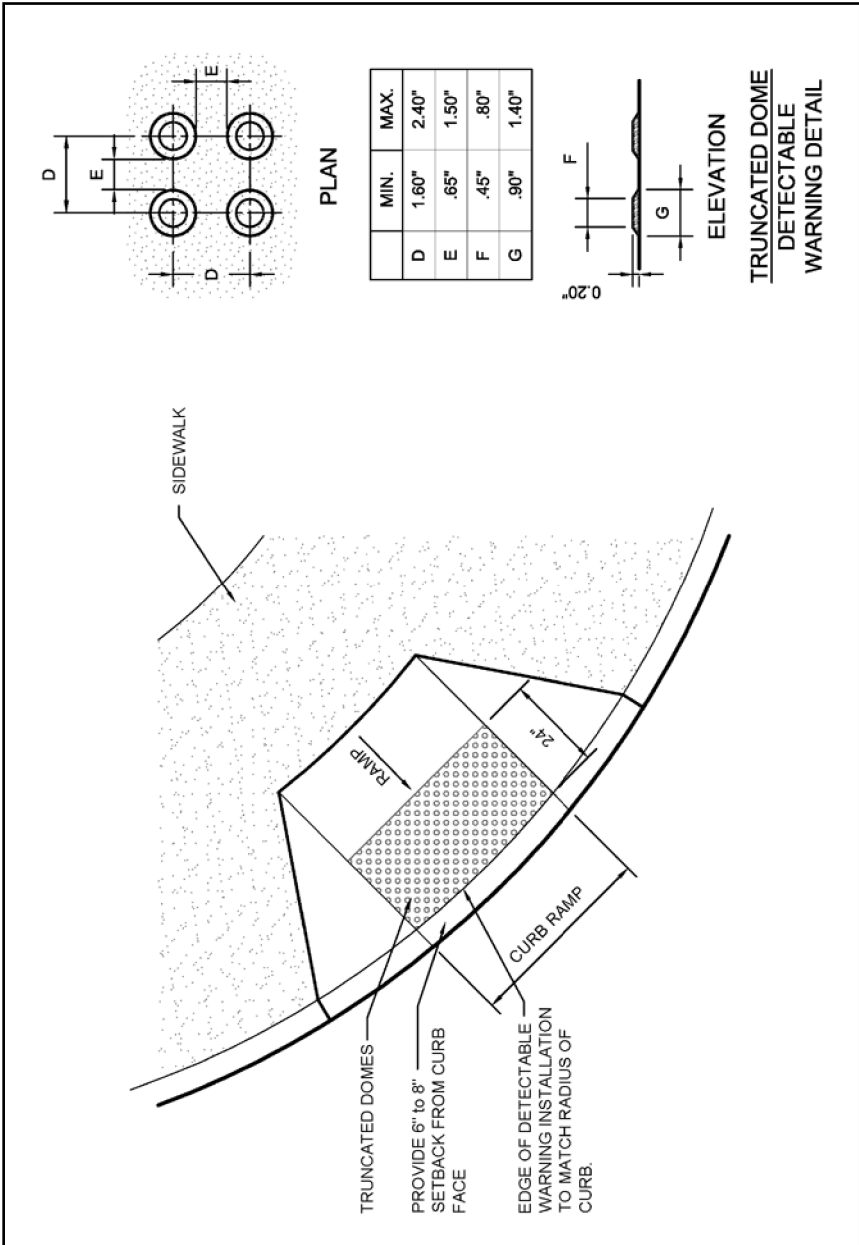


Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

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# Shared Curb Ramp with Detectable Warnings

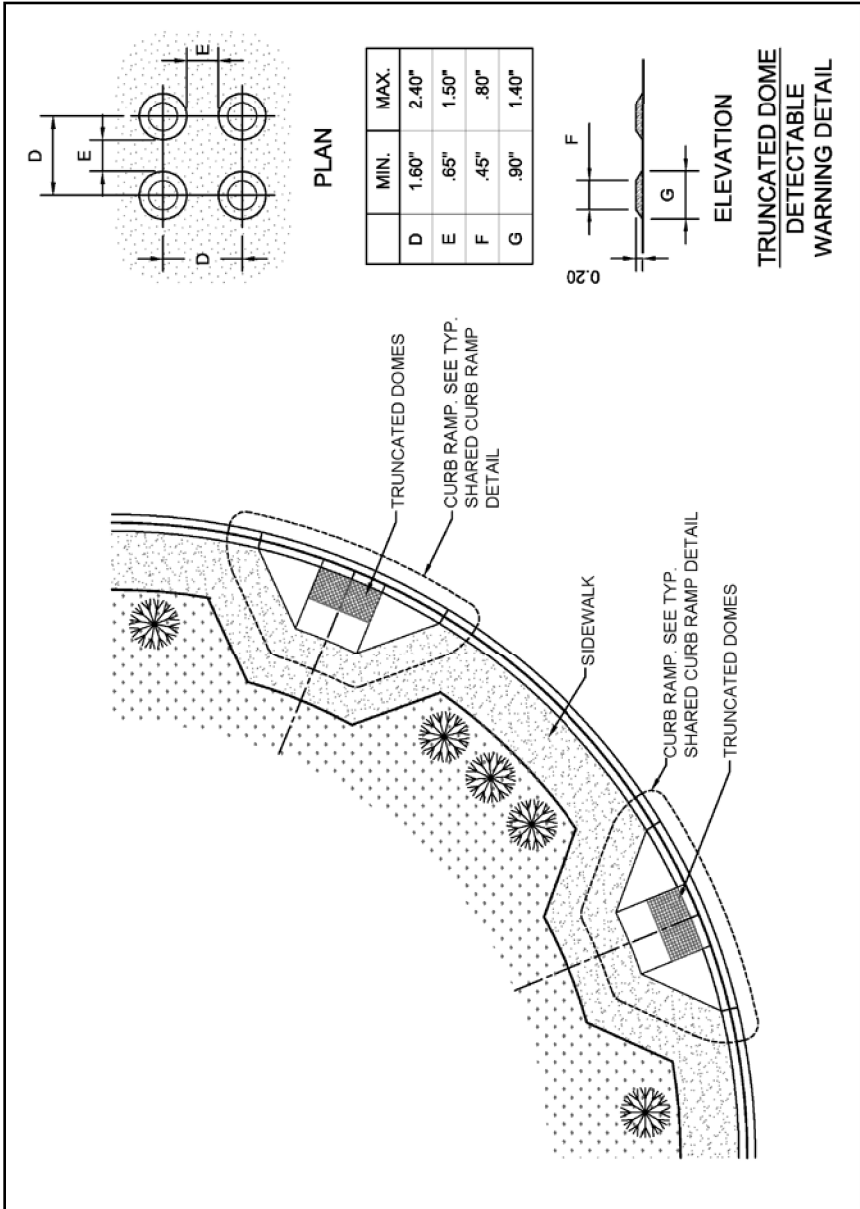


Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

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# Perpendicular Ramps on Corner with Detectable Warnings



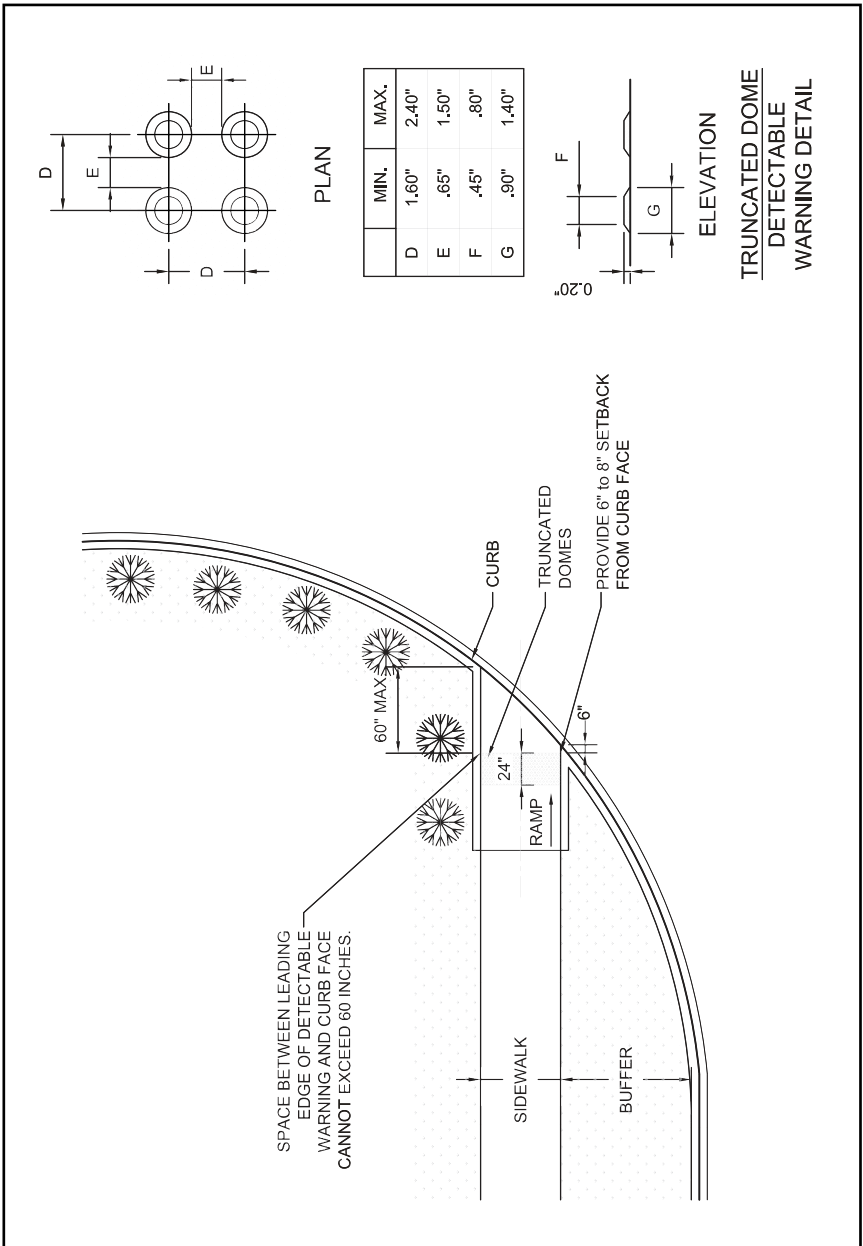
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[www.VanguardOnline.com](http://www.VanguardOnline.com)



# Sidewalk Ramp with Detectable Warnings

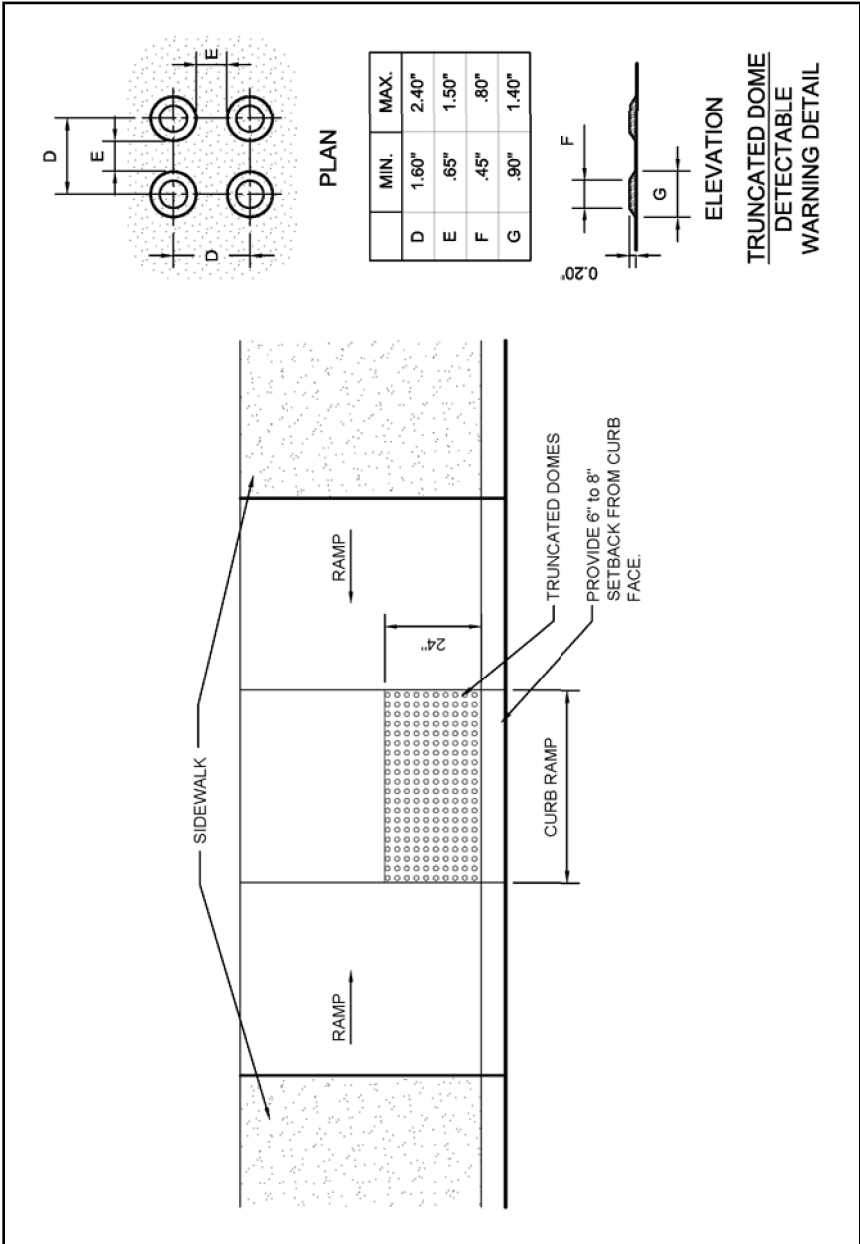


Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

As manufactured by **Vanguard ADA Systems of America**, or equivalent.

[www.VanguardOnline.com](http://www.VanguardOnline.com)

# Transition Ramp with Detectable Warnings



Truncated domes and all related installed surfaces to be installed according to manufacturers specifications. All detectable warning surface installations shall be at minimum, at least as non-skid as the surrounding pedestrian surfaces.

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[www.VanguardOnline.com](http://www.VanguardOnline.com)

# You can have this...



OR, YOU  
CAN HAVE  
THIS



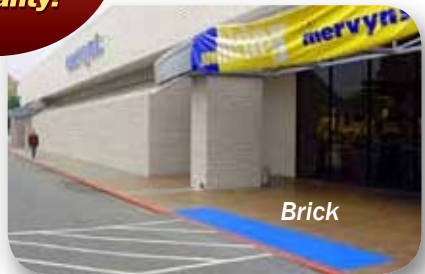
Concrete



Asphalt



Radii/Curves



Brick

# You make the call.

## 360-668-5700



**Let's get started!**



Use your smart phone's QR reader here  
or download an  
Approved Installer Agreement at:

**[www.VanguardOnline.com/kit.asp](http://www.VanguardOnline.com/kit.asp)**

# Vanguard Detectable Warnings

- ✓ **Liquid Applied**
- ✓ **Never Any Seams**
- ✓ **Zero Clearance**
- ✓ **Non-Skid**
- ✓ **Retroreflective**
- ✓ **Low Cost**
- ✓ **Longest Life**

Detectable warnings are federally mandated by DOJ & FHWA. The Vanguard product outlasts all others, and offers a 5 year Replacement Warranty!



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Snohomish WA 98296

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info@VanguardOnline.com



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