



CC America's Best | America's Best Concrete Contractor 2012

TRADEMARK

concrete systems inc
ARCHITECTURAL CONCRETE CONTRACTORS

Our company is defined by the quality of our employees; quality employees create quality work. We care about our employees and our clients acknowledge this through our commitment to provide the best value.

SKILLED CRAFTSMEN. We treat our employees with respect and create a culture that thrives on getting work done with quality, on time and within budget. We all work as a team to get projects done. Many of us have worked together for over 25 years; we've seen good times and lean times and have watched our kids grow up together. We're a small decorative concrete construction company with 50 employees and often have over 250 employees and their family members at our annual picnics to enjoy the games, food, prizes, and being together. These annual gatherings serve to strengthen the fabric of our company. Everyone in our company, office and field personnel has comprehensive health care for themselves and their families – 100% paid for by Trademark. We have always provided health care and other benefits for our employees and their families – because we care.

Everyone from our field and office knows why our clients use us time and time again – because our work looks great, we are knowledgeable, our workers are true craftsmen, and we are easy to work with.



TRAINING. We have quarterly trainings where we cover various topics which keep our team up to date with all the latest techniques and practices. We talk about business matters as well as technical issues. Everyone from our field and office knows why our clients use us time and time again – because our work looks great, we are knowledgeable, our workers are true craftsmen, and we are easy to work with. We are not a low-priced contractor. We are a higher-priced, value-driven contractor and we believe that our knowledge and expertise brings value to our clients. Our volume and profit margins held up well during the recession because of our relationships created by providing value.

OUR SHOWROOMS. We have a designated showroom in West Los Angeles, in addition to our offices in Anaheim (South of LA) and Ventura (North of LA). Our offices, and designated showroom, serve to showcase our work, as well as allow for a dialogue where we can educate and inform the designing professional on technical issues regarding concrete. Our designated showroom is known by some as an “idea generator” as the samples and discussions of decorative concrete techniques serve to spur innovation. There are large high definition pictures of our projects on display, and over a hundred samples showcasing color and texture. In addition there are related concrete products to see and hold. Our library of shop drawings from past projects allow the architects to review other past projects to garner further ideas for their upcoming projects.

EDUCATION. Lance Boyer, President of Trademark and Chairman of ACI 601D (*Decorative Concrete Certification*) and his team delve deep into the technical details of decorative concrete and enjoy sharing their findings with designing professionals. We meet with designing professionals, such as Architects and Landscape Architects, during the design stages of a project. We tackle technical issues and review joint layouts for concrete paving, walls and steps, and talk about color and texture. We make samples, typically 6” square, and deliver them to the architect or landscape architect in the designing stages to assist them in the visualization of the project, in fact, we make and distribute well over 500 samples a year in the Southern California market place. It’s our goal to share our knowledge with the designing community to increase the value of a project through decorative concrete that has better details and up to date techniques to reduce cost and increase quality.

“It’s been a pleasure working with Trademark Concrete for over 10 years. Their personal attention and knowledge has helped further our understanding of successful concrete detailing. Their willingness to provide sample mockups of candidate treatments has been instrumental in specifying colors and finishes for every one of our projects.”

– Craig Sensenbach
Associate Landscape Architect
RJM Design Group

TRADEMARK
concrete systems inc
ARCHITECTURAL CONCRETE CONTRACTORS

Lance Boyer, *President of Trademark Concrete Systems, Inc.*
Established in 1997

