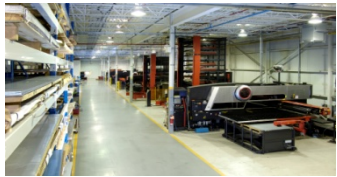




# Corporate Overview and General Capabilities



## **International Flooring & Protective Coatings, Inc.**

4675 E. Princess Anne Road  
Norfolk, Virginia  
**T: 757-855-5286**  
[www.internationalflooring.com](http://www.internationalflooring.com)



# Introduction

- ❑ Founded in 1993 by Jon (right) and Steve (left) Solomon in a small Norfolk, Virginia warehouse
- ❑ Expanded into stone and granite in 2003
- ❑ Class A Licensed (2705-024781A), QP 1 Certified contractor licensed and incorporated in the Commonwealth of Virginia
- ❑ A certified SWAM corporation (#648127), Cage Code OYB-80, located in the heart of Hampton Roads, Virginia
- ❑ Personnel clearances
- ❑ Over 90 professionals and craftspeople providing on-site and off-site services
- ❑ Currently performing over 45 major projects on contracts in major competencies (Marine, Landside Flooring, Stone & Granite, Water Jetting and Protective Coatings)



***International Flooring & Protective Coatings, Inc. is ever exploring the latest technologies and processes that will result in cost and efficiency savings to our clients.***





# Commercial, Multifamily & Industrial Market Sector: Core Competencies

## Core Competencies include:

- Flooring and Protective Coatings
  - Epoxies, hard tile, wood flooring, slate, terrazzo repair, carpet, all resilient finishes
- Trained and Specialized in heat welding and integral base for sheet vinyl
- Experience in design/build projects Flooring demolition
- Water Jet Technology
- Containment/Tenting
- Cement Slab Decontamination
- Stone, Granite, Quartz, Marble Fabrication
- Material procurement and distributorship





# Stone and Granite

**International Flooring and Protective Coatings, Inc. fabricates and installs Natural Stone, Granite, Quartz and Marble.**

**Our Specialties include:**

- **Flooring**
- **Countertops**
- **Walls: Interior and Exterior**
- **Fireplace Surrounds**
- **Outdoor landscaping, kitchens and walkways**
- **Furniture**
- **Laser engraved signage**







# Commercial & Industrial Markets

## Market Sectors include:

- Educational & Institutional
- Health Care
- Marine
- Hospitality & Retail
- Industrial & Manufacturing
- Transportation
- Multifamily



## Select Client Portfolio:

- V.A. Hospital, Hampton
- Sheraton Roanoke
- Northrop Grumman
- Stihl, Incorporated
- Armada Hoffer
- Virginia Wesleyan College
- City of Virginia Beach/Chesapeake/  
Hampton/Norfolk Schools
- Meridien Parkside Apartment  
Complex
- Town Point Club
- Chesapeake Bay Bridge Tunnel



# Educational & Institutional

**International Flooring and Protective Coatings, Inc. has installed flooring, wall, ceiling and surface projects in power plants, warehouses, detention centers and educational facilities in Virginia and surrounding areas.**



- APM Terminal, Portsmouth Virginia
- Chesapeake Bay Bridge Tunnel Authority
- Old Dominion University
- Norfolk State University
- Virginia Wesleyan College
- Virginia Beach Juvenile Center
- City of Norfolk Jail
- College of William & Mary Library
- Duke University Library





# Health Care

**We understand the specialized needs of the Health Care industry. With environmentally-safe products and patient-friendly installation procedures, International Flooring and Protective Coatings' vast selection of flooring, wall, ceiling and surface options are your "best-fit" solution.**

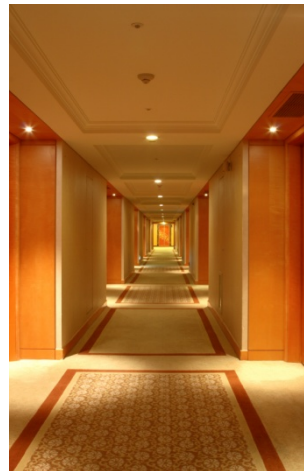
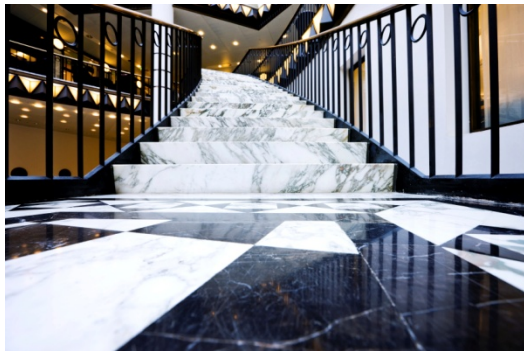




# Hospitality and Retail

**International Flooring is at your service with the highest quality flooring and stonework products: granite, stone, quartz, alabaster, marble, tile.**

**Common Applications:  
Countertops, wall coverings,  
concierge desks, pool and  
fireplace surrounds, furniture,  
and custom applications.**



- Select Client Portfolio**
- Kincaid's Restaurant
  - Walt Disney, Inc.
  - Walmart
  - Sheraton International
  - Embassy Suites
  - Taco Bell





# Industrial & Manufacturing

IFPC is proud of its industry leadership in client service and innovative processes and technologies.

We are one of the few providers of cement slab decontamination and UHP water jetting on the Eastern Seaboard – providing exceptional cleaning and flooring preparation services.

Our large-sized containment capabilities ensure your projects remain environmentally safe and your workflow remains on schedule during inclement weather.





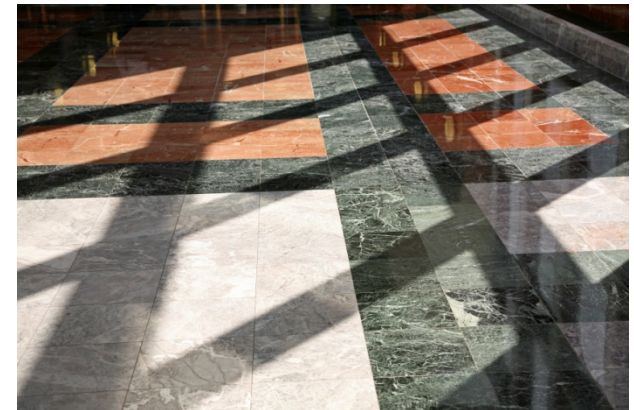
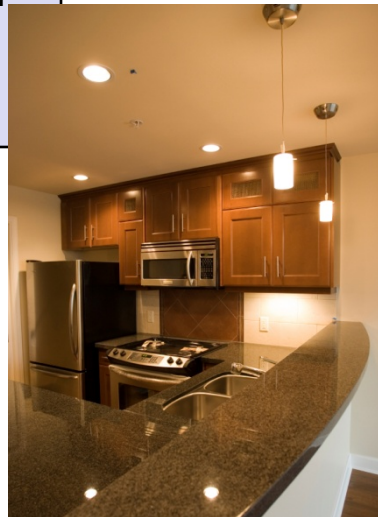


# Multifamily Market Sector

IFPC is a one-stop shop for the multifamily sector – offering a wide selection of interior and exterior flooring, wall and ceiling products.

For unit flooring, tile, and common area and exterior surface needs, contact IFPC for your best prices out of the gate.

Property managers benefit from our industry respected tile and carpet repair services.







# State and Local Government

## States and Municipalities

- City of Williamsburg: State Building
- City of Norfolk: Federal Building
- City of Hampton: City Hall
- Hampton City Jail Annex
- New River Jail
- City of Virginia Beach Public Schools
- City of Chesapeake Public Schools
- City of Richmond: Federal Building



## Product Lines

- Resilient flooring
- Carpet
- Recycle Carpet
- Ceramic Tile
- Granite, Quartz and Stone
- Epoxies

Tile and Terrazzo Repair Services



# Federal Project Portfolio

## Large Naval Ships

- Including USS George H.W. Bush, USS Truman, USS Gunston Hall, USS Reagan, USS Eisenhower, USS Roosevelt; USS Enterprise

## Military Bases

- Including Fort Lee, Fort Eustis, Langley Air Force Base, Marine Corps Air Facility, Norfolk NOB, Oceana AFB, US Coast Guard

## Government Hospitals & Specialty Facilities

- Including Portsmouth Naval Hospital, Fort Story Small Arms Training Facility, Military Sealift Fleet Support Command





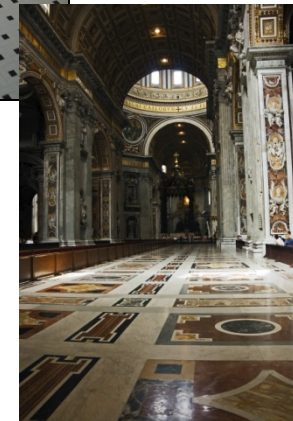
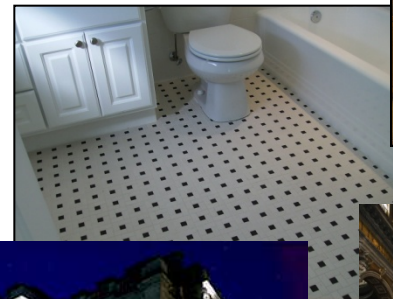


# Historical Building Renovation

**IFPC provided flooring, countertop and protective coatings work for over 40 historical housing projects on Admirals Row at the Norfolk Naval Operations Base. In addition, the company recently completed renovation of ceramic tile flooring on select floors and a slate staircase.**

Listed on the National Register of Historic Places, these homes are part of Admirals Row, Jamestown Quarters Historic District. As such, all work conforms to the Secretary of the Interior's Standards of Rehabilitating Historical Structures. These standards are detailed, precise and exacting.

\*Note that our employees have federal security clearances.





# Specialty Services: Water Jetting

**Ideal for industrial and government applications, IFPC's Water Jetting provides a powerful, environmentally safe way of solving difficult cleaning, cutting, hydro-demolition and surface preparation problems.**

**Water Jetting involves the use of ultra high pressure water, usually between 30,000 psi and 40,000 psi to prepare a surface for a coating or paint.**

**Projects include:**

- Large Naval Ships – USS George H.W. Bush, USS Truman, USS Gunston Hall, USS Reagan, USS Eisenhower, USS Roosevelt
- Military Bases – Fort Lee, Fort Eustis, Langley AFB, Marine Corps Air Facility, Norfolk NOB, Oceana AFB, US Coast Guard
- Government Hospitals & Specialty Facilities – Portsmouth Naval Hospital, Fort Story Small Arms Training Facility, Military Sealift Fleet Support Command







# Why International Flooring & Protective Coatings, Inc.?

## **Strong Business Credentials**

- ❑ Consistent Revenue Growth and Profitability
- ❑ Excellent D&B Rating
- ❑ Ready Access to Capital
- ❑ Corporate Stability: Contract Backlog Extends to 2015
- ❑ Experienced and Proven Management Team
- ❑ Strong Craftsmanship and Technical Experience leverages through our Competency Aligned Organization
- ❑ Innovative Technologies and Work Processes at the forefront of our Organization



*We Welcome Your Partnership!*



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**Steve Solomon, Vice President**  
**Commercial & Industrial Sales**