TALKING POINTS



Mortar Sentry Waterproofing Treatment

Mortar Sentry Water Seal is designed for use on brick, mortar, concrete block, cultured stone, sandstone and concrete. It is not recommended for use on non-silicate natural stone such as limestone or dolomite.

Mortar Sentry is a silane/siloxane based waterproofing treatment consisting of two products. Mortar Sentry Water Seal 10 is a 10% active solution and is recommended for vertical surfaces. Mortar Sentry Water Seal 15 is a 15% active solution and is recommended for horizontal surfaces.

Packaging

Both Mortar Sentry products are packaged in 1-gallon jug and 5-gallon pails.

Application

- Mortar Sentry must be applied to a clean dry substrate. Mule-Hide recommends power washing to remove grime, grit, etc.
- Protect all glass by installing plastic or other protective covering prior to use. Mortar Sentry is nearly impossible to remove from glass.
- Mortar Sentry can be applied with brush, roller or a low-pressure, gardentype sprayer. Mule-Hide recommends using a low-pressure sprayer. Apply Mortar Sentry until the surface is fully saturated.
- Apply at 1/2-gallon per square as a starting point. More porous surfaces will require a heavier application rate. Re-apply the product only while the surface is still wet. Once Mortar Sentry dries, additional coats will not be absorbed.
- Clean up with soap and water.

Why You Should Use It

Mortar Sentry produces a water repellent surface when applied to alkaline surfaces such as brick, concrete, mortar and cultured stone. Mortar Sentry blocks water absorption into treated surfaces and remains permeable to allow trapped moisture to escape.

Bricks are manufactured of clay and then kiln fired at temperatures up to 2000°F, driving the moisture out of the clay to make it hard. Consequently, a brick is the smallest it is ever going to be when it leaves the factory. As brick ages, it absorbs moisture and expands. Buildings must be constructed with expansion joints in the brick walls to allow for inevitable expansion. A waterproofing agent helps prevent moisture absorption in bricks and extends the service life of brick walls by reducing movement cracks caused by swelling and eliminating the main cause of efflorescence forming on exterior surfaces.



During Application



Treated vs Non-treated

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Mortar Sentry



Concrete is different because it is manufactured with Portland Cement and allowed to cure in a high humidity environment. Unlike brick, concrete blocks are the largest they will ever be when they leave the factory and control joints must be constructed in concrete block walls to control the cracking that occurs when the concrete shrinks. Concrete is very porous and absorbs moisture. Moisture trapped within concrete block walls can freeze in the winter and accelerate aging in the summer, both of which deteriorate the concrete blocks. A waterproofing agent prevents moisture from being absorbed by concrete, extending the service life of concrete while eliminating the main cause of efflorescence forming on exterior surfaces.

How Does It Work?

Mortar Sentry penetrates below the surface and chemically bonds to the pores of brick and concrete. The silanes and siloxanes penetrate below the surface and react with the alkalines and silicas in brick and concrete to create a waterproof barrier. It does not create a film on the top surface that wears away when exposed to the elements.

Why ABC Supply values Mortar Sentry

- A complimentary product for ABC to sell that many contractors are already using.
- Allows current customers the ability to grow business by addressing other building components that are not a part of core roofing business but do have a direct influence on the performance of newly installed roof
- Simple logistics top load with all sealants, EAC, SEBS and Silicone orders

Why Contractors value Mortar Sentry

- Provides the ability to grow business by addressing other building components that are not a part of core roofing business but do have a direct influence on the performance of newly installed roof
- A natural complement to MHP sealant line
- Easy to apply
- Up-sell opportunity by protecting chimneys and walls
- Helps protect concrete reinforcement from rusting
- Prevents efflorescence on brick and concrete
- Helps prevent growth of mold and mildew
- Offers a waterproofing solution that is not a film and one that keeps the original color and texture of the structure
- Easy sell when treated surfaces are compared next to untreated surfaces

Why Architects value Mule-Hide Mortar Sentry

- A Mule-Hide solution for masonry and concrete protection
- Prolongs the service life of existing masonry and concrete
- Helps protect concrete reinforcement from rusting
- Helps prevent growth of mold and mildew
- Prevents efflorescence on brick and concrete
- Is a penetrating barrier and not a surface film
- A waterproofing solution that does not alter the original color and texture of the structure

Why Building Owners value Mule-Hide Mortar Sentry

- Extends the life of masonry and concrete surfaces
- Helps protect concrete reinforcement from rusting
- Helps prevent growth of mold and mildew
- Prevents efflorescence on brick and concrete
- Is a penetrating barrier and not a surface film
- A waterproofing solution that does not alter the original color and texture of the structure

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MULE-HIDE PRODUCTS

 What is the difference between Mortar Sentry 10 and 15? Mortar Sentry 15 has a higher concentration of solution and it is recommended for use on horizontal surfaces because it is more durable. Mortar Sentry 10 should be used on vertical surfaces.

Mortar Sentry

- 2. Can I use Mortar Sentry 15 on vertical walls? Yes.
- 3. Can I use Mortar Sentry 10 on horizontal surfaces? We recommend Mortar Sentry 15 for horizontal surfaces. However, Mortar Sentry 10 can be used on horizontals with 50% more product to provide the durability horizontal surfaces require.
- 4. Some Mortar Sentry accidentally landed on window glass. How can it be removed? Mortar Sentry permanently fuses to glass surfaces and is nearly impossible to remove. Mule-Hide strongly recommends sealing all glass surfaces with plastic or other watertight barrier prior to applying Mortar Sentry.
- 5. How long after application is the Mortar Sentry rain safe and fully absorbed? The product is immediately rain safe since it penetrates inside the masonry.
- 6. What happens if it rains prior to the product being absorbed and the water carries it over a window?

The glass will not be damaged.

- 7. Does Mortar Sentry change the color of my brick or concrete? No. Mortar Sentry does not change the color of brick and concrete after it is applied.
- 8. Does it matter if the surface is damp before I apply Mortar Sentry?
 The surface must be clean, but it can be damp. However, damp surfaces can result in reduced penetration of the waterproofing agent. Mule-Hide recommends applying Mortar Sentry products to clean, dry surfaces to ensure maximum penetration of the waterproofing agent.
- 9. Are there any special storage instructions?

Yes. Mortar Sentry should not be allowed to freeze and should not be stored in temperatures above 90°F.

10. What is efflorescence?

Efflorescence is a white powdery substance that forms on the surface of brick and concrete. It is caused when water vapor trapped within the wall exits the surface and deposits dissolved salts from the masonry as it evaporates. Efflorescence occurs when all three of the following conditions exist:

- 1. Must be water soluble salts within a wall. Quite often, these salts are found in the mortar.
- 2. There must be enough moisture in the wall to dissolve the salts.
- 3. There must be a path for water to migrate to the surface of the wall where it can evaporate.

Applying Mortar Sentry to brick and concrete walls prevents condition #2 from occurring, which prevent efflorescence from forming.

Note: Efflorescence can more often occur on the north and east sides of a building where the lack of direct sun and heat gain keeps them cooler allowing evaporation to happen at the surface.

11. Will Mortar Sentry damage the roof?

Mortar Sentry is a water-base product. Although there are no solvents, it is always good roofing practice to protect any roofing membrane when applying a waterproofing solution to walls and chimneys. Mule-Hide recommends applying Mortar Sentry to walls before installing the new roof. EPDM single-ply membranes, acrylic or aluminum coatings.

12. If Mortar Sentry is sprayed on a chimney, and some of it gets on the flashing or shingles, what happens?

The product evaporates and or reacts with granules. There is no real effect.

13. How long does it last?

Mortar Sentry has an approximate service life of 10 years under normal weathering conditions. An easy way to test whether to re-apply is to throw water on the wall. If it beads up and falls off of the wall, Mortar Sentry is still properly functioning. If it begins to saturate the brick or concrete, it is time to re-apply.

14. If it has frozen, can I thaw it out and use it?

No. Once Mortar Sentry freezes it is unuseable and must be discarded.

15. If my patio gets dirty after treating it, can I power wash it?

Yes, you may power wash treated surfaces. Be sure not to get too aggressive and remove concrete or mortar while power washing.

16. What's the best way to apply it?

Mule-Hide recommends using a low pressure, garden-type sprayer to apply Mortar Sentry. MHP also recommends applying Mortar Sentry from the bottom up to reduce the possibility of streaking.

17. What is the shelf life?

One year from the date of manufacture