# Dossier: CTS CEMENT MANUFACTURING CORP

## SBIR Award Details

**Award Title:** N/A

**Amount:** $99,396.00

**Award Date:** 2023-08-08

**Branch:** DLA

## AI-Generated Intelligence Summary

**Company Overview:**

CTS Cement Manufacturing Corp. is a leading producer of rapid-setting hydraulic cements and specialty cement products used in a variety of applications, including infrastructure repair, construction, and specialty applications such as airport runways and industrial flooring. Their primary mission is to provide exceptionally fast, durable, and high-performance cementitious solutions that minimize downtime, accelerate construction schedules, and reduce long-term maintenance costs. They aim to solve the problems of prolonged construction schedules, frequent repairs, and performance limitations associated with traditional Portland cement-based materials. Their unique value proposition lies in their ability to offer cement products that achieve exceptional early strength (often reaching service strength in hours rather than days), provide enhanced durability in demanding environments, and enable faster project completion compared to conventional solutions.

**Technology Focus:**

* Develops and manufactures Type K expansive cement, including products sold under the Komponent shrinkage-compensating concrete technology brand, which mitigates cracking.
* Produces rapid-setting cements like Rapid Set, which can achieve structural strength in as little as one hour. This allows for accelerated construction and reduced downtime for critical infrastructure repairs.

**Recent Developments & Traction:**

* CTS Cement has expanded its Rapid Set product line to include self-leveling underlayments and repair mortars for interior applications.
* In 2022, CTS Cement was acquired by US LBM, a leading distributor of specialty building materials. This acquisition expands CTS Cement's distribution network and market reach.
* CTS Cement continues to be specified in various infrastructure projects across the United States, including airport runway repairs and bridge deck overlays, showcasing ongoing market adoption.

**Leadership & Team:**

* Bill Hayward (CEO): Background in building materials distribution and manufacturing, with experience in driving growth and operational efficiency.

**Competitive Landscape:**

* LafargeHolcim: A major global cement producer. CTS Cement differentiates itself through its focus on rapid-setting and expansive cement technologies for specialized applications, while LafargeHolcim has a more broad portfolio.
* Buzzi Unicem USA: Another significant cement manufacturer in the US. CTS Cement's key differentiator is its specific expertise in rapid-setting and expansive cement chemistries, catering to projects with stringent time and performance requirements.

**Sources:**

* [https://ctscement.com/](https://ctscement.com/)
* [https://uslbm.com/news/us-lbm-acquires-cts-cement/](https://uslbm.com/news/us-lbm-acquires-cts-cement/)
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