

# CONCRETE FLOORING SOLUTION BUYER'S GUIDE

A common sense approach to getting the best results from your concrete flooring project.

Answer these questions and you will be ready to talk scope with flooring contractors – and you'll be better prepared to compare your options.



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## 1. WHAT'S THE SITUATION?

Let's start by sizing things up. What are the issues you need to address?  
(Check all that apply):

- ☐ Physical condition of the floor is unsafe
- ☐ Safety markings are worn away or missing
- ☐ Floor shows cracks and damage
- ☐ Floor is not level
- ☐ Floor has chemical penetration
- ☐ Floor is difficult to keep clean
- ☐ Appearance of the floor is not acceptable

Is the space currently in use? ☐ Yes ☐ No

If Yes, what is the impact on your profitability to shut down for a day?

- ☐ Shutting down operations is not possible
- ☐ Shutting down costs a lot
- ☐ Shutting down costs a little

Please give us an idea of the size floor we're talking about here:

- ☐ 1500-5000 square feet
- ☐ 5000-10K
- ☐ 10K or more

How urgent is the need?

- ☐ This needs to happen yesterday
- ☐ This needs to happen really soon
- ☐ We are flexible
- ☐ We are just budgeting and planning

## 2. WHAT ARE YOUR PERFORMANCE PRIORITIES?

How urgent are safety issues (visibility, traction, level surfaces) for you?

- ☐ I'm afraid someone will get hurt if we don't address this right now
- ☐ Safety is a growing concern and we need to put a plan in place
- ☐ Safety is important, but there is no imminent danger

Priorities for a floor's appearance can range from just looking clean to creating a branded impression with colors, textures, and a high-end finish. What's your goal?

- ☐ I want the floor to look decent for my team
- ☐ I want the floor to look good for my clients
- ☐ I want the floor to look amazing

What kind of traffic will your floors be receiving?

- ☐ Minimal, mostly a lot of foot traffic
- ☐ We need to allow for forklifts and carts and some heavier equipment
- ☐ We have lots of movement and massive machines shaking the floor

How important is it that your floors be easy to clean?

- ☐ I need these floors to look good all the time
- ☐ Functionality and safety matter more than cleanliness
- ☐ Dirty floors are not a problem

Some flooring solutions are more durable than others. How important is a long floor life to your business? ☐ Low ☐ Medium ☐ High

### 3. WHAT SHOULD YOU ASK YOUR CONTRACTORS?

How urgent are safety issues (visibility, traction, level surfaces) for you?

- What was the hardest part for your company to comply with the new silica standards?
- To what extent do you specialize in epoxy flooring? What percentage of your work is resinous flooring versus other construction?
- What are some Installations you are proud of?
- Can you calculate a true installed cost for me, taking into account my downtime costs, uptime savings and other factors?

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We hope this is helpful to you.  
Honestly, we also hope you'll give us a call.



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We stand behind what you stand on

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