



BBI's Concrete Compass

Navigating the World of Industrial Flooring

Busy Beaver Inc.

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TEST your Coating IQ!

What type of epoxy should be used to protect concrete from battery acid?

What is the best environment for urethane modified concrete?

What type of coating stops concrete slabs from dusting while also increasing abrasion resistance?

Which coatings are extremely durable and are now environmentally friendly?

[Click here for more questions and answers](#)



Can expansion joints be poured at -5 degree temperatures?

Yes, there are many materials that will cure in this temperature range that can be used for joint filling, joint rebuilding and patching.

To view previously asked questions or to Ask the Beaver a question, [Click here](#)

Charting a Course to Select a Contractor

On many occasions in the last forty years, we have been asked by our clients about the thought process that should be followed when selecting a flooring contractor. This article charts the course we would follow if we were selecting a contractor.

STEP 1: Evaluate the proposal

STEP 2: Critique the contractor

STEP 3: Finalize the contract

Step 1: Evaluate the proposal

- Does the proposal address your specific needs and concerns?(not generic)
- Did the contractor listen to you during the site visit?
- Is the proposal specific to your environment?
- Does the proposal make sense to you?
- Are the details included so you know what work will be performed and how?
- What type of floor preparation is the contractor proposing?



What information would you like to receive with a flooring proposal but rarely do?

- * Pictures of similar work
- * Process flow
- * Phased approach options
- * Spec sheets for proposed products
- * Timeline for project
- * Cleaning maintenance guides

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After conducting a customer site visit, defining the scope of repairs and submitting a proposal, our potential client chose to go with a low cost flooring solution. Although the client was comfortable with our proposed solution, he wanted the work completed as cheaply as possible.

Several weeks after the project was completed by a cheaper contractor, the flooring began to fail. The client called the contractor back to fix the failing repairs. It took several weeks for the contractor to call back and only called back when legal action had begun. [Click here to read more](#)

- If your floor is being repaired, is the contractor using ASTM industry standard repair practices? Many contractors use what is called a "band aid repair." Initially these repairs look fine, until the floor receives normal wear.
- Does the proposal include price details? Are the payment terms specified? Many times the cheapest proposal is not always the best value. These typically are provided by, what the industry refers to as, "pick-up truck guys". These individuals or companies offer a low price and typically are not around for any issues that may arise after they have been paid. In most cases, they do not return phone calls or provide any follow-up services.

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