



perkins
custom coatings
 A Division of the Wm. M. PERKINS Company
 Covering Southern California Since 1969

Floor Coatings Bid Comparison Checklist

We Understand That The Choice Of A Floor Coating Contractor Can Be Challenging With Lots Of Choices & Information To Process. Perkins Custom Coatings Wants You To Make The Best Decision Possible And Has Developed This Helpful Checklist So That You Can Make 'Apples To Apples' Comparisons Of The Various Proposals That You May Receive.

General Background Questions

- 1) Is A Licensed Contractor Performing The Work?
- 2) Does The Contractor Insure The Installers Doing The Work For At Least \$1.0M In Worker's Compensation Insurance?
- 3) Does The Contractor Have 30+ Years Experience In The Southern California Market?
- 4) Does The Contractor Employ English Speaking Installers Who Are In This Country Legally To Complete The Work?
- 5) Are The Contractor's Installers Certified By The Manufacturer To Install The Coating?

| Perkins Custom Coatings | Brand A Competitor |
|-------------------------|--------------------|
| Yes | |
| Yes | |
| Yes | |
| Yes | |
| Yes | |

Floor Conditions Analysis & Floor Prep Method Questions

- 1) Did The Contractor Perform A Moisture Test On The Concrete To Determine If Your Concrete Has Moisture Related Issues?
- 2) Does The Contractor's Warranty Include Coverage For Failure Due To Moisture Related Issues?
- 3) Will The Contractor Use A Moisture Barrier Custom Selected For The Unique Conditions At Your Property
- 4) Will The Contractor Professionally Prepare The Concrete For Coating Install Using A Diamond Grinder Or Shot Blaster?
 (This Is Now Required For All Floor Coating Installations In California Performed By A Licensed Contractor)
- 5) Will The Contractor Use HEPA Vacuums To Capture The Dust Generated During The Floor Prep?

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| Yes | |
| Yes | |
| Yes | |
| Yes | |
| Yes | |

Floor Coating System Questions

- 1) Will The Contractor Install Coatings Specifically Chosen For Your Floor Conditions Instead Of 'One Size Fits All' Solution?
- 2) Does The Contractor Use Only 100% Solids Products (The Highest Quality Available) On Your Floor Or Will They Use "Commercial Grade 70% - 85% Solids" Materials That Are Diluted With 20-30% Smelly Solvents?
- 3) Does The Contractor Install A System That Offers A Next Day Return To Service If Necessary?
- 4) Does The Contractor Install The Floor Coatings On The Stem Walls Of The Garage At No Extra Charge?

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| Yes | |
| Yes | |
| Yes | |
| Yes | |

Sales & Warranty Questions

- 1) Did The Contractor Send An Owner Or Company Executive To Meet With You To Present The Proposal?
- 2) Did The Contractor Present You With A Copy Of Their Warranty When They Presented Their Proposal?
- 3) Does The Warranty Cover The Most Likely Problems You Could Have With A Floor Coating?
- 4) Does The Contractor Offer The Strongest Warranty In The Market Including Protection Against Moisture Related Failure?

| | |
|-----|----|
| Yes | |
| Yes | |
| Yes | |
| Yes | No |

(We'll Answer This Question For You - No One Offers As Strong A Warranty As We Do That Also Includes Protection Against Moisture Related Failure)

If You Answered "No" To Any Of The Questions Above, The Quote You Have Received From One Of Our Competitors Is Not As Good As Ours Please Give Your Perkins Salesperson A Call To See If We Can Help You Avoid Making A Decision You May Come To Regret

Phone: 866-330-1DAY Ext 15

Email: coatings@wmpco.net

**Brand B
Competitor**

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