



STONHARD

TEN QUESTIONS YOU SHOULD ASK BEFORE BUYING A FLOOR



BEFORE YOU CONSIDER FLOOR PROTECTION, CONSIDER THIS:

We will replace over 1,000,000 square feet of our competitors' floors this year.

Over half will be less than 2 years old. That is not a significant return on investment in our opinion. Whether you are buying a new floor or protecting an old one, making the right choice can be confusing business. When it comes to a seamless system, whether it's just a coating or a whole new floor, we feel there are some questions you should ask...

1. How do I know what system is best for my needs?

The flooring system you require depends on the environment you are dealing with and the performance features you desire. Beware of a company that tries to sell you on the "one size fits all" theory of floor protection. Stonhard flooring consultants are carefully trained to evaluate your specific needs, covering all aspects of cost-effectiveness, durability, safety standards and, of course, overall performance. Stonhard can provide the right solution for your flooring needs. We have systems ranging from high build coatings to 1/4" monolithic overlayers, all utilizing the latest in epoxy, urethane and acrylic technologies.

2. Does the supplier manufacture and formulate their own products?

At Stonhard, we not only have the capability of formulating our own products, we manufacture the materials as well. This unique capability of synthesizing our own polymer systems allows us to carefully control and tailor the properties of each product to meet the specific needs of our customers. This integrated approach gives us an advantage in technology and quality that no one can match. **NO ONE.** Don't let someone try and tell you that one polymer system is just like another. We've developed hundreds of resin and curing agent combinations, all delivering unique finished properties.

3. Who will install the products?

The preparation of your substrate and the installation of your floor are perhaps the most crucial steps to the success of your new system. It is important for you to know that no corners are cut or short-cuts taken. With over 300 direct, local territory managers and our own specially trained installation teams, Stonhard can quickly respond to any job - large or small! Whether it's around the corner or around the world, our installations are done with the guidance of our regional field engineers, site superintendents and project managers. Either way, the latest equipment and techniques will be used to ensure a high quality installation. No one has more experience installing seamless systems.

STONHARD



4. What methods of product testing are used?

What about certifications?

When comparing test data, it is very important to know what specimens are used as well as the test methods that are used to derive the values and how the results of the test are reported. Stonhard follows the testing procedures administered by the American Society for Testing and Materials, an international technical, scientific and educational organization dedicated to the standardization of specifications and testing methods. We use an actual representation of the floor as a test specimen, consisting of the resin and curing agent, as well as the aggregate material. This specimen is then tested in our state-of-the-art physical testing laboratory. The values we report are conservative. We welcome the opportunity to submit our materials for independent laboratory analysis. If another company won't submit their products for independent testing, wouldn't you like to know why? We take what we do seriously, and so do others. Stonhard is HACCP-certified safety compliant for food and beverage facilities, ISO 9001. Stonhard also holds HPDs on several products and is a member of the United States Green Build Council.

5. Will what I buy be what I get?

Sounds like a simple enough question, but you'd be surprised how many customers don't get what they pay for. We want to be sure that the product you purchased is, in fact, the product being installed. All Stonhard materials are factory formulated, pre-weighed and packaged utilizing the latest process technology. Also, let the company you're dealing with know that you wish to review coverage information, amounts used, etc. If you buy a 1/4" floor, make sure you get a 1/4" floor! If you still aren't 100% satisfied that you got what you paid for, ask to have a core sample taken so you can see the finished thickness.

6. Will I have to shut down my operation for the installation?

A common concern when buying a new floor involves the disruption of your normal operations. With Stonhard, you won't have to be inconvenienced because we will work with your schedule. We can schedule your installation during shutdown periods. That means nights, weekends, and holidays! No fixed equipment needs to be removed. And many Stonhard floor systems are specifically designed to be quick curing, enabling you to be back in operation with minimal down time.

7. How safe are the products?

With Stonhard, you needn't worry about the safety of your plant environment. We specialize in high solids systems, which means toxic or flammable fumes won't be a problem during the mixing and installation process. Our installers are certified and strictly adhere to all safety procedures. In addition, all Stonhard products come with explicit instructions, Materials Safety Data Sheets, and clearly labeled packaging. Safety does not have to be substituted for quality.

8. Can I get references from reliable sources?

Hearing what others have to say about a flooring system might make your decision a little easier. At Stonhard, we are happy to supply you with references for your industry or other industries of interest. We've completed tens of thousands of proven installations in both industrial and commercial applications. There is probably an installation near you that we will be happy to show you! From harsh plant environments to sterile laboratories, from food preparation to educational facilities - only Stonhard has that much experience!

9. Is there a warranty and what does it mean?

We'd like to know how a company that has been in business for only three years can offer a 5 year warranty? Also, beware of the fine print. You'd be surprised how many warranties try to pin the blame for any problems on you. And what about financial strength? At Stonhard, not only do we give you a written warranty covering both materials and workmanship, but you get the best guarantee of all - over 80 years in business with thousands and thousands of satisfied customers.

10. What about service after the sale?

In the unlikely event that something should go wrong with your floor system, isn't it nice to know that our territory manager and installation team are local and are there when you need them? At Stonhard, you'll never hear "It's the manufacturer's problem" or "It's the installer's fault." We manufacture, formulate, and install your system and take full responsibility. In addition, we offer collaborative services on multi-national accounts and large new construction projects.

WE THINK YOU MIGHT HAVE JUST ONE QUESTION LEFT,
Is there really any other choice when buying floor protection?

STONHARD is a global leader in manufacturing
and installing seamless floor, wall and lining systems
with sales operations in more than 65 countries.

STONHARD®

Stonhard Worldwide

Maple Shade, NJ, USA **HQ**
(800) 257 7953

Dubai, U.A.E.
+(971) 4 3470460

Whitby, Ontario, Canada
(905) 430 3333

Johannesburg, South Africa
+(27) 11 254 5500

Mexico City, Mexico
+(52) 55 9140 4500

Shanghai, China
+(86) 21 61838698

Buenos Aires, Argentina
+(54) 11 5032 3113

Melbourne, Australia
+(61) 3 9587 7433

Nivelles, Belgium
+(32) 67 49 37 10

Mumbai, India
+(91) 22 28500321

Stonhard believes the information contained here to be true and accurate.
Stonhard makes no warranty, expressed or implied based on this literature
and assumes no responsibility for consequential or incidental damages in the
use of these products and systems described, including any warranty of
merchantability or fitness. Information contained here is for evaluation only.
©2019.