



DHF FIREPROOFING *blog*

What GCs Expect from Spray Fireproofing Subcontractors After They Submit a Bid

From a GC's standpoint, a fireproofing bid isn't a number — it's a test of accuracy, responsiveness, and technical competence. Because fireproofing is a code-driven, inspection-heavy trade, the subcontractor's behavior *after* submitting a proposal often determines whether they get awarded.

Here's how GCs evaluate fireproofing subcontractors once the bid is in:

1. Clear, Accurate UL Design Assumptions

GCs expect fireproofing subcontractors to:

- Use the correct UL designs for each member type
- Match the fire ratings shown on the drawings
- Identify any conflicts between UL designs and structural conditions
- Flag primer compatibility issues early
- Provide thickness assumptions that align with the design

GCs want to know the subcontractor truly understands the technical side of the trade — not just the pricing.

2. Fast, Precise Responses to Clarifications

After receiving bids, GCs typically reach out with questions and they expect the spray fireproofing subcontractor to respond quickly and accurately to:

- Alternate pricing for different UL designs
- Thickness changes or higher fire ratings
- Clarification on beams vs. columns, deck conditions, or sprayability
- Environmental requirements (temperature, humidity, ventilation)
- Access, containment, and overspray control

Slow or vague responses are a red flag. Fireproofing is often on the critical path, so delays here can cost the subcontractor the award.

3. Professionalism During Scope Alignment

If the subcontractor is shortlisted, GCs expect a productive, detail-driven conversation. This usually includes:

- Walking through UL design assumptions
- Confirming substrate readiness (clean steel, primer type, moisture levels)
- Discussing schedule impacts and sequencing
- Verifying manpower and equipment availability
- Addressing containment, overspray, and site cleanliness

GCs want confidence that the subcontractor can pass inspections without causing rework or delays.

4. Strong Pre-Award Documentation & Compliance

Before awarding the contract, GCs expect the spray fireproofing subcontractor to demonstrate:

- Experience with the specified materials
- A reliable inspection pass rate
- A clear quality-control process (wet mils, thickness checks, density tests)
- Familiarity with special inspections and third-party testing
- A solid safety record, especially regarding silica and containment

Fireproofing carries high liability and GCs need proof the subcontractor can deliver compliant work.



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5. Readiness for Submittals & Project Startup

Once awarded, GCs expect the subcontractor to move quickly and professionally into the submittal phase:

- UL design submittals
- Material data sheets and SDS
- Environmental condition requirements
- Inspection procedures and documentation
- Coordination with other trades on access and sequencing

GCs want a subcontractor who can mobilize smoothly and avoid early-stage delays.

6. Professionalism Even If Not Selected

GCs appreciate subcontractors who:

- Accept the outcome professionally
- Request feedback respectfully
- Stay available for future opportunities

A clean, complete fireproofing bid often leads to future invitations – even if the subcontractor doesn't win this one.

7. What GCs Value Most in Spray Fireproofing Subcontractors

From the GC's perspective, the top traits are:

- Responsiveness – quick answers keep the project moving
- Technical accuracy – correct UL designs, correct thicknesses
- Inspection readiness – fewer surprises for the special inspector
- Clean, controlled work – minimal overspray and rework
- Documentation discipline – everything traceable and compliant

GCs want subcontractors who make fireproofing predictable, not problematic.