



Why We Don't Do Competitive Bidding

If I shave the labor or materials to get your job, is that the house you really want?

There are hundreds of ways to lower the price of a building which often lowers the quality and workmanship also.

The best drawings and specifications don't protect you from poor trade practices.

Competitive bidding rewards the lowest price and offers absolutely no advantage to good workmanship.

A survey of satisfied homeowners of completed projects rates the most important personal attributes of a good contractor in the following order of importance:

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|------------------------|------------------------------------|
| 1. Honesty, Integrity | 5. Good Subcontractors |
| 2. On-Time Performance | 6. Good Communication Skills |
| 3. Good Organization | 7. The Ability to Empathize |
| 4. Good Scheduling | 8. Long-Term Relationship Oriented |

Price isn't even listed!

In the same survey, these are the attributes of good construction companies in order of importance:

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|------------------------------------|---|
| 1. Quality Construction | 5. Ability to provide Value Engineering |
| 2. Clear Builder Specifications | 6. Company Responsiveness |
| 3. Good Company Organization | 7. On-Time Performance |
| 4. Ability to provide Price Checks | 8. Fair Price |

Price is the eighth most important attribute in a contracting firm, and even then, the word used was "fair" price, not "lowest" price.

Do you really want a contractor to look for the cheapest way to do things in the place your family will be sleeping the week you are out of town?

We prefer to do things the best way. "Best" in our opinion means the most effective combination of price to performance – getting the most bang for your buck.

A competitive bid does not let you see how a contractor works! Referrals do!

A competitive bid does not demonstrate how we, as an experienced contracting company, can guide you through the process, from beginning to end.

We don't feel that an estimate, driven by price, will give you what you really need! We have one request:

Select Your Contractor Based on Reputation...Not Price!