

We Lost the Job

What Happened?

Sometimes we should see if the comparison is really fair

Many times a disparity in pricing is directly linked to one of two things:

1. Ambiguity on the plans which lead to various interpretations

We will consult with you carefully to be sure you get the stone you want. Did the other bidders do this? Do their bids contain the same products?

2. A manufacturer pricing everything "on the cheap" in order to get the job

This often means short cuts. Be sure the quality of the products are equal.

Everyone can be brought to a level playing field with communication. You're probably best off going with whoever seems to be most interested in finding out how you want your home to LOOK as opposed to just telling you how low they can do it for. If we happen to be higher than the others it may be from custom designs. There are ways to eliminate custom work but still get a very similar look, reducing costs significantly. It seems these days that those of us that offer service are losing out to those that offer a low price. Many times the problems don't show up until too much money has been paid to turn back. Consider quality and service when making your decision or you may not get what you expect.