

“The Truth Behind the Lowest Priced Contractor”

Most all of us strive to get the biggest bang and best value for our dollar. However, often times what seems to be a great deal isn't always as it appears. Life lessons have taught many, “the hard way”, that the lowest price isn't always the best deal. If one contractor's price is substantially lower than another's, there must be an underlying reason. I've had my fair share of calls to come correct the mistakes and inferior workmanship of other contractors.

In the HVAC industry today, materials and equipment usually cost every contractor pretty much the same amount. Therefore, the difference in a final quote must lie within the labor charge, or in the retail markup of products. If the contractor is cutting corners by hiring the cheapest employees they can get, what quality of people are doing the work? Subsequently, what quality of workmanship can you expect? If the markup is too low, it's very hard for the contractor to cover their expenses and be profitable enough to stay in business. How much attention is a contractor, who is struggling to stay in business, going to be able to give to you? Further, if the contractor goes out of business, how can they honor any warranties?

While it's true that some brands are better than others, most equipment today is assembled in manufacturing plants from parts that are outsourced from other vendors. What this means is, that a lot of the components are the same. Therefore, in many instances the manufacturer of the equipment isn't always as important as the installer of the equipment.

An improperly installed unit will not work correctly. This can range from inefficiency, to costly repairs or replacement, to downright dangerous. Further, there is a high probability that the lifespan of the system will be cut substantially short.

To sum up - A potential customer should think twice before hiring the lowest bidder. You may just get more than you bargained for!

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