

How Can Prices Be So Different?

There are several important reasons for pricing or work to be so far apart from company to company. The main items are discussed here:

Specification: It is not unusual for a contractor to leave out important and expensive material replacements, reusing materials that may not last as long as the new products being installed. When the existing material has to be replaced it will be many years from now, unfortunately you will realize at that time that it should have been replaced when the original work was done, because the cost to do it later will always be significantly more. We specify all of the work that is required for a job to be complete.

Materials: The new materials need to last the same amount of time with no weak link in the chain. Installing a 10 year item with a 20 year item makes no sense. They should all be 10 year or they should all be 20 year etc. We use nothing but the best products and make sure that they are all matched together.

Quality: This can be measured in many different ways. You can't judge quality just by the way it looks. If the work requires that it be done methodically and not rushed, but the worker moves too fast, then quality has to suffer. Often times you will never see the difference until enough time has gone by. Good quality work stands the test of time. A company that has been around for many decades understands that a quality job will continue to say good things about the company 20 or more years later. That doesn't matter to company's that are just trying to stay alive. They can only win jobs by price. The quality suffers when the price is too low. Our workers take the time to get the job done right the first time.

Labor: All things are not the same with labor. Many companies have 6 or 7 people on a job, but only one or two are actually employees and the rest are sub contractors and many of those are paid cash. There are serious tax and insurance implications in these circumstances. Employers have to pay FICA, Social Security, Medicare and Workers Compensation insurance, not to mention plenty of other expenses associated with employees. All of these items combined can decrease the cost of a job by 30% or more if the system is side stepped. Being a legitimate business in Rhode Island, meeting all of what the State and the federal Government requires is time consuming and costly. A company that has a few employees, but subcontracts many of their workers can provide a certificate of insurance that shows they have workers compensation for their employees, but that doesn't cover the sub contractors. And most of the subcontractors associated with a small business don't have the right insurance coverage either. They will tell you that all of the workers are their employees when they are not. Some may even be illegal aliens. There is no way to check on whether they are telling the truth. You really need to get a certificate of insurance from all contractors including subcontractors, otherwise you are at risk. We do not subcontract any of our labor unless it requires a license that we do not have such as plumbing or electrical.

Safety: Part of being a legitimate business is following all of the State and Federal regulations required by OSHA when it comes to creating a safe work place. Safety is a costly aspect of any work place and requires that the workers be trained weekly. We provide weekly training and focus on providing the safest work environment possible.