



True Stories from the Bid File  
A Home Addition Project

From the desk of Michael Budman  
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MAB Home Services, LLC

A few years ago a referral client (we'll call him Jim) called me with a home addition project. He invited me to have a look at the project and submit a proposal for the work. Upon examination of the architect's drawings I notice a few details that MAB might do differently and made some suggestions. When the bid set of drawings arrived I noticed that the architect had made the changes that were suggested. Within two weeks MAB had submitted a proposal for the work, including a fair price and a promise of a 5 to 6 month completion schedule. The client was not ready to commit as he was waiting for a bid from another contractor. Well, a month later, when the other contractor's bid came in I was informed that MAB's bid was 10 thousand dollars higher than the other guys and he had chosen to accept the lower price. I said "Thank you for allowing me to bid on the project, and good luck with your decision."

About a year and a half later I happened to run into Jim, and asked him how he liked his new home addition. Well..... he say's, its not quite finished yet. After a long story of trouble and complications, I found out that the "other" contractor had done things that were not right and they had to be fixed.

A few months later, when the addition was finished, Jim called me and apologized for not considering my proposal more seriously. Even though the fixes were completed, Jim was not pleased with the overall quality of the work and the experience left him wondering what else might be wrong that did not get noticed or was not apparent. On top of all that, injury was added to insult, when the final bill for all the "fixes and extras" came in and he was forced to pay a total price that was 5 thousand dollars higher than MAB's original bid price (not to mention the aggravation and inconvenience of the long work delay).

Before you decide to "save" money on your home improvement project, make sure you know the quality and caliber of the contractor you are dealing with.

MAB Home Service's reputation is built on delivering beautiful results, on time, with all-inclusive pricing, and no surprises at the end.