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## **Roof Estimates**

Prospective customers always ask for an estimate and many times they are seeking cost comparisons, very rarely do estimates compare. What most salespeople fail to disclose are the actual component breakdowns

These differences in estimate totals leave some customers doubting whether or not they are being taken advantage of or are 'getting a good deal'

There are many ways to cut corners on a roof installation and come up with a lower price, just some of them are listed below here.

Is your Contractor Insured with both Workers comp and General Liability?

Is your contractor using the manufacturers recommended accessories, including Asphalt Starter, Ice and Water and actual Hip and Ridge Shingles from the manufacturer?

Is your contractor changing all vents, pipe jacks and flashing all of the flash points?

Are you changing out your skylights?

Are they using the bare minimum for ice and water shield?

Does your contractor honor their labor warranty? Do they respond to callbacks?

### **If it's too good to be true...**

Our price will reflect quality workmanship per the manufactures specifications, with a profit that enables us to fairly compensate our workers, cover our costs of doing business including advertising, insurance, office expenses and servicing all warranties offered. When you review our pricing it will be more than competitive with any bids you receive, but you will know that everything was done per the manufactures installation recommendations. This will maximize your warranties and additionally have our labor warranty in force.

On the other hand, cutting corners to save five or ten percent on the job while on the surface looks appealing we want you to understand some of the downside.

Manufactures warranties can be voided or at the very best minimized.

Corner Cutting can lead to damage to the inside of your home, your fascia, soffits, wood siding, fiber cement siding, aluminum

and vinyl siding, windows inside and out, in addition to mold among other potential damage.

If you call out your contractor with a concern will he come back?

Contractors should know that cutting corners will lead to problems and if they are willing to cut corners more than likely they do not care if your property gets damaged. Even if they say they have a labor warranty does not mean they will honor it, or more than likely they are not in business for the long run and not in business when and if you need them.

The fact is unfortunately cutting corners to get a lower price only benefits your contractor, never the homeowner

### **We will never be the cheapest...**

We most likely will not be the cheapest contractor you receive a bid from, we will definitely not be the most expensive. With that said we will most definitely provide the best possible service and will fully and completely honor all of our installations above and beyond your expectations. We expect to get future business from our customers and we expect to get work from the neighbors in the area. We only can do that by delivering a great job at a fair price.

## **Your estimate**

Attached is your estimate. It is precise and includes everything required to perform the work at the highest possible standard for you to not only have peace of mind but to enjoy your home for years to come.

Our Labor Warranty on Roofing Installs

Ten years on Standard Architectural

Ten Years on Premium

Thanks for giving us the opportunity to present our company and we hope to earn your business.

Pete Galgano

Owner

PG Exteriors

