Why the low bid isn’t always the best bid

Your money is important to you. We understand that, and agree.

That’s why it’s important for you to consider more than just the dollar amount on the bids you receive for this job.

Here are five reasons why the lowest estimate may not be the best.

**Quality** — You should always consider a tree care company’s qualifications, certifications and reputation, not just the estimate. A low bid does you no good if the job isn’t done right. Ask about the contractor’s experience, the experience of the crew who will do the work and whether they’ve done projects similar to yours.

**Too low** — A bid that’s significantly lower than others may be too good to be true. The contractor may need to cut corners to get the job done within his or her budget. The contractor also may try to make up the difference with hidden fees or a final bill that’s higher than the estimate because of “unexpected” issues with the job.

**Labor** — Another cost-cutting move is to go cheap on labor. The quality of the work and jobsite safety could suffer if the crew is made up of inexperienced and unskilled labor.

**Safety** — Speaking of safety, it’s another area some contractors will shortchange to get a job done faster. Ask contractors for their safety procedures.

**Insurance** — Being bonded and insured comes with a price for a contractor. Hiring a contractor without these documents comes with a price for you, the customer. If you hire a tree care contractor who is not properly insured, you could find yourself liable if something goes wrong. Ask for proof of insurance and any required licenses.