

Marketplace Changes and Response

By Bruce Wittenbaum

It has been a long time since three bids were not received for a project, and the bids submitted were well in excess of the original estimate for the project. My estimates prior to bidding are always high-end numbers in hopes that the client will receive bids which allow the project to proceed. Material and labor costs have not doubled, so some profiteering is taking place. What are consultants and property owners to do? My position is that competitive bidding produces the best results for property owners. Market conditions will force changes in whom I allow to bid, and which systems are chosen for use.

The letter shown is an example of what I am proposing to my clients. I suggest that you consider something similar. Readers of this article are invited to provide feedback to *Interface* with their letters; in this way, everyone can benefit through a dialogue on this subject. Remember that consultants, owners, manufacturers, and contractors all have something at stake.

About The Author

Bruce Wittenbaum is president of Achievement Industries, Cincinnati, OH. He has an associate degree as a mechanical engineering technician and thirty-five years of experience in the industry. Wittenbaum is active in RCI, ASTM, NACE, and SSPC. He consults on roofing, protective coatings, energy control, and building exterior restoration. He often serves clients who don't have "on staff" capabilities.

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