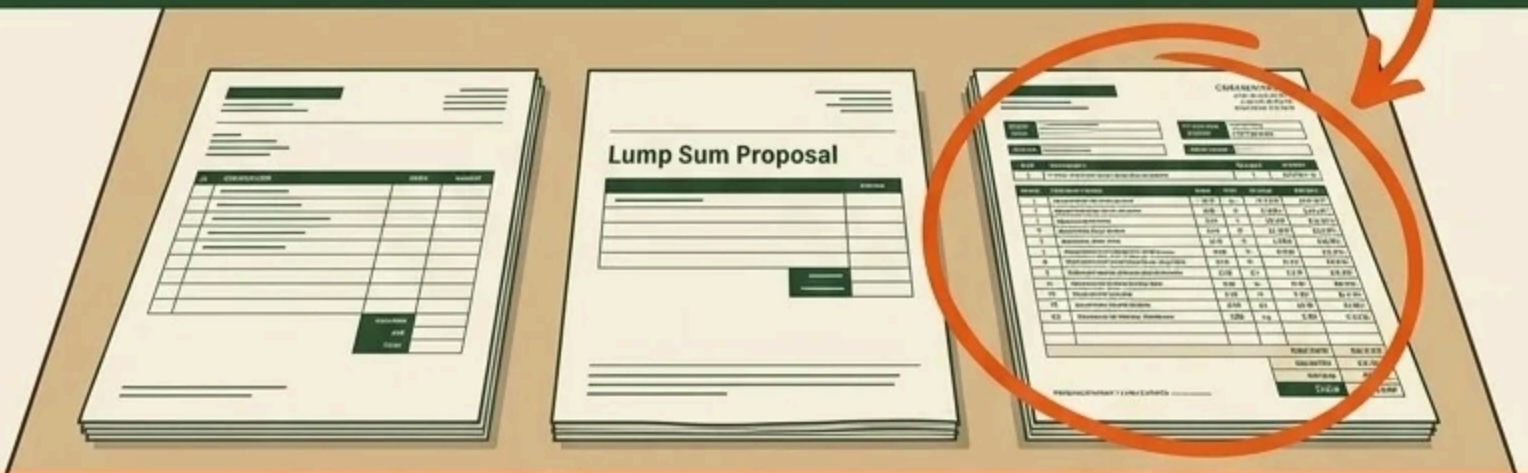


# THREE QUOTES ONE YARD A 3X PRICE SPREAD PICK BY SCOPE, NOT BY PRICE -- THE MIDDLE PRICE ISN'T A SAFE PICK --



SAVE THIS BEFORE YOU CHOOSE A BID

## THREE BIDS, ONE DRAINAGE JOB

**\$14,800**

**CONTRACTOR A**  
Full French drain system scoped

**\$7,200**

**CONTRACTOR B**  
Lump sum, no line items

**\$5,200**

**CONTRACTOR C**  
Regrade only -- a different job

**OVER 2X**

**SPREAD = A SIGNAL**  
Someone diagnosed the lot differently



### IF A CONTRACTOR CAN'T SHOW THE VOLUME MATH, THEY GUESSED

Ask each one how they calculated the cubic yards. A legitimate bid can show you the cut-fill math. A lowball can't -- and that guess becomes your overrun.



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