

BID CONSIDERATIONS AND DISCUSSION POINTS

Preparation – Discuss the degree of preparation required for the desired end result.

- **Cleaning/Pressure Washing:** Discuss what method and chemicals will be used to clean the surfaces prior to painting.
- **Scraping & Sanding:** Heavier scraping and sanding will provide a smoother and more attractive finish to already-peeling surfaces; however the cost of such efforts will be higher, because of the time involved. Discuss the cost/quality balance with your painter during the estimation phase so that you will have a mutual understanding of the level of effort/end result that is expected for the quoted price.
- **Primer:** Discuss the quality and type of primer that is to be used, if any, and which surfaces will be primed.

Product Application – Discuss surfaces to be painted, methods of application, and products to be applied.

- **Surfaces to be Painted:** Be sure you and your painter have a clear mutual understanding of which surfaces are to be painted.
- **Method of Application:** There are different methods of product application, and some are more appropriate than others for certain surfaces and situations. Discuss which method of application your painter intends to use for each surface to be painted, and how many coats will be applied.
- **Quality of Product:** Discuss the manufacturer and label of the product(s) that will be included in the bid price. Dickerson Custom Painting recommends Sherwin-Williams products for most applications; however, other products may be recommended, depending on circumstances and surfaces to be painted.
- **Special Needs:** Do you have a need or desire for a low-odor/low VOC (volatile organic compound) paint product? If so, discuss this with your painter. Several manufacturers offer low-VOC paints, and this option can be included in your estimate. Reasons for choosing a low-VOC paint could be allergies, pregnancy, air quality considerations for infants or young children, other health concerns, or environmental concerns.