

DIRTMAN

SPRINKLERS

We don't mind if you get other bids...in fact, we encourage it! However, when comparing bids it is important to make sure you are comparing 'apples to apples'. Another company may come in with a lower estimate, but here are a few factors to consider.

- **How long has the company been in business?** Dirtman Sprinklers has been in business for over 30 years! In that time, we have seen many other sprinkler companies come and go. We have installed over 2,500 systems and currently provide service to approximately 1,700 clients.
- **Does the company have a service department?** This is very important to consider! While many companies install sprinklers, very few maintain a service department. We receive many, many calls each year from homeowners who used other companies to install their systems and now can't find anyone to service them. In an effort to provide timely, exceptional service to our own clients, we no longer accept any new clients for service or repairs.
- **Does the company hold regular office hours?** Tomi is in the office daily from 8 to 3 to answer questions or schedule service work and Dan and Tiffany are also in throughout the day when not at a job site. Tomi can also always be reached on her cell in case of an emergency.
- **Does the company offer a warranty? Will they be around in years to come to honor it?** We offer a two year warranty against defect on all parts and labor. We frequently hear from homeowners (who used other sprinkler companies) that when they called with warranty issues the contractor was out of business, wouldn't return their phone calls, or would only cover parts, not labor.
- **Who will be designing the sprinkler system?** Dan still designs every sprinkler system we install. With over 30 years of experience, he understands all of the issues that need to be considered during the design process. Other companies often allow employees with little or no experience to design their systems, and we have seen some very poorly designed and inadequate sprinkler systems over the years.
- **Who will be in charge of installing the sprinkler system?** Lee, our crew foreman and business partner, has over 17 years of experience with landscape and irrigation. He is on site from start to finish and oversees the installation of each system.
- **Does the contractor require a deposit up front?** We care about our clients and our reputation. We only expect payment in full when the system is installed and you are happy with it.
- **What quality of materials does the company use?** We use commercial-grade, top quality parts and materials. Here are a few common factors to consider:
 - Is outdoor plumbing done in copper? PVC and Poly are cheaper but much more susceptible to damage.
 - Is the proper backflow preventer being used? Not all companies follow city code.
 - Does the contractor use quality poly pipe (100 PSI NSF)? We have been called to work on systems where contractors used utility grade pipe or even 1" drip pipe for main lines! PVC is also used by other contractors and can become brittle after only a few years-especially when used above ground and exposed to sunlight.
 - Are wire connections waterproof...or just wrapped with electrical tape?
 - Is conduit pipe installed over wires so weed eaters don't cut them?
 - Does the contractor have the proper equipment to bury pipe and wires at the recommended depths?
 - Is the system designed so the fall blow out fitting is easily accessible from outside? We are always shocked when we show up to winterize a system (that isn't ours) and find that we have to drag our hose through the house because the contractor put the blow out fitting inside!
- **We are a licensed, registered, and insured company.** We pay work-comp insurance, unemployment insurance, social security, and Medicare on all of our employees.

We hope this information is helpful.

Please remember: we can do it cheaper also, but do you really want us to?