

HOME, LAWN & GARDEN

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Special pullout section

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Is the lowest price the best value?

The Halton Window & Door Company has the answer

Is the lowest price the best value?

"Very, very rarely is the lowest price the best value," says Anthony Maan, co-owner of The Halton Window & Door Company.

"Over the years we've seen people who have paid far too little and far too much for their windows and doors— either one is not good value," he says. "Many companies believe that people are looking for the cheapest price and that's just not my experience with homeowners."

People today are far more educated about renovations, Maan says, and most people understand the old saying, "You get what you pay for."

That is very much the case in the window and door business. Homeowners understand the difference between lowest price and best value and in almost every case choose the better value over the lowest price. They are looking for quality AND value and you don't have to settle for one or the other.

When comparing quotes it's important to look at the quality of the window, energy ratings, certifications, warranty and the quality of installation. It's very easy to be the cheapest, all you have to do is buy the cheapest windows and pay your



The Halton Window & Door Company co-owners Mike Patterson (left) and Anthony Maan, stand proudly in front of their truck. The company showroom is located at 374 Guelph St., at the corner of Guelph St. and Delrex Blvd.

installer the lowest rate. That practice produces a lot of problems and has led to a huge number of window companies going bankrupt, leaving the homeowner with problem windows and no warranty, Maan says.

The best thing a homeowner can

do, he says, is to get quotes from companies who have a presence in their own community.

"Ask questions, listen to the information and go and see jobs that have been done in your neighborhood," Maan says. "Not researching is the

biggest mistake people can make. The idea of, "a window is a window" couldn't be further from the truth.

"At The Halton Window & Door Company we pride ourselves in quality offering the best window, best warranty and the best installa-

tion, all at a medium price."

For a free estimate for your house, call 905-877-0177.

The Halton Window and Door Company is located at 374 Guelph St. at the corner of Guelph St. and Delrex Blvd.

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