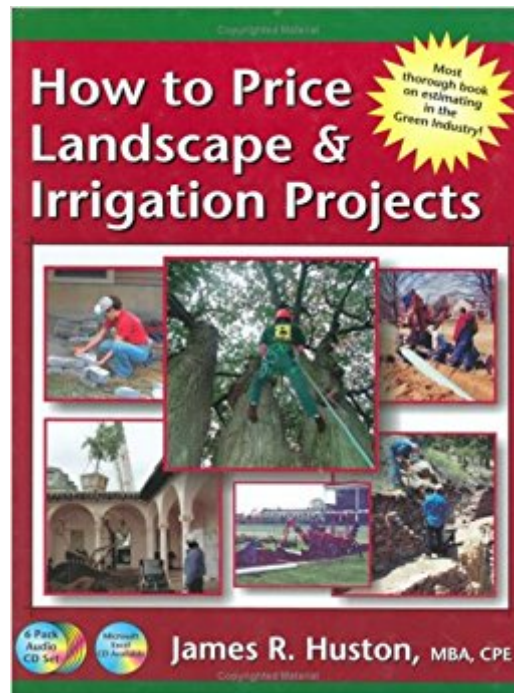


The book was found

# How To Price Landscape & Irrigation Projects (Book) (Greenback Series)



## Synopsis

A practical, step-by-step, hands-on guide that provides a comparative analysis of the six most common methods of estimating used in the market today. It not only shows you how to price your projects accurately and confidently, but it also explains the total quality management (TQM) process and how to run your jobs (and your company) right from the bid sheet.

## Book Information

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## Customer Reviews

Jim Huston's book is a must have for anyone who is serious about success in the landscape & irrigation business. -- Dan Foley, CLP, President, D. Foley Landscape, Inc., Walpole, MA  
Jim Huston's new book is a must have reference for every landscape and irrigation contractor. -- Bob Dobson, President, Middletown Sprinkler Co., Inc., Port Monmouth, NJ  
With over 40 years experience behind me, I must say that Jim's book is required reading. --Rick Randall, Founder, The RBI Companies, Littleton, CO  
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James R. Huston is author, management consultant, speaker and trainer. He has been conducting seminars and workshops for the Green Industry since 1987. A member of the American Society of

Professional Estimators, he is one of only two certified professional landscape estimators in the world. His credentials include a bachelor's degree in psychology and an MBA in Finance.

A must for anybody serious about the green industry.

This is an invaluable resource for landscape contractors and anyone else who wishes to be successful in the landscaping business. Huston, an MBA who specializes in coaching landscaping companies of all sizes and specializations, explains the process of bidding jobs according to a pre-formulated yearly budget. His three phase bidding method is clearly explained and illustrated in numerous applications from residential landscape installation jobs, to large commercial maintenance jobs, to time and materials irrigation projects, and much more. In addition to these clear "how to" sections, it contains a wealth of information such as production rates and industry benchmarks, which will make it a valuable tool for the owner or estimator of any company throughout the company's lifetime. With this, as well as valuable explanations of company expansion scenarios and "exit strategies", I feel well equipped for success. I will never again be one of those creative types who must confess that I am "an expert in my art but I know nothing about business". Now I know a lot about both.

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