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Improve Your Construction Business: Pricing and Bidding (illustrated edition)

By Claes-Axel Andersson, etc.

International Labour Office. Paperback. Book Condition: new. BRAND NEW, Improve Your Construction Business: Pricing and Bidding (illustrated edition), Claes-Axel Andersson, etc., This work is part of a series designed to suit the specific needs of small building and public works contractors, and the problems that arise from bidding for and carrying out varied and dispersed projects in a context of highly cyclical demand. This handbook covers pricing and bidding to obtain new projects. Too many contractors produce "guesstimates" - not estimates - of project costs, so they either bid too high and lose the contract, or - often even worse - get the work at a price which is below cost. Besides taking the reader step-by-step through the preparation of the bid on a small building contract, the handbook contains a contract glossary.



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