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Estimates, Costs Profits: Exterior Painting and Interior Decorating (Classic Reprint)

F. N. Vanderwalker

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Excerpt from Estimates, Costs Profits: Exterior Painting and Interior Decorating

Efficiency is the goal of the business world today and it means just as much to the contracting painter as to any other business man, efficiency in business methods, in handling men, equipment and materials. The efficient painter makes money on a contract that his inefficient competitor would fill at a loss.

To know your business, to figure where the other fellow guesses at it is the most worthy, the most effective of all efforts to make a profit.

The figures given in this book were carefully worked out and verified. They are given chiefly to explain the method, but all are as nearly accurate as it is possible to make them under average working conditions. Any tests you may make probably will not come out in exactly the same figures, but they will show that the figures given are accurate enough for all practical purposes and to furnish a basis upon which to build an estimate and calculate costs.

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