



2024 NATIONAL REPAIR & REMODELING ESTIMATOR

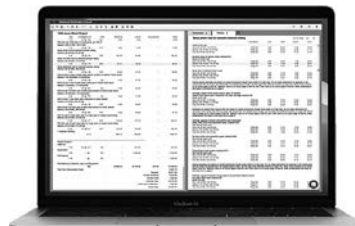
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Albert S. Paxton & Joshua K.J. Paxton

47th Edition



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Preface

The authors have corresponded with manufacturers and wholesalers of building material supplies and surveyed retail pricing services. From these sources, they have developed Average Material Unit Costs which should apply in most parts of the country.

Wherever possible, the authors have listed Average Labor Unit Costs which are derived from the Average Manhours per Unit, the Crew Size, and the Wage Rates used in this book. Please read How to Use This Book for a more in-depth explanation of the arithmetic.

If you prefer, you can develop your own local labor unit costs. You can do this by simply multiplying the Average Manhours per Unit by your local crew wage rates per hour. Using your actual local labor wage rates for the trades will make your estimate more accurate.

What is a realistic labor unit cost to one reader may well be low or high to another reader, because of variations in labor efficiency. The Average Manhours per Unit figures were developed by time studies at job sites around the country. To determine the daily production rate for the crew, divide the total crew manhours per day by the Average Manhours per Unit.

The subject topics in this book are arranged in alphabetical order, A to Z. To help you find specific construction items, there is a complete alphabetical index at the end of the book, and a main subject index at the beginning of the book.

About the Authors

Albert Paxton (AlbertSPaxton@gmail.com) is a California licensed General Contractor (B1-425946) and a Certified Professional Estimator with the *American Society of Professional Estimators*. He has served as the National Project Director at *Unified Building Sciences, Inc. (UBS)* (www.UnifiedGroup.com) in Dallas, Texas, since 2012, retiring from *UBS* in December 2022. Mr. Paxton is active as an Insurance Policy Appraiser and Umpire and as an Arbitration Neutral.

Joshua Paxton (JoshuaP@UnifiedGroup.com) has served as a Senior Consultant at *Unified Building Sciences, Inc.* since 2017 and is located in Los Angeles, California.

This manual shows crew, manhours, material, labor and equipment cost estimates based on Large or Small Volume work, then a total cost and a total including overhead and profit. No single price fits all repair and remodeling jobs. Generally, work done on smaller jobs costs more per unit installed and work on larger jobs costs less. The estimates in this book reflect that simple fact. The two estimates you find for each work item show the authors' opinion of the likely range of costs for most contractors and for most jobs. So, which cost do you use, High Volume or Low Volume?

The only right price is the one that gets the job and earns a reasonable profit. Finding that price always requires estimating judgment. Use Small Volume cost estimates when some or most of the following conditions are likely:

- The crews won't work more than a few days on site.
- Better quality work is required.
- Productivity will probably be below average.
- Volume discounts on materials aren't available.
- Bidding is less competitive.
- Your overhead is higher than most contractors.

When few or none of those conditions apply, use Large Volume cost estimates.

The *UBS* staff is comprised of estimators, engineers, and project managers who are also building appraisers, expert witnesses, and arbitrators in residential and commercial construction, both new and repair and remodeling work. *UBS* operates nationwide, with clients including property insurance carriers, financial institutions, self-insureds, and private individuals.

In addition to daily claims involving commercial and industrial structures, Joshua Paxton's *UBS* assignments have included catastrophe claims related to fires, hurricanes, floods, etc.

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How to Use This Book

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Description	Oper	Unit	Vol	Crew Size	Man- hours per Unit	Crew Output per Day	Avg Mat'l Unit Cost	Avg Labor Unit Cost	Avg Equip Unit Cost	Avg Total Unit Cost	Avg Price Incl O&P

The descriptions and cost data in this book are arranged in a series of columns, which are described below. The cost data is divided into two categories: Costs Based On Large Volume and Costs Based On Small Volume. These two categories provide the estimator with a pricing range for each construction topic.

The Description column (1) contains the pertinent, specific information necessary to make the pricing information relevant and accurate.

The Operation column (2) contains a description of the construction repair or remodeling operation being performed. Generally the operations are Demolition, Install, and Reset.

The Unit column (3) contains the unit of measurement or quantity which applies to the item described.

The Volume column (4) breaks jobs into Large and Small categories. Based on the information given regarding volume (on page 2), select your job size.

The Crew Size column (5) contains a description of the trade that usually installs or labors on the specified item. It includes information on the labor trade that installs the material and the typical crew size. Letters and numbers are used in the abbreviations in the crew size column. Full descriptions of these abbreviations are in the Crew Compositions and Wage Rates table, beginning on page 15.

The Manhours per Unit column (6) is for the listed operation and listed crew.

The units per day in this book don't take into consideration unusually large or small quantities. But items such as travel, accessibility to work, experience of workers, and protection of undamaged property, which can favorably or adversely affect productivity, have been considered in developing Average Manhours per Unit. For further information about labor, see "Notes — Labor" in the Notes Section of some specific items.

Crew Output per Day (7) is based on how many units, on average, a crew can install or demo in one 8-hour day.

Crew Output per Day and Average Material Unit (8) Cost should assist the estimator in:

1. Checking prices quoted by others.
2. Developing local prices.

The Average Material Unit Cost column contains an average material cost for products (including, in many cases, the by-products used in installing the products) for both large and small volume. It doesn't include an allowance for sales tax, delivery charges, overhead and profit. Percentages for waste, shrinkage, or coverage have been taken into consideration unless indicated. For other information, see "Dimensions" or "Installation" in the Notes Section.

If the item described has many or very unusual by-products which are essential to determining the Average Material Unit Cost, the author has provided examples of material pricing. These examples are placed throughout the book in the Notes Section.

You should verify labor rates and material prices locally. Though the prices in this book are average material prices, prices vary from locality to locality. A local hourly wage rate should normally include taxes, benefits, and insurance. Some contractors may also include overhead and profit in the hourly rate.

The Average Labor Unit Cost column (9) contains an average labor cost based on the Average Manhours per Unit and the Crew Compositions and Wage Rates table. The average labor unit cost equals the Average Manhours per Unit multiplied by the Average Crew Rate per hour. The rates include fringe benefits, taxes, and insurance. Examples that show how to determine the average labor unit cost are provided in the Notes Section.

The Average Equipment Unit Cost column (10) contains an average equipment cost, based on both the average daily rental and the cost per day if owned and depreciated. The costs of daily maintenance and the operator are included.

The Average Total Unit Cost column (11) includes the sum of the Material, Equipment, and Labor Cost columns. It doesn't include an allowance for overhead and profit.

The Average (Total) Price Including Overhead and Profit column (12) results from adding an overhead and profit allowance to Total Cost. This allowance reflects the author's interpretation of average fixed and variable overhead expenses and the labor intensiveness of the operation vs. the costs of materials for the operation. This allowance factor varies throughout the book, depending on the operation. Each contractor interprets O&P differently. The range can be from 15 percent to 80 percent of the Average Total Unit Cost.

Estimating Techniques

Estimating Repair/Remodeling Jobs: The unforeseen, unpredictable, or unexpected can ruin you.

Each year, the residential repair and remodeling industry grows. It's currently outpacing residential new construction due to increases in land costs, labor wage rates, interest rates, material costs, and economic uncertainty. When people can't afford a new home, they tend to remodel their old one. And there are always houses that need repair, from natural disasters or accidents like fire. The professional repair and remodeling contractor is moving to the forefront of the industry.

Repair and remodeling spawns three occupations: the contractor and his workers, the insurance company property claims adjuster, and the property damage appraiser. Each of these professionals shares common functions, including estimating the cost of the repair or remodeling work.

Estimating isn't an exact science. Yet the estimate determines the profit or loss for the contractor, the fairness of the claim payout by the adjuster, and the amount of grant or loan by the appraiser. Quality estimating must be uppermost in the mind of each of these professionals. And accurate estimates are possible only when you know exactly what materials are needed and the number of manhours required for demolition, removal, and installation. Remember, profits follow the professional. To be profitable you must control costs — and cost control is directly related to accurate, professional estimates.

There are four general types of estimates, each with a different purpose and a corresponding degree of accuracy:

- The guess method: "All bathrooms cost \$5,000." or "It looks like an \$8,000 job to me."
- The per measure method: (I like to call it the surprise package.) "Remodeling costs \$60 per SF, the job is 500 SF, so the price is \$30,000."

These two methods are the least accurate and accomplish little for the adjuster or the appraiser. The contractor might use the methods for qualifying customers (e.g., "I thought a bathroom would only cost \$2,000."), but never as the basis for bidding or negotiating a price.

- The piece estimate or stick-by-stick method.
- The unit cost estimate method.

These two methods yield a detailed estimate itemizing all of the material quantities and costs, the labor manhours and wage rates, the subcontract costs, and the allowance for overhead and profit.

Though time-consuming, the detailed estimate is the most accurate and predictable. It's a very satisfactory

tool for negotiating either the contract price or the adjustment of a building loss. The piece estimate and the unit cost estimate rely on historical data, such as manhours per specific job operation and recent material costs. The successful repair and remodeling contractor, or insurance/appraisal company, maintains records of previous jobs detailing allocation of crew manhours per day and materials expended.

While new estimators don't have historical data records, they can rely on reference books, magazines, and newsletters to estimate manhours and material costs. It is important to remember that **the reference must pertain to repair and remodeling**. This book is designed *specifically* to meet this requirement.

The reference material must specialize in repair and remodeling work because there's a large cost difference between new construction and repair and remodeling. Material and labor construction costs vary radically with the size of the job or project. Economies of scale come into play. The larger the quantity of materials, the better the purchase price should be. The larger the number of units to be installed, the greater the labor efficiency.

Repair and remodeling work, compared to new construction, is more expensive due to a normally smaller volume of work. Typical repair work involves only two or three rooms of a house, or one roof. In new construction, the job size may be three to five complete homes or an entire development. And there's another factor: a lot of repair and remodeling is done with the house occupied, forcing the crew to work around the normal, daily activities of the occupants. In new construction, the approach is systematic and logical — work proceeds from the ground up to the roof and to the inside of the structure.

Since the jobs are small, the repair and remodeling contractor doesn't employ trade specialists. Repairers employ the "jack-of-all-trades" who is less specialized and therefore less efficient. This isn't to say the repairer is less professional than the trade specialist. On the contrary, the repairer must know about many more facets of construction: not just framing, but painting, finish carpentry, roofing, and electrical as well. But because the repairer has to spread his expertise over a greater area, he will be less efficient than the specialist who repeats the same operation all day long.

Another factor reducing worker efficiency is poor access to the work area. With new construction, where building is an orderly "from the ground up" approach, workers have easy access to the work area for any given operation. The workers can spread out as much as needed, which facilitates efficiency and minimizes the manhours required to perform a given operation.

The opposite situation exists with repair and remodeling construction. Consider an example where the work area involves fire damage on the second floor. Materials either go up through the interior stairs or through a second

story window. Neither is easy when the exterior and interior walls have a finished covering such as siding and drywall. That results in greater labor costs with repair and remodeling because it takes more manhours to perform many of the same tasks.

If, as a professional estimator, you want to start collecting historical data, the place to begin is with daily worker time sheets that detail:

1. total hours worked by each worker per day
2. what specific operations each worker performed that day
3. how many hours (to the nearest tenth) each worker used in each operation performed that day.

Second, you must catalog all material invoices daily, being sure that quantities and unit costs per item are clearly indicated.

Third, maintain a record of overhead expenses attributable to the particular project. Then, after a number of jobs, you'll be able to calculate an average percentage of the job's gross amount that's attributable to overhead. Many contractors add 45% for overhead and profit to their total direct costs (direct labor, direct material, and direct subcontract costs). But that figure may not be right for your jobs.

Finally, each week you should reconcile in a job summary file the actual costs versus the estimated costs, and determine why there is any difference. This information can't immediately help you on this job since the contract has been signed, but it will be invaluable to you on your next job.

Up to now I've been talking about general estimating theory. Now let's be more specific. On page 8 is a Building Repair Estimate form. Each line is keyed to an explanation. A filled-out copy of the form is also provided, and on page 10, a blank, full-size copy that you can reproduce for your own use.

You can adapt the Building Repair Estimate form, whether you're a contractor, adjuster, or appraiser. Use of the form will yield a detailed estimate that will identify:

- The room or area involved, including sizes, dimensions and measurements.
- The kind and quality of material to be used.
- The quantities of materials to be used and verification of their prices.
- The type of work to be performed (demolish, remove, install, remove and reset) by what type of crew.
- The crew manhours per job operation and verification of the hourly wage scale.
- All arithmetical calculations that can be verified.
- Areas of difference between your estimate and others.

- Areas that will be a basis for negotiation and discussion of details.

Each job estimate begins with a visual inspection of the work site. If it's a repair job, you've got to see the damage. Without a visual inspection, you can't select a method of repair and you can't properly evaluate the opinions of others regarding repair or replacement. With either repair or remodeling work, the visual inspection is essential to uncover the "hiders" — the unpredictable, unforeseen, and unexpected problems that can turn profit into loss, or simplicity into nightmare. You're looking for the many variables and unknowns that exist behind an exterior or interior wall covering.

Along with the Building Repair Estimate form, use this checklist to make sure you're not forgetting anything.

Checklist

- Site accessibility: Will you store materials and tools in the garage? Is it secure? You can save a half hour to an hour each day by storing tools in the garage. Will the landscaping prevent trucks from reaching the work site? Are wheelbarrows or concrete pumpers going to be required?
- Soil: What type and how much water content? Will the soil change your excavation estimate?
- Utility lines: What's under the soil and where? Should you schedule the utilities to stake their lines?
- Soundness of the structure: If you're going to remodel, repair or add on, how sound is that portion of the house that you're going to have to work around? Where are the load-bearing walls? Are you going to remove and reset any walls? Do the floor joists sag?
- Roof strength: Can the roof support the weight of another layer of shingles. (Is four layers of composition shingles already too much?)
- Electrical: Is another breaker box required for the additional load?

This checklist is by no means complete, but it is a start. Take pictures! A digital camera will quickly pay for itself. When you're back at the office, the picture helps reconstruct the scene. Before and after pictures are also a sales tool representing your professional expertise.

During the visual inspection always be asking yourself "what if" this or that happened. Be looking for potential problem areas that would be extremely labor intensive or expensive in material to repair or replace.

Also spend some time getting to know your clients and their attitudes. Most of repair and remodeling work occurs while the house is occupied. If the work will be messy, let the homeowners know in advance. Their satisfaction is your ultimate goal — and their satisfaction will provide you a pleasant working atmosphere. You're there to communicate with them. At the end of an estimate and visual inspection, the homeowner should have a clear idea of what you can or can't do, how it will be

done, and approximately how long it will take. Don't discuss costs now! Save the estimating for your quiet office with a print-out calculator and your cost files or reference books.

What you create on your estimate form during a visual inspection is a set of rough notes and diagrams that make the estimate speak. To avoid duplications and omissions, estimate in a *systematic sequence of inspection*. There are two questions to consider. First, where do you start the estimate? Second, in what order will you list the damaged or replaced items? It's customary to start in the room having either the most damage or requiring the most extensive remodeling. The sequence of listing is important. Start with either the floor or the ceiling. When starting with the floor, you might list items in the following sequence: Joists, subfloor, finish floor, base — listing from bottom to top. When starting with the ceiling, you reverse, and list from top to bottom. The important thing is to be consistent as you go from room to room! It's a good idea to figure the roof and foundation separately, instead of by the room.

After completing your visual inspection, go back to your office to cost out the items. Talk to your material supply houses and get unit costs for the quantity involved. Consult your job files or reference books and assign crew manhours to the different job operations.

There's one more reason for creating detailed estimates. Besides an estimate, what else have your notes given you? A material take-off sheet, a lumber list, a plan and specification sheet — the basis for writing a job summary for comparing estimated costs and profit versus actual costs and profit — and a project schedule that minimizes down time.

Here's the last step: Enter an amount for overhead and profit. No matter how small or large your work volume is, be realistic — everyone has overhead and every business entity works to make a fair and reasonable profit. An office, even in your home, costs money to operate. If family members help out, pay them. Everyone's time is valuable!

If you expect there will be a supervising general contractor on the job, and the overhead and profit is computed as a percentage of the job, then overhead and profit dollars automatically adjust to the job size and the job complexity.

Don't forget to charge for performing your estimate. A professional expects to be paid. You'll render a better product if you know you're being paid for your time. If you want to soften the blow to the owner, say the first hour is free or that the cost of the estimate will be deducted from the job price if you get the job.

In conclusion, whether you're a contractor, adjuster, or appraiser, you're selling your personal service, your ideas, and your reputation. To be successful you must:

- Know yourself and your capabilities.
- Know what the job will require by ferreting out the "hiders."
- Know your products and your work crew.
- Know your productivity and be able to deliver in a reasonable manner and within a reasonable time frame.
- Know your client and make it clear that all change orders, no matter how large or small, will cost money.

National Estimator Cloud

This manual is also available by subscription on the Web. *National Estimator Cloud* includes all ten of Craftsman's 2024 construction cost estimating references. Each of these manuals has about 400 pages of current labor and material costs for construction — all neatly organized and indexed. Use these costs to build estimates and bids for nearly any type of project. Your work is kept secure on the Web. *National Estimator Cloud*:

- Prints estimates, bids and invoices as Word, Excel or PDF documents.
- Runs as a secure app on the Web so you can write estimates anywhere you have a Web connection.
- Exports invoices to QuickBooks, either desktop or the online.
- Bids and invoices can show as much or as little detail as you want.
- Material costs are updated regularly as prices change.
- Costs only a few dollars a month. Cancel any time you want.

Keyed Explanations of the Building Repair Estimate Form

1. Insert name of insured(s).
2. Insert claim number or, if claim number is not available, insert policy number or binder number.
3. Insert the page number and the total number of pages.
4. Insert street address, city and state where loss or damage occurred.
5. Insert type of loss (wind, hail, fire, water, etc.)
6. Check YES if there is other insurance, whether collectible or not. Check NO if there's only one insurer.
7. Insert the present replacement cost of the building. What would it cost to build the structure today?
8. Insert present actual cash value of the building.
9. Insert the amount of insurance applicable. If there is more than one insurer, insert the total amount of applicable insurance provided by all insurers.
10. If the amount of insurance required is based on replacement cost value, circle RCV and insert the percent required by the policy, if any.
Note: (regarding 10 and 11) if there is a non-concurrency, i.e., one insurer requires insurance to 90% of value while another requires insurance to 80% of value, make a note here. Comment on the non-concurrency in the settlement report.
11. If the amount of insurance required is based on actual cash value, circle ACV and insert the percent required by the policy, if any.
12. The installed price and/or material price only, as expressed in columns 13 through 15, may include any of the following (expressed in units and unit prices):
 - Material only (no labor)
 - Material and labor to replace
 - Material and labor to remove and replace

Unit Cost is determined by dividing dollar cost by quantity. The term cost, as used in unit cost, is not intended to include any allowance, percentage or otherwise, for overhead or profit. Usually, overhead and profit are expressed as a percentage of cost. Cost must be determined first. Insert a line or dash in a space(s) in columns 13, 14, 15, 17, 18 or 19 if the space is not to be used.
13. The *units* column includes both the quantity and the unit of measure, i.e., 100 SF, 100 BF, 200 CF, 100 CY, 20 ea., etc.
14. The *unit price* may be expressed in dollars, cents or both. If the units column has 100 SF and if the unit price column has \$.10, this would indicate the price to be 100 per SF.
15. The *total* column is merely the dollar product of the quantity (in column 13) times the price per unit measure (in column 14).
16. 16-19. These columns are normally used to express labor as follows: hours times rate per hour. However, it is possible to express labor as a unit price, i.e., 100 SF in column 13, a dash in column 17, \$.05 in column 18 and \$5.00 in column 19.
20. Under *description of item*, the following may be included:
 - Description of item to be repaired or replaced (studs 2" x 4" 8'0" #2 Fir, Sheetrock 1/2", etc.)
 - Quantities or dimensions (20 pcs., 8'0" x 14'0", etc.)
 - Location within a room or area (north wall, ceiling, etc.)
 - Method of correcting damage (paint - 1 coat; sand, fill and finish; R&R; remove only; replace; resize; etc.)
- 21-22. Dollar totals of columns A and B respectively.
- 23-27. Spaces provided for items not included in the body of the estimate (subtotals, overhead, profit, sales tax, etc.)
28. Total cost of repair.
29. Insert the agreed amount here. The agreement may be between the claim representative and the insured or between the claim rep and the repairer. If the agreed price is different from the grand total, the reason(s) for the difference should be itemized on the estimate sheet. If there is no room, attach an additional estimate sheet.
30. PRINT the name of the insured or the repairer so that it is legible.
31. PRINT the address of the insured or repairer legibly. Include phone number.
32. The insured or a representative of the repairer should sign here indicating agreement with the claim rep's estimate.
33. Insured or representative of the repairer should insert date here.
34. Claim rep should sign here.
35. Claim rep should insert date here.
36. Insert name of service office here.

Building Repair Estimate

Date

Insured			Claim or Policy No.		Page of				
Loss Address			Home Ph.		Cause of Loss				
City			Bus. Ph.		Other Ins. Y N				
Building. R.C.V.		Bldg. A.C.V.	Insurance Amount						
Insurance Required R.C.V.(%)			A.C.V.(%)		Unit Cost or Material Price Only				
Description of Item				Unit	Unit Price	Total (Col. A)	Labor Price Only		
							Hours	Rate	Total Col. B)
THIS IS NOT AN ORDER TO REPAIR			TOTALS						
The undersigned agrees to complete and guarantee repairs at a total of \$					Total Column A				
Repairer									
Street									
City Phone									
By									
Adjuster Date of A/P									
Adj. License No. (If Any)					Grand Total				
Service Office Name									

Note: This form does not replace the need for field notes, sketches and measurements.

Wage Rates Used in This Book

Wage rates listed here and used in this book were compiled in the fall of 2023 and projected to mid-2024. Wage rates are in dollars per hour.

“Base Wage Per Hour” (Col. 1) includes items such as vacation pay and sick leave which are normally taxed as wages. Nationally, these benefits average 5.65% of the Base Wage Per Hour. This amount is paid by the Employer in addition to the Base Wage Per Hour.

“Liability Insurance and Employer Taxes” (Cols. 3 & 4) include national averages for state unemployment insurance (4.00%), federal unemployment insurance (0.60%), Social Security and Medicare tax (7.65%), li-

bility insurance (2.29%), and Workers’ Compensation Insurance which varies by trade. This total percentage (Col. 3) is applied to the sum of Base Wage Per Hour and Taxable Fringe Benefits (Col. 1 + Col. 2) and is listed in Dollars (Col. 4). This amount is paid by the Employer in addition to the Base Wage Per Hour and the Taxable Fringe Benefits.

“Non-Taxable Fringe Benefits” (Col. 5) include employer-sponsored medical insurance and other benefits, which nationally average 4.99% of the Base Wage Per Hour.

“Total Hourly Cost Used In This Book” is the sum of Columns 1, 2, 4, & 5.

Trade	1 Base Wage Per Hour	2 Taxable Fringe Benefits (5.65% of Base Wage)	3 Liability Insurance & Employer Taxes %	4 \$	5 Non-Taxable Fringe Benefits (4.99% of Base Wage)	6 Total Hourly Cost Used in This Book
Air Tool Operator	\$35.43	\$2.00	25.16%	\$9.42	\$1.77	\$48.62
Bricklayer or Stone Mason	\$30.71	\$1.73	24.24%	\$7.86	\$1.53	\$41.83
Bricktender	\$22.80	\$1.29	24.24%	\$5.84	\$1.14	\$31.07
Carpenter	\$28.89	\$1.63	29.82%	\$9.10	\$1.44	\$41.06
Cement Mason	\$29.23	\$1.65	22.44%	\$6.93	\$1.46	\$39.27
Drywall Installer	\$29.95	\$1.69	22.62%	\$7.16	\$1.49	\$40.29
Drywall Taper	\$30.27	\$1.71	22.62%	\$7.23	\$1.51	\$40.72
Electrician, Journeyman Wireman	\$34.25	\$1.93	19.33%	\$6.99	\$1.71	\$44.88
Equipment Operator	\$34.58	\$1.95	24.16%	\$8.83	\$1.73	\$47.09
Fence Erector	\$31.25	\$1.76	24.94%	\$8.23	\$1.56	\$42.80
Floor Layer: Carpet, Linoleum, Soft Tile	\$28.09	\$1.59	22.99%	\$6.82	\$1.40	\$37.90
Floor Layer: Hardwood	\$29.49	\$1.67	22.99%	\$7.16	\$1.47	\$39.79
Glazier	\$29.16	\$1.65	24.59%	\$7.58	\$1.45	\$39.84
Laborer, General Construction	\$23.25	\$1.31	30.92%	\$7.59	\$1.16	\$33.31
Lather	\$30.00	\$1.69	20.65%	\$6.54	\$1.50	\$39.73
Marble Setter	\$27.79	\$1.57	20.72%	\$6.08	\$1.39	\$36.83
Millwright / Finish Carpenter	\$29.39	\$1.66	20.62%	\$6.40	\$1.47	\$38.92
Mosaic & Terrazzo Setter	\$29.48	\$1.66	20.72%	\$6.45	\$1.47	\$39.06
Mosaic & Terrazzo Setter Helper	\$22.55	\$1.27	20.72%	\$4.94	\$1.13	\$29.89
Painter, Brush	\$31.00	\$1.75	23.98%	\$7.85	\$1.55	\$42.15
Painter, Spray-Gun	\$31.93	\$1.80	23.98%	\$8.09	\$1.59	\$43.41
Paperhanger	\$32.55	\$1.84	23.98%	\$8.25	\$1.62	\$44.26
Plasterer	\$29.58	\$1.67	27.11%	\$8.47	\$1.48	\$41.20
Plasterer Helper	\$23.28	\$1.31	27.11%	\$6.67	\$1.16	\$32.42
Plumber	\$35.42	\$2.00	23.55%	\$8.81	\$1.77	\$48.00
Reinforcing Ironworker	\$31.05	\$1.75	27.27%	\$8.94	\$1.55	\$43.29
Roofer, Foreman	\$32.57	\$1.84	41.02%	\$14.12	\$1.62	\$50.15
Roofer, Journeyman	\$29.61	\$1.67	41.02%	\$12.83	\$1.48	\$45.59
Roofer, Hot Mop Pitch	\$30.50	\$1.72	41.02%	\$13.22	\$1.52	\$46.96
Roofer, Wood Shingles	\$31.09	\$1.76	41.02%	\$13.48	\$1.55	\$47.88
Sheet Metal Worker	\$33.97	\$1.92	24.94%	\$8.95	\$1.69	\$46.53
Tile Setter	\$29.77	\$1.68	20.72%	\$6.52	\$1.49	\$39.46
Tile Setter's Helper	\$22.55	\$1.27	20.72%	\$4.94	\$1.13	\$29.89
Truck Driver	\$25.29	\$1.43	25.16%	\$6.72	\$1.26	\$34.70

Area Modification Factors

Construction costs are higher in some areas than in other areas. Add or deduct the percentages shown on the following pages to adapt the costs in this book to your job site. Adjust your cost estimate by the appropriate percentages in this table to find the estimated cost for the site selected. Where 0% is shown, it means no modification is required.

Modification factors are listed alphabetically by state and province. Areas within each state are listed by the first three digits of the postal zip code. For convenience, one representative city is identified in each three-digit zip or range of zips. Percentages are based on the average of all data points in the table.

Factors listed for each state and province are the average of all data points in that state or province.

Alabama Average	-3%	Herlong	961.....1%
Anniston	362.....-5%	Inglewood	902-905 .....10%
Auburn	368.....-3%	Irvine	926-927 .....14%
Bellamy	369.....-1%	Lompoc	934.....1%
Birmingham	350-352 .....5%	Long Beach	907-908 .....11%
Dothan	363.....-3%	Los Angeles	900-901 .....9%
Evergreen	364.....-6%	Marysville	959.....2%
Gadsden	359.....-6%	Modesto	953.....1%
Huntsville	358.....3%	Mojave	935.....6%
Jasper	355.....-9%	Novato	949.....17%
Mobile	365-366 .....-3%	Oakland	945-947 .....19%
Montgomery	360-361 .....1%	Orange	928.....13%
Scottsboro	357.....-1%	Oxnard	930.....3%
Selma	367.....-5%	Pasadena	910-912 .....10%
Sheffield	356.....0%	Rancho Cordova	956-957 .....8%
Tuscaloosa	354.....-5%	Redding	960.....2%
Alaska Average	14%	Richmond	948.....20%
Anchorage	995.....17%	Riverside	925.....3%
Fairbanks	997.....20%	Sacramento	958.....8%
Juneau	998.....13%	Salinas	939.....3%
Ketchikan	999.....7%	San Bernardino	923-924 .....4%
King Salmon	996.....13%	San Diego	919-921 .....8%
Arizona Average	-4%	San Francisco	941.....28%
Chambers	865.....-17%	San Jose	950-951 .....26%
Douglas	855.....-10%	San Mateo	943-944 .....25%
Flagstaff	860.....-8%	Santa Barbara	931.....3%
Kingman	864.....-3%	Santa Rosa	954.....12%
Mesa	852.....5%	Stockton	952.....7%
Phoenix	850.....5%	Sunnyvale	940.....26%
Prescott	863.....-4%	Van Nuys	913-916 .....9%
Show Low	859.....-9%	Whittier	906.....9%
Tucson	856-857 .....5%	Colorado Average	1%
Yuma	853.....4%	Aurora	800-801 .....9%
Arkansas Average	-7%	Boulder	803-804 .....7%
Batesville	725.....-8%	Colorado Springs	808-809 .....2%
Camden	717.....-6%	Denver	802.....11%
Fayetteville	727.....-3%	Durango	813.....-6%
Fort Smith	729.....-7%	Fort Morgan	807.....-3%
Harrison	726.....-13%	Glenwood Springs	816.....5%
Hope	718.....-10%	Grand Junction	814-815 .....-4%
Hot Springs	719.....-13%	Greeley	806.....5%
Jonesboro	724.....-2%	Longmont	805.....3%
Little Rock	720-722 .....-2%	Pagosa Springs	811.....-7%
Pine Bluff	716.....-11%	Pueblo	810.....-3%
Russellville	728.....-6%	Salida	812.....-1%
West Memphis	723.....0%	Connecticut Average	8%
California Average	9%	Bridgeport	66.....9%
Alhambra	917-918 .....10%	Bristol	60.....11%
Bakersfield	932-933 .....0%	Fairfield	64.....10%
El Centro	922.....0%	Hartford	61.....10%
Eureka	955.....-1%		
Fresno	936-938 .....0%		

Figures for three-digit zips are the average of all five-digit zips in that area, and are the weighted average of factors for labor, material and equipment.

The *National Estimator Cloud* program at <https://craftsman-book.com/national-estimator-cloud> will apply an area modification factor for any five-digit zip you select. Click the Area Cost Modification icon on the program tool bar. Area modifications in *National Estimator Cloud* are updated regularly and may differ from figures on the following pages.

These percentages are composites of many costs and will not necessarily be accurate when estimating the cost of any particular part of a building. But when used to modify costs for an entire structure, they should improve the accuracy of your estimates

New Haven	65.....7%	Hawaii Average	17%
Norwich	63.....3%	Aliamanu	968.....19%
Stamford	068-069 .....15%	Ewa	967.....16%
Waterbury	67.....7%	Halawa Heights	967.....16%
West Hartford	62.....2%	Hilo	967.....16%
Delaware Average	2%	Honolulu	968.....19%
Dover	199.....-1%	Kailua	968.....19%
Newark	197.....4%	Lualualei	967.....16%
Wilmington	198.....2%	Mililani Town	967.....16%
District of Columbia		Pearl City	967.....16%
Washington	200-205 .....11%	Wahiawa	967.....16%
Florida Average	-4%	Waianae	967.....16%
Altamonte Springs	327.....-2%	Wailuku (Maui)	967.....16%
Bradenton	342.....-5%	Idaho Average	-8%
Brooksville	346.....-6%	Boise	837.....-1%
Daytona Beach	321.....-9%	Coeur d'Alene	838.....-6%
Fort Lauderdale	333.....3%	Idaho Falls	834.....-10%
Fort Myers	339.....-6%	Lewiston	835.....-12%
Fort Pierce	349.....-9%	Meridian	836.....-6%
Gainesville	326.....-7%	Pocatello	832.....-9%
Jacksonville	322.....-1%	Sun Valley	833.....-8%
Lakeland	338.....-8%	Illinois Average	4%
Melbourne	329.....-6%	Arlington Heights	600.....13%
Miami	330-332 .....-1%	Aurora	605.....14%
Naples	341.....-3%	Belleville	622.....2%
Ocala	344.....-11%	Bloomington	617.....1%
Orlando	328.....0%	Carbondale	629.....-9%
Panama City	324.....-8%	Carol Stream	601.....14%
Pensacola	325.....-6%	Centralia	628.....-5%
Saint Augustine	320.....-3%	Champaign	618.....-1%
Saint Cloud	347.....-1%	Chicago	606-608 .....14%
St Petersburg	337.....-5%	Decatur	623.....-4%
Tallahassee	323.....-7%	Galesburg	614.....-3%
Tampa	335-336 .....0%	Granite City	620.....0%
W. Palm Beach	334.....1%	Green River	612.....1%
Georgia Average	0%	Joliet	604.....12%
Albany	317.....-5%	Kankakee	609.....3%
Athens	306.....-2%	Lawrenceville	624.....-3%
Atlanta	303.....21%	Oak Park	603.....16%
Augusta	308-309 .....-1%	Peoria	615-616 .....6%
Buford	305.....0%	Peru	613.....5%
Calhoun	307.....-1%	Quincy	602.....14%
Columbus	318-319 .....-3%	Rockford	610-611 .....4%
Dublin/ Fort Valley	310.....-8%	Springfield	625-627 .....-3%
Hinesville	313.....4%	Urbana	619.....-4%
Kings Bay	315.....-10%	Indiana Average	-3%
Macon	312.....0%	Aurora	470.....-7%
Marietta	300-302 .....7%	Bloomington	474.....-3%
Savannah	314.....-1%	Columbus	472.....0%
Statesboro	304.....3%	Elkhart	465.....-2%
Valdosta	316.....-5%	Evansville	476-477 .....-1%

Jamestown	584.....-3%	New Castle	161.....-5%	Houston	770-772.....8%	Huntington	255-257.....-4%
Minot	587.....-1%	Philadelphia	190-191.....11%	Huntsville	773.....5%	Lewisburg	249.....-15%
Nekoma	583.....-12%	Pittsburgh	152.....2%	Longview	756.....-6%	Martinsburg	254.....-9%
Williston	588.....13%	Pottsville	179.....-6%	Lubbock	793-794.....-6%	Morgantown	265.....-7%
Ohio Average	0%	Punxsutawney	157.....-10%	Lufkin	759.....-4%	New Martinsville	262.....-12%
Akron	442-443.....2%	Reading	195-196.....-2%	McAllen	785.....-12%	Parkersburg	261.....-7%
Canton	446-447.....0%	Scranton	184-185.....-3%	Midland	797.....7%	Romney	267.....-9%
Chillicothe	456.....-6%	Somerset	155.....-9%	Palestine	758.....-4%	Sugar Grove	268.....-14%
Cincinnati	450-452.....4%	Southeastern	193.....10%	Plano	750.....8%	Wheeling	260.....1%
Cleveland	440-441.....2%	Uniontown	154.....-9%	San Angelo	769.....-3%	Wisconsin Average	1%
Columbus	432.....6%	Valley Forge	194.....15%	San Antonio	780-782.....0%	Amery	540.....2%
Dayton	453-455.....0%	Warminster	189.....9%	Texarkana	755.....-9%	Beloit	535.....3%
Lima	458.....-3%	Warrendale	150-151.....2%	Tyler	757.....-7%	Clam Lake	545.....-6%
Marietta	457.....-7%	Washington	153.....2%	Victoria	779.....-3%	Eau Claire	547.....-1%
Marion	433.....6%	Wilkes Barre	186-187.....-3%	Waco	765-767.....-3%	Green Bay	541-543.....3%
Newark	430-431.....5%	Williamsport	177.....-8%	Wichita Falls	763.....-5%	La Crosse	546.....-3%
Sandusky	448-449.....2%	York	173-174.....0%	Woodson	764.....-3%	Ladysmith	548.....4%
Steubenville	439.....-3%	Rhode Island Average	4%	Utah Average	-3%	Madison	537.....6%
Toledo	434-436.....4%	Bristol	28.....4%	Clearfield	840.....1%	Milwaukee	530-534.....6%
Warren	444.....-4%	Coventry	28.....4%	Green River	845.....-7%	Oshkosh	549.....7%
Youngstown	445.....-3%	Cranston	29.....4%	Ogden	843-844.....-6%	Portage	539.....1%
Zanesville	437-438.....-2%	Davisville	28.....4%	Provo	846-847.....-6%	Prairie du Chien	538.....-3%
Oklahoma Average	-8%	Narragansett	28.....4%	Salt Lake City	841.....-3%	Wausau	544.....-3%
Adams	739.....-4%	Newport	28.....4%	Vermont Average	-4%	Wyoming Average	-5%
Ardmore	734.....-8%	Providence	29.....4%	Albany	58.....-6%	Casper	826.....-3%
Ciinton	736.....-9%	Warwick	28.....4%	Battleboro	53.....-5%	Cheyenne/ Laramie	820.....-4%
Durant	747.....-8%	South Carolina Average	-1%	Beecher Falls	59.....-6%	Gillette	827.....-3%
Enid	737.....-9%	Aiken	298.....2%	Bennington	52.....-7%	Powell	824.....-9%
Lawton	735.....-12%	Beaufort	299.....-1%	Burlington	54.....3%	Rawlins	823.....-3%
McAlester	745.....-11%	Charleston	294.....3%	Montpelier	56.....-3%	Riverton	825.....-7%
Muskogee	744.....-5%	Columbia	290-292.....-1%	Rutland	57.....-7%	Rock Springs	829-831.....1%
Norman	730.....-4%	Greenville	296.....1%	Springfield	51.....-6%	Sheridan	828.....-6%
Oklahoma City	731.....-3%	Myrtle Beach	295.....-5%	White River Junction	50.....0%	Wheatland	822.....-10%
Ponca City	746.....-7%	Rock Hill	297.....-4%	Virginia Average	-3%	CANADIAN AREA MODIFIERS	
Poteau	749.....-13%	Spartanburg	293.....-2%	Abingdon	242.....-7%	These figures assume an exchange rate of \$1.00 Canadian to \$0.76 U.S.	
Pryor	743.....-7%	South Dakota Average	-7%	Alexandria	220-223.....12%	Alberta	13%
Shawnee	748.....-8%	Aberdeen	574.....-6%	Charlottesville	229.....-2%	Calgary	.....14%
Tulsa	740-741.....-4%	Mitchell	573.....-4%	Chesapeake	233.....-1%	Edmonton	.....14%
Woodward	738.....-14%	Mobridge	576.....-16%	Culpeper	227.....-5%	Fort McMurray	.....12%
Oregon Average	-2%	Pierre	575.....-13%	Farmville	239.....-8%	British Columbia	7%
Adrian	979.....-14%	Rapid City	577.....-7%	Fredericksburg	224-225.....-4%	Fraser Valley	.....6%
Bend	977.....3%	Sioux Falls	570-571.....0%	Galax	243.....-9%	Okanagan	.....6%
Eugene	974.....-3%	Watertown	572.....-6%	Harrisonburg	228.....-6%	Vancouver	.....9%
Grants Pass	975.....-5%	Tennessee Average	2%	Lynchburg	245.....-5%	Manitoba	0%
Klamath Falls	976.....-9%	Chattanooga	374.....5%	Norfolk	235-237.....1%	North Manitoba	.....0%
Pendleton	978.....-2%	Clarksville	370.....8%	Petersburg	238.....-1%	South Manitoba	.....0%
Portland	970-972.....14%	Cleveland	373.....4%	Radford	241.....-8%	Selkirk	.....0%
Salem	973.....-1%	Columbia	384.....-6%	Reston	201.....10%	Winnipeg	.....0%
Pennsylvania Average	-3%	Cookeville	385.....-6%	Richmond	232.....1%	New Brunswick	-13%
Allentown	181.....2%	Jackson	383.....7%	Roanoke	240.....-3%	Moncton	.....-13%
Altoona	166.....-9%	Kingsport	376.....-3%	Staunton	244.....-5%	Nova Scotia	-8%
Beaver Springs	178.....-8%	Knoxville	377-379.....2%	Tazewell	246.....-12%	Amherst	.....-8%
Bethlehem	180.....5%	McKenzie	382.....-4%	Virginia Beach	234.....-1%	Clarkston	.....-7%
Bradford	167.....-11%	Memphis	380-381.....7%	Williamsburg	230-231.....2%	Nova Scotia	.....-7%
Butler	160.....-3%	Nashville	371-372.....9%	Winchester	226.....-7%	Sydney	.....-8%
Chambersburg	172.....-4%	Texas Average	-1%	Washington Average	0%	Newfoundland/ Labrador	-3%
Clearfield	168.....-3%	Abilene	795-796.....-7%	Clarkston	994.....-1%	Ontario	7%
DuBois	158.....-11%	Amarillo	790-791.....-4%	Everett	982.....3%	London	.....7%
East Stroudsburg	183.....-8%	Arlington	760.....7%	Olympia	985.....0%	Thunder Bay	.....6%
Erie	164-165.....-8%	Austin	786-787.....9%	Pasco	993.....0%	Toronto	.....7%
Genesee	169.....-9%	Bay City	774.....10%	Seattle	980-981.....13%	Quebec	-1%
Greensburg	156.....-3%	Beaumont	776-777.....4%	Spokane	990-992.....3%	Montreal	.....-1%
Harrisburg	170-171.....-1%	Brownwood	768.....-7%	Tacoma	983-984.....3%	Quebec City	.....-1%
Hazleton	182.....-4%	Bryan	778.....-2%	Vancouver	986.....1%	Saskatchewan	4%
Johnstown	159.....-10%	Childress	792.....-13%	Wenatchee	988.....-5%	La Ronge	.....3%
Kittanning	162.....-8%	Corpus Christi	783-784.....0%	Yakima	989.....-7%	Prince Albert	.....2%
Lancaster	175-176.....-1%	Dallas	751-753.....8%	West Virginia Average	-8%	Saskatoon	.....5%
Meadville	163.....-14%	Del Rio	788.....-12%	Beckley	258-259.....-8%		
Montrose	188.....-4%	El Paso	798-799.....-10%	Bluefield	247-248.....-12%		
		Fort Worth	761-762.....7%	Charleston	250-253.....2%		
		Galveston	775.....7%	Clarksburg	263-264.....-4%		
		Giddings	789.....0%	Fairmont	266.....-14%		
		Greenville	754.....3%				

Crew Compositions & Wage Rates

Crew Code		Manhours per day	Total costs \$/Hr.	\$/Day	Average Crew Rate (ACR) per Hour	Average Crew Rate (ACROP) per Hour w/O&P
AB	1 Air tool operator	8.00	\$48.62	\$388.96		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	16.00		\$655.44	\$40.97	\$57.35
AD	2 Air tool operators	16.00	\$48.62	\$777.92		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	24.00		\$1,044.40	\$43.52	\$60.92
BD	3 Bricklayers	24.00	\$41.83	\$1,003.92		
	2 Bricktenders	16.00	\$31.07	\$497.12		
	TOTAL	40.00		\$1,501.04	\$37.53	\$53.29
BK	1 Bricklayer	8.00	\$41.83	\$334.64		
	1 Bricktender	8.00	\$31.07	\$248.56		
	TOTAL	16.00		\$583.20	\$36.45	\$51.76
BO	2 Bricklayers	16.00	\$41.83	\$669.28		
	2 Bricktenders	16.00	\$31.07	\$497.12		
	TOTAL	32.00		\$1,166.40	\$36.45	\$51.76
2C	2 Carpenters	16.00	\$41.06	\$656.96	\$41.06	\$57.48
CA	1 Carpenter	8.00	\$41.06	\$328.48	\$41.06	\$57.48
CH	1 Carpenter	8.00	\$41.06	\$328.48		
	1/2 Laborer	4.00	\$33.31	\$133.24		
	TOTAL	12.00		\$461.72	\$38.48	\$53.87
CJ	1 Carpenter	8.00	\$41.06	\$328.48		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	16.00		\$594.96	\$37.19	\$52.06
CN	2 Carpenters	16.00	\$41.06	\$656.96		
	1/2 Laborer	4.00	\$33.31	\$133.24		
	TOTAL	20.00		\$790.20	\$39.51	\$55.31
CS	2 Carpenters	16.00	\$41.06	\$656.96		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	24.00		\$923.44	\$38.48	\$53.87
CT	1 Mosaic & terrazzo setter	8.00	\$39.06	\$312.48	\$39.06	\$55.47
CU	4 Carpenters	32.00	\$41.06	\$1,313.92		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	40.00		\$1,580.40	\$39.51	\$55.31
CW	2 Carpenters	16.00	\$41.06	\$656.96		
	2 Laborers	16.00	\$33.31	\$532.96		
	TOTAL	32.00		\$1,189.92	\$37.19	\$52.06
CX	4 Carpenters	32.00	\$41.06	\$1,313.92	\$41.06	\$57.48

Crew Code		Manhours per day	Total costs \$/Hr.	\$/Day	Average Crew Rate (ACR) per Hour	Average Crew Rate (ACROP) per Hour w/O&P
CY	3 Carpenters	24.00	\$41.06	\$985.44		
	2 Laborers	16.00	\$33.31	\$532.96		
	1 Equipment operator	8.00	\$47.09	\$376.72		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL	56.00			\$2,161.60	\$38.60	\$54.04
CZ	4 Carpenters	32.00	\$41.06	\$1,313.92		
	3 Laborers	24.00	\$33.31	\$799.44		
	1 Equipment operator	8.00	\$47.09	\$376.72		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL	72.00			\$2,756.56	\$38.29	\$53.60
DD	2 Cement masons	16.00	\$39.27	\$628.32		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL	24.00			\$894.80	\$37.28	\$52.94
DF	3 Cement masons	24.00	\$39.27	\$942.48		
	5 Laborers	40.00	\$33.31	\$1,332.40		
TOTAL	64.00			\$2,274.88	\$35.55	\$50.47
DI	1 Drywall installer	8.00	\$40.29	\$322.32	\$40.29	\$56.41
DJ	1 Drywall installer	8.00	\$40.29	\$322.32		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL	16.00			\$588.80	\$36.80	\$51.52
DK	1 Drywall installer	8.00	\$40.29	\$322.32		
	1 Drywall taper	8.00	\$40.72	\$325.76		
TOTAL	16.00			\$648.08	\$40.51	\$56.71
DL	2 Drywall installers	16.00	\$40.29	\$644.64		
	1 Drywall taper	8.00	\$40.72	\$325.76		
TOTAL	24.00			\$970.40	\$40.43	\$56.61
DM	2 Drywall installers	16.00	\$40.29	\$644.64	\$40.29	\$56.41
DT	1 Drywall taper	8.00	\$40.72	\$325.76	\$40.72	\$57.01
DU	2 Drywall tapers	16.00	\$40.72	\$651.52	\$40.72	\$57.01
EA	1 Electrician	8.00	\$44.88	\$359.04	\$44.88	\$65.08
EB	2 Electricians	16.00	\$44.88	\$718.08	\$44.88	\$65.08
ED	1 Electrician	8.00	\$44.88	\$359.04		
	1 Carpenter	8.00	\$41.06	\$328.48		
TOTAL	16.00			\$687.52	\$42.97	\$62.31
FA	1 Floorlayer	8.00	\$37.90	\$303.20	\$37.90	\$53.06
FB	2 Floorlayers	16.00	\$37.90	\$606.40		
	1/4 Laborer	2.00	\$33.31	\$66.62		
TOTAL	18.00			\$673.02	\$37.39	\$52.35
FC	1 Floorlayer (hardwood)	8.00	\$39.79	\$318.36	\$39.79	\$56.51

Crew Code		Manhours per day	Total costs \$/Hr.	\$/Day	Average Crew Rate (ACR) per Hour	Average Crew Rate (ACROP) per Hour w/O&P
FD	2 Floorlayers (hardwood)	16.00	\$39.79	\$636.71		
	1/4 Laborer	2.00	\$33.31	\$66.62		
TOTAL		18.00		\$703.33	\$39.07	\$55.49
GA	1 Glazier	8.00	\$39.84	\$318.72	\$39.84	\$56.57
GB	2 Glaziers	16.00	\$39.84	\$637.44	\$39.84	\$56.57
GC	3 Glaziers	24.00	\$39.84	\$956.16	\$39.84	\$56.57
HA	1 Fence erector	8.00	\$42.80	\$342.42	\$42.80	\$60.78
HB	1 Fence erector	8.00	\$42.80	\$342.42		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		16.00		\$608.90	\$38.06	\$54.04
HD	2 Fence erectors	16.00	\$42.80	\$684.84		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		24.00		\$951.32	\$39.64	\$56.29
1L	1 Laborer	8.00	\$33.31	\$266.48	\$33.31	\$46.63
LB	2 Laborers	16.00	\$33.31	\$532.96	\$33.31	\$46.63
LC	2 Laborers	16.00	\$33.31	\$532.96		
	1 Carpenter	8.00	\$41.06	\$328.48		
TOTAL		24.00		\$861.44	\$35.89	\$50.25
LD	2 Laborers	16.00	\$33.31	\$532.96		
	2 Carpenters	16.00	\$41.06	\$656.96		
TOTAL		32.00		\$1,189.92	\$37.19	\$52.06
LG	5 Laborers	40.00	\$33.31	\$1,332.40		
	1 Carpenter	8.00	\$41.06	\$328.48		
TOTAL		48.00		\$1,660.88	\$34.60	\$48.44
LH	3 Laborers	24.00	\$33.31	\$799.44	\$33.31	\$46.63
LJ	4 Laborers	32.00	\$33.31	\$1,065.92	\$33.31	\$46.63
LK	2 Laborers	16.00	\$33.31	\$532.96		
	2 Carpenters	16.00	\$41.06	\$656.96		
	1 Equipment operator	8.00	\$47.09	\$376.72		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		48.00		\$1,833.12	\$38.19	\$53.47
LL	3 Laborers	24.00	\$33.31	\$799.44		
	1 Carpenter	8.00	\$41.06	\$328.48		
	1 Equipment operator	8.00	\$47.09	\$376.72		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		48.00		\$1,771.12	\$36.90	\$51.66
LR	1 Lather	8.00	\$39.73	\$317.84	\$39.73	\$56.42
MB	1 Millwright finish carpenter	8.00	\$38.92	\$311.36	\$38.92	\$55.27
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		16.00		\$577.84	\$36.12	\$51.28

Crew Code		Manhours per day	Total costs \$/Hr.	\$/Day	Average Crew Rate (ACR) per Hour	Average Crew Rate (ACROP) per Hour w/O&P
ML	2 Bricklayers	16.00	\$41.83	\$669.28		
	1 Bricktender	8.00	\$31.07	\$248.56		
TOTAL		24.00		\$917.84	\$38.24	\$54.31
MR	1 Millwright finish carpenter	8.00	\$38.92	\$311.36	\$38.92	\$55.27
NA	1 Painter (brush)	8.00	\$42.15	\$337.20	\$42.15	\$59.01
NC	1 Painter (spray)	8.00	\$43.41	\$347.28	\$43.41	\$60.77
PD	2 Plasterers	16.00	\$41.20	\$659.20		
	1 Plasterer helper	8.00	\$32.42	\$259.36		
TOTAL		24.00		\$918.56	\$38.27	\$54.35
PE	3 Plasterers	24.00	\$41.20	\$988.80		
	2 Plasterer helpers	16.00	\$32.42	\$518.72		
TOTAL		40.00		\$1,507.52	\$37.69	\$53.52
QA	1 Paperhanger	8.00	\$44.26	\$354.08	\$44.26	\$64.18
2R	2 Roofers (journeyman)	16.00	\$45.59	\$729.44	\$45.59	\$67.02
RG	2 Roofers (journeyman)	16.00	\$45.59	\$729.44		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		24.00		\$995.92	\$41.50	\$61.00
RJ	2 Roofers (wood shingles)	16.00	\$47.88	\$766.09	\$47.88	\$70.38
RL	2 Roofers (journeyman)	16.00	\$45.59	\$729.44		
	1/2 Laborer	4.00	\$33.31	\$133.24		
TOTAL		20.00		\$862.68	\$43.13	\$63.41
RM	2 Roofers (wood shingles)	16.00	\$47.88	\$766.09		
	1/2 Laborer	4.00	\$33.31	\$133.24		
TOTAL		20.00		\$899.33	\$44.97	\$66.10
RQ	2 Roofers (wood shingles)	16.00	\$47.88	\$766.09		
	7/8 Laborer	7.00	\$33.31	\$233.17		
TOTAL		23.00		\$999.26	\$43.45	\$63.87
RS	1 Roofer (foreman)	8.00	\$50.15	\$401.21		
	3 Roofers (pitch)	24.00	\$46.96	\$1,127.00		
	2 Laborers	16.00	\$33.31	\$532.96		
TOTAL		48.00		\$2,061.17	\$42.94	\$63.12
RT	2 Roofers (pitch)	16.00	\$46.96	\$751.33		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		24.00		\$1,017.81	\$42.41	\$62.34
SA	1 Plumber	8.00	\$48.00	\$384.00	\$48.00	\$69.60
SB	1 Plumber	8.00	\$48.00	\$384.00		
	1 Laborer	8.00	\$33.31	\$266.48		
TOTAL		16.00		\$650.48	\$40.66	\$58.95

Crew Code		Manhours per day	Total costs \$/Hr.	\$/Day	Average Crew Rate (ACR) per Hour	Average Crew Rate (ACROP) per Hour w/O&P
SC	1 Plumber	8.00	\$48.00	\$384.00		
	1 Electrician	8.00	\$44.88	\$359.04		
	TOTAL	16.00		\$743.04	\$46.44	\$67.34
SD	1 Plumber	8.00	\$48.00	\$384.00		
	1 Laborer	8.00	\$33.31	\$266.48		
	1 Electrician	8.00	\$44.88	\$359.04		
TOTAL	24.00		\$1,009.52	\$42.06	\$60.99	
SE	2 Plumbers	16.00	\$48.00	\$768.00		
	1 Laborer	8.00	\$33.31	\$266.48		
	1 Electrician	8.00	\$44.88	\$359.04		
TOTAL	32.00		\$1,393.52	\$43.55	\$63.14	
SF	2 Plumbers	16.00	\$48.00	\$768.00		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	24.00		\$1,034.48	\$43.10	\$62.50
SG	3 Plumbers	24.00	\$48.00	\$1,152.00		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	32.00		\$1,418.48	\$44.33	\$64.27
TB	1 Tile setter (ceramic)	8.00	\$39.46	\$315.68		
	1 Tile setter helper (ceramic)	8.00	\$29.89	\$239.14		
	TOTAL	16.00		\$554.82	\$34.68	\$49.24
UA	1 Sheet metal worker	8.00	\$46.53	\$372.24	\$46.53	\$66.07
UB	2 Sheet metal workers	16.00	\$46.53	\$744.48	\$46.53	\$66.07
UC	2 Sheet metal workers	16.00	\$46.53	\$744.48		
	2 Laborers	16.00	\$33.31	\$532.96		
	TOTAL	32.00		\$1,277.44	\$39.92	\$56.69
UD	1 Sheet metal worker	8.00	\$46.53	\$372.24		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	16.00		\$638.72	\$39.92	\$56.69
UE	1 Sheet metal worker	8.00	\$46.53	\$372.24		
	1 Laborer	8.00	\$33.31	\$266.48		
	1/2 Electrician	4.00	\$44.88	\$179.52		
TOTAL	20.00		\$818.24	\$40.91	\$58.10	
UF	2 Sheet metal workers	16.00	\$46.53	\$744.48		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	24.00		\$1,010.96	\$42.12	\$59.82
VB	1 Equipment operator	8.00	\$47.09	\$376.72		
	1 Laborer	8.00	\$33.31	\$266.48		
	TOTAL	16.00		\$643.20	\$40.20	\$56.28

Abbreviations Used in This Book

ABS	acrylonitrile butadiene styrene	F.H.A.	Federal Housing Administration	PSI	per square inch
ACR	average crew rate	fl. oz.	fluid ounce	PVC	polyvinyl chloride
AGA	American Gas Association	flt	flight	Qt.	quart
AMP	ampere	ft.	foot	R.E.	rounded edge
Approx.	approximately	ga.	gauge	R/L	random length
ASME	American Society of Mechanical Engineers	gal	gallon	RS	rapid start (lamps)
auto.	automatic	galv.	galvanized	R/W/L	random width and length
Avg.	average	GFI	ground fault interrupter	S4S	surfaced-four-sides
Bdle.	bundle	GPH	gallons per hour	SF	square foot
BTU	British thermal unit	GPM	gallons per minute	SL	slimline (lamps)
BTUH	British thermal unit per hour	H	height or high	Sq.	1 square or 100 square feet
C	100	HP, hp	horsepower	S.S.B.	single strength, B quality
cc	center to center or cubic centimeter	Hr.	hour	std.	standard
CF	cubic foot	HVAC	heating, ventilating, air conditioning	SY	square yard
CFM	cubic foot per minute	i.d.	inside diameter	T	thick
CLF	100 linear feet	i.e.	that is	T&G	tongue and groove
Const.	construction	Inst	install	U	thermal conductivity
Corr.	corrugated	I.P.S.	iron pipe size	U.I.	united inches
CSF	100 square feet	KD	knocked down	UL	Underwriters Laboratories
CSY	100 square yards	KW, kw	kilowatts	U.S.G.	United States Gypsum
Ctn	carton	L	length or long	VLF	vertical linear feet
CWT	100 pounds	lb, lbs.	pound(s)	W	width or wide
CY	cubic yard	LF	linear feet	yr.	year
Cu.	cubic	LS	lump sum		
d	penny	M	1000		
D	deep or depth	Mat'l	material		
Demo	demolish	Max.	maximum		
dia.	diameter	MBF	1000 board feet		
D.S.A.	double strength, A grade	MBHP	1000 boiler horsepower		
D.S.B.	double strength, B grade	Mi	miles		
Ea	each	Min.	minimum		
e.g.	for example	MSF	1000 square feet		
etc.	et cetera	O.B.	opposed blade		
exp.	exposure	oc	on center		
FAS	First and Select grade	o.d.	outside dimension		
		oz.	ounce		
		pcs.	pieces		
		pkg.	package		

Symbols

/	per
%	percent
"	inches
'	foot or feet
x	by
o	degree
#	number or pounds
\$	dollar
+/-	plus or minus

For crew abbreviations, please see Crew Compositions & Wage Rates chart, pages 15 to 19.

Acoustical and insulating tile

1. Dimensions

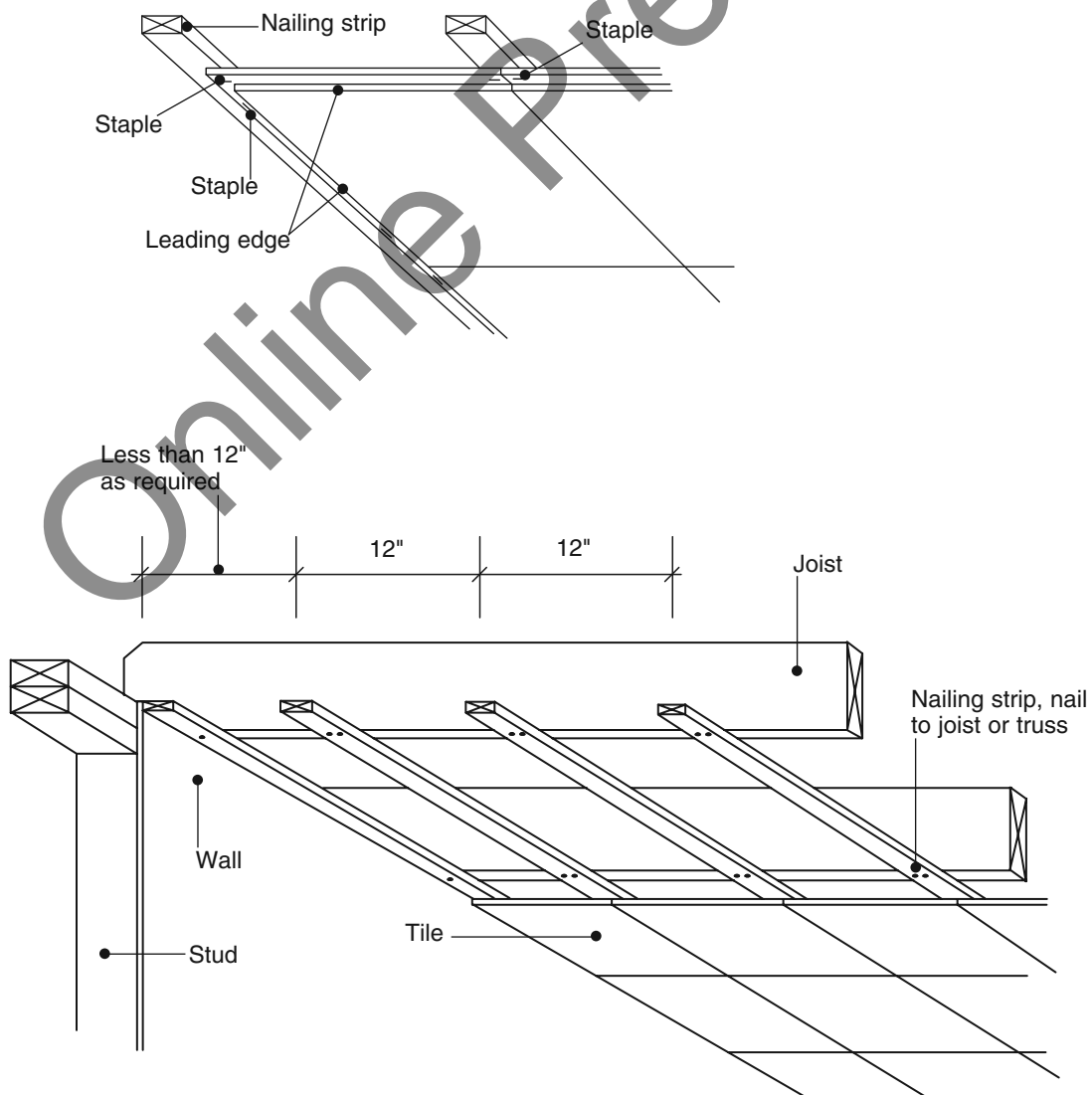
- a. Acoustical tile. $\frac{1}{2}$ " thick x 12" x 12", 24".
- b. Insulating tile, decorative. $\frac{1}{2}$ " thick x 12" x 12", 24"; $\frac{1}{2}$ " thick x 16" x 16", 32".

2. **Installation.** Tile may be applied to existing plaster (if joist spacing is suitable) or to wood furring strips. Tile may have a square edge or flange. Depending on the type and shape of the tile, you can use adhesive, staples, nails or clips to attach the tile.

3. **Estimating Technique.** Determine area and add 5 percent to 10 percent for waste.

4. **Notes on Material Pricing.** A material price of \$33.10 a gallon for adhesive was used to compile the Average Material Cost/Unit on the following pages. Here are the coverage rates:

12" x 12"	1.25 Gal/CSF
12" x 24"	0.95 Gal/CSF
16" x 16"	0.75 Gal/CSF
16" x 32"	0.55 Gal/CSF



Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output					
					per	per	Mat'l	Labor	Equip	Total	Price
					Unit	Day	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Acoustical treatment

See also *Suspended ceiling systems*, page 412

Ceiling and wall tile

Adhesive set

Tile only, no grid system; includes dumpster

Demo	SF	Lg	LB	.012	1300	---	.40	.07	.47	.63
Demo	SF	Sm	LB	.018	910.0	---	.60	.08	.68	.92

Tile on furring strips; includes dumpster

Demo	SF	Lg	LB	.009	1710	---	.30	.09	.39	.51
Demo	SF	Sm	LB	.013	1197	---	.43	.10	.53	.71

Mineral fiber, vinyl coated, tile only

Applied in square pattern by adhesive to solid backing; 5% tile waste
1/2" thick, 12" x 12" or 12" x 24"

Economy, mini perforated	Inst	SF	Lg	2C	.018	880.0	2.30	.74	---	3.04	3.68
	Inst	SF	Sm	2C	.026	616.0	2.54	1.07	---	3.61	4.42
Standard, random perforated	Inst	SF	Lg	2C	.018	880.0	3.11	.74	---	3.85	4.61
	Inst	SF	Sm	2C	.026	616.0	3.42	1.07	---	4.49	5.43
Designer, swirl perforation	Inst	SF	Lg	2C	.018	880.0	3.35	.74	---	4.09	4.89
	Inst	SF	Sm	2C	.026	616.0	3.69	1.07	---	4.76	5.74
Deluxe, sculptured face	Inst	SF	Lg	2C	.018	880.0	3.59	.74	---	4.33	5.16
	Inst	SF	Sm	2C	.026	616.0	3.95	1.07	---	5.02	6.04

5/8" thick, 12" x 12" or 12" x 24"

Economy, mini perforated	Inst	SF	Lg	2C	.018	880.0	2.71	.74	---	3.45	4.15
	Inst	SF	Sm	2C	.026	616.0	2.99	1.07	---	4.06	4.93
Standard, random perforated	Inst	SF	Lg	2C	.018	880.0	3.72	.74	---	4.46	5.31
	Inst	SF	Sm	2C	.026	616.0	4.10	1.07	---	5.17	6.21
Designer, swirl perforation	Inst	SF	Lg	2C	.018	880.0	4.03	.74	---	4.77	5.67
	Inst	SF	Sm	2C	.026	616.0	4.44	1.07	---	5.51	6.60
Deluxe, sculptured face	Inst	SF	Lg	2C	.018	880.0	4.32	.74	---	5.06	6.00
	Inst	SF	Sm	2C	.026	616.0	4.76	1.07	---	5.83	6.97

3/4" thick, 12" x 12" or 12" x 24"

Economy, mini perforated	Inst	SF	Lg	2C	.018	880.0	2.97	.74	---	3.71	4.45
	Inst	SF	Sm	2C	.026	616.0	3.27	1.07	---	4.34	5.25
Standard, random perforated	Inst	SF	Lg	2C	.018	880.0	4.09	.74	---	4.83	5.74
	Inst	SF	Sm	2C	.026	616.0	4.50	1.07	---	5.57	6.67
Designer, swirl perforation	Inst	SF	Lg	2C	.018	880.0	4.43	.74	---	5.17	6.13
	Inst	SF	Sm	2C	.026	616.0	4.88	1.07	---	5.95	7.11
Deluxe, sculptured face	Inst	SF	Lg	2C	.018	880.0	4.76	.74	---	5.50	6.51
	Inst	SF	Sm	2C	.026	616.0	5.25	1.07	---	6.32	7.53

Applied by adhesive to furring strips ADD

Inst	SF	Lg	2C	.002	---	---	.08	---	.08	.11
Inst	SF	Sm	2C	.002	---	---	.08	---	.08	.11

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Stapled

Tile only, no grid system	Demo	SF	Lg	LB	.014	1170	---	.47	---	.47	.65
	Demo	SF	Sm	LB	.020	819	---	.67	---	.67	.93
Tile on furring strips	Demo	SF	Lg	LB	.010	1540	---	.33	---	.33	.47
	Demo	SF	Sm	LB	.015	1078	---	.50	---	.50	.70

Mineral fiber, vinyl coated, tile only

Applied in square pattern by staples, nails, or clips; 5% tile waste

1/2" thick, 12" x 12" or 12" x 24"

Economy, mini perforated	Inst	SF	Lg	2C	.017	960.0	1.69	.70	---	2.39	2.92
	Inst	SF	Sm	2C	.024	672.0	1.86	.99	---	2.85	3.52
Standard, random perforated	Inst	SF	Lg	2C	.017	960.0	2.49	.70	---	3.19	3.84
	Inst	SF	Sm	2C	.024	672.0	2.74	.99	---	3.73	4.53
Designer, swirl perforation	Inst	SF	Lg	2C	.017	960.0	2.73	.70	---	3.43	4.12
	Inst	SF	Sm	2C	.024	672.0	3.01	.99	---	4.00	4.84
Deluxe, sculptured face	Inst	SF	Lg	2C	.017	960.0	2.97	.70	---	3.67	4.39
	Inst	SF	Sm	2C	.024	672.0	3.27	.99	---	4.26	5.14

5/8" thick, 12" x 12" or 12" x 24"

Economy, mini perforated	Inst	SF	Lg	2C	.017	960.0	2.10	.70	---	2.80	3.39
	Inst	SF	Sm	2C	.024	672.0	2.31	.99	---	3.30	4.04
Standard, random perforated	Inst	SF	Lg	2C	.017	960.0	3.11	.70	---	3.81	4.55
	Inst	SF	Sm	2C	.024	672.0	3.42	.99	---	4.41	5.31
Designer, swirl perforation	Inst	SF	Lg	2C	.017	960.0	3.41	.70	---	4.11	4.90
	Inst	SF	Sm	2C	.024	672.0	3.76	.99	---	4.75	5.70
Deluxe, sculptured face	Inst	SF	Lg	2C	.017	960.0	3.70	.70	---	4.40	5.23
	Inst	SF	Sm	2C	.024	672.0	4.08	.99	---	5.07	6.07

3/4" thick, 12" x 12" or 12" x 24"

Economy, mini perforated	Inst	SF	Lg	2C	.017	960.0	2.35	.70	---	3.05	3.68
	Inst	SF	Sm	2C	.024	672.0	2.59	.99	---	3.58	4.36
Standard, random perforated	Inst	SF	Lg	2C	.017	960.0	3.47	.70	---	4.17	4.97
	Inst	SF	Sm	2C	.024	672.0	3.82	.99	---	4.81	5.77
Designer, swirl perforation	Inst	SF	Lg	2C	.017	960.0	3.81	.70	---	4.51	5.36
	Inst	SF	Sm	2C	.024	672.0	4.20	.99	---	5.19	6.21
Deluxe, sculptured face	Inst	SF	Lg	2C	.017	960.0	4.15	.70	---	4.85	5.75
	Inst	SF	Sm	2C	.024	672.0	4.57	.99	---	5.56	6.64

Applied by staples, nails or clips to furring strips ADD

	Inst	SF	Lg	2C	.017	960.0	---	.70	---	.70	.98
	Inst	SF	Sm	2C	.024	672.0	---	.99	---	.99	1.38

Tile patterns, effect on labor

Herringbone, Increase manhours

	Inst		Lg	2C	25.0	---	---	---	---	---	---
	Inst		Sm	2C	25.0	---	---	---	---	---	---
Diagonal, Increase manhours	Inst		Lg	2C	20.0	---	---	---	---	---	---
	Inst		Sm	2C	20.0	---	---	---	---	---	---
Ashlar, Increase manhours	Inst		Lg	2C	30.0	---	---	---	---	---	---
	Inst		Sm	2C	30.0	---	---	---	---	---	---

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output					
					per	per	Mat'l	Labor	Equip	Total	Price
					Unit	Day	Unit	Unit	Unit	Unit	Incl
							Cost	Cost	Cost	Cost	O&P

Furring strips, 8% waste included

Over wood

1" x 3", 12" oc	Inst	SF	Lg	2C	.010	1600	.43	.41	---	.84	1.07
	Inst	SF	Sm	2C	.014	1120	.48	.57	---	1.05	1.36
1" x 3", 16" oc	Inst	SF	Lg	2C	.008	1920	.33	.33	---	.66	.84
	Inst	SF	Sm	2C	.012	1344	.37	.49	---	.86	1.12
1" x 4", 12" oc	Inst	SF	Lg	2C	.010	1600	.51	.41	---	.92	1.16
	Inst	SF	Sm	2C	.014	1120	.56	.57	---	1.13	1.45
1" x 4", 16" oc	Inst	SF	Lg	2C	.008	1920	.39	.33	---	.72	.91
	Inst	SF	Sm	2C	.012	1344	.43	.49	---	.92	1.18

Over plaster

1" x 3", 12" oc	Inst	SF	Lg	2C	.013	1280	.43	.53	---	.96	1.24
	Inst	SF	Sm	2C	.018	896	.48	.74	---	1.22	1.59
1" x 3", 16" oc	Inst	SF	Lg	2C	.010	1600	.33	.41	---	.74	.95
	Inst	SF	Sm	2C	.014	1120	.37	.57	---	.94	1.23
1" x 4", 12" oc	Inst	SF	Lg	2C	.013	1280	.51	.53	---	1.04	1.33
	Inst	SF	Sm	2C	.018	896	.56	.74	---	1.30	1.68
1" x 4", 16" oc	Inst	SF	Lg	2C	.010	1600	.39	.41	---	.80	1.02
	Inst	SF	Sm	2C	.014	1120	.43	.57	---	1.00	1.30

Adhesives

*Better quality, gun-applied in continuous bead to wood or metal framing or furring members.
Per 100 SF of surface area including 6% waste.*

Panel adhesives

Subfloor adhesives, on floors

12" oc members

1/8" diameter (11 fl.oz./CSF)	Inst	CSF	Lg	CA	.075	106.0	3.80	3.08	---	6.88	8.57
	Inst	CSF	Sm	CA	.101	79.50	4.19	4.15	---	8.34	10.50
1/4" diameter (43 fl.oz./CSF)	Inst	CSF	Lg	CA	.075	106.0	15.20	3.08	---	18.28	21.30
	Inst	CSF	Sm	CA	.101	79.50	16.70	4.15	---	20.85	24.50
3/8" diameter (97 fl.oz./CSF)	Inst	CSF	Lg	CA	.075	106.0	34.20	3.08	---	37.28	42.60
	Inst	CSF	Sm	CA	.101	79.50	37.70	4.15	---	41.85	48.00
1/2" diameter (172 fl.oz./CSF)	Inst	CSF	Lg	CA	.075	106.0	60.50	3.08	---	63.58	72.10
	Inst	CSF	Sm	CA	.101	79.50	66.70	4.15	---	70.85	80.50

16" oc members

1/8" diameter (9 fl.oz./CSF)	Inst	CSF	Lg	CA	.056	143.0	3.04	2.30	---	5.34	6.62
	Inst	CSF	Sm	CA	.075	107.3	3.35	3.08	---	6.43	8.06
1/4" diameter (34 fl.oz./CSF)	Inst	CSF	Lg	CA	.056	143.0	12.10	2.30	---	14.40	16.80
	Inst	CSF	Sm	CA	.075	107.3	13.40	3.08	---	16.48	19.30
3/8" diameter (78 fl.oz./CSF)	Inst	CSF	Lg	CA	.056	143.0	27.40	2.30	---	29.70	33.90
	Inst	CSF	Sm	CA	.075	107.3	30.10	3.08	---	33.18	38.10
1/2" diameter (137 fl.oz./CSF)	Inst	CSF	Lg	CA	.056	143.0	48.40	2.30	---	50.70	57.40
	Inst	CSF	Sm	CA	.075	107.3	53.30	3.08	---	56.38	64.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output						Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P
24" oc members											
1/8" diameter (7 fl.oz./CSF)	Inst	CSF	Lg	CA	.052	154.0	2.28	2.14	---	4.42	5.54
	Inst	CSF	Sm	CA	.069	115.5	2.52	2.83	---	5.35	6.79
1/4" diameter (26 fl.oz./CSF)	Inst	CSF	Lg	CA	.052	154.0	9.09	2.14	---	11.23	13.20
	Inst	CSF	Sm	CA	.069	115.5	10.00	2.83	---	12.83	15.20
3/8" diameter (58 fl.oz./CSF)	Inst	CSF	Lg	CA	.052	154.0	20.50	2.14	---	22.64	26.00
	Inst	CSF	Sm	CA	.069	115.5	22.60	2.83	---	25.43	29.30
1/2" diameter (103 fl.oz./CSF)	Inst	CSF	Lg	CA	.052	154.0	36.30	2.14	---	38.44	43.60
	Inst	CSF	Sm	CA	.069	115.5	40.00	2.83	---	42.83	48.80
Wall sheathing or shear panel wall adhesive on walls, floors or ceilings											
12" oc members											
1/8" diameter (11 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	7.71	4.11	---	11.82	14.40
	Inst	CSF	Sm	CA	.133	60.00	8.50	5.46	---	13.96	17.20
1/4" diameter (43 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	30.70	4.11	---	34.81	40.20
	Inst	CSF	Sm	CA	.133	60.00	33.90	5.46	---	39.36	45.60
3/8" diameter (97 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	69.30	4.11	---	73.41	83.40
	Inst	CSF	Sm	CA	.133	60.00	76.40	5.46	---	81.86	93.20
1/2" diameter (172 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	123.00	4.11	---	127.11	143.00
	Inst	CSF	Sm	CA	.133	60.00	135.00	5.46	---	140.46	159.00
16" oc members											
1/8" diameter (9 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	6.16	3.74	---	9.90	12.10
	Inst	CSF	Sm	CA	.121	66.00	6.79	4.97	---	11.76	14.60
1/4" diameter (34 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	24.60	3.74	---	28.34	32.80
	Inst	CSF	Sm	CA	.121	66.00	27.10	4.97	---	32.07	37.30
3/8" diameter (78 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	55.50	3.74	---	59.24	67.40
	Inst	CSF	Sm	CA	.121	66.00	61.10	4.97	---	66.07	75.40
1/2" diameter (137 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	98.10	3.74	---	101.84	115.00
	Inst	CSF	Sm	CA	.121	66.00	108.00	4.97	---	112.97	128.00
24" oc members											
1/8" diameter (7 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	4.63	3.45	---	8.08	10.00
	Inst	CSF	Sm	CA	.112	71.25	5.10	4.60	---	9.70	12.20
1/4" diameter (26 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	18.40	3.45	---	21.85	25.50
	Inst	CSF	Sm	CA	.112	71.25	20.30	4.60	---	24.90	29.20
3/8" diameter (58 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	41.60	3.45	---	45.05	51.40
	Inst	CSF	Sm	CA	.112	71.25	45.80	4.60	---	50.40	57.80
1/2" diameter (103 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	73.60	3.45	---	77.05	87.30
	Inst	CSF	Sm	CA	.112	71.25	81.10	4.60	---	85.70	97.30
Polystyrene or polyurethane foam panel adhesive, on walls											
12" oc members											
1/8" diameter (11 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	5.92	4.11	---	10.03	12.40
	Inst	CSF	Sm	CA	.133	60.00	6.52	5.46	---	11.98	15.00
1/4" diameter (43 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	23.60	4.11	---	27.71	32.20
	Inst	CSF	Sm	CA	.133	60.00	26.00	5.46	---	31.46	36.70
3/8" diameter (97 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	53.20	4.11	---	57.31	65.30
	Inst	CSF	Sm	CA	.133	60.00	58.60	5.46	---	64.06	73.30
1/2" diameter (172 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	94.10	4.11	---	98.21	111.00
	Inst	CSF	Sm	CA	.133	60.00	104.00	5.46	---	109.46	124.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P
16" oc members											
1/8" diameter (9 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	4.73	3.74	---	8.47	10.50
	Inst	CSF	Sm	CA	.121	66.00	5.22	4.97	---	10.19	12.80
1/4" diameter (34 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	18.90	3.74	---	22.64	26.40
	Inst	CSF	Sm	CA	.121	66.00	20.80	4.97	---	25.77	30.20
3/8" diameter (78 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	42.50	3.74	---	46.24	52.90
	Inst	CSF	Sm	CA	.121	66.00	46.90	4.97	---	51.87	59.50
1/2" diameter (137 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	75.30	3.74	---	79.04	89.50
	Inst	CSF	Sm	CA	.121	66.00	83.00	4.97	---	87.97	99.90
24" oc members											
1/8" diameter (7 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	3.55	3.45	---	7.00	8.80
	Inst	CSF	Sm	CA	.129	62.00	3.91	5.30	---	9.21	11.80
1/4" diameter (26 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	14.10	3.45	---	17.55	20.70
	Inst	CSF	Sm	CA	.129	62.00	15.60	5.30	---	20.90	24.90
3/8" diameter (58 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	31.90	3.45	---	35.35	40.60
	Inst	CSF	Sm	CA	.129	62.00	35.20	5.30	---	40.50	46.80
1/2" diameter (103 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	56.50	3.45	---	59.95	68.10
	Inst	CSF	Sm	CA	.129	62.00	62.20	5.30	---	67.50	77.10
Gypsum drywall adhesive, on ceilings											
12" oc members											
1/8" diameter (11 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	2.12	4.11	---	6.23	8.12
	Inst	CSF	Sm	CA	.133	60.00	2.33	5.46	---	7.79	10.30
1/4" diameter (43 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	8.42	4.11	---	12.53	15.20
	Inst	CSF	Sm	CA	.133	60.00	9.28	5.46	---	14.74	18.00
3/8" diameter (97 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	19.00	4.11	---	23.11	27.00
	Inst	CSF	Sm	CA	.133	60.00	20.90	5.46	---	26.36	31.10
1/2" diameter (172 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	33.60	4.11	---	37.71	43.40
	Inst	CSF	Sm	CA	.133	60.00	37.00	5.46	---	42.46	49.10
16" oc members											
1/8" diameter (9 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	1.69	3.74	---	5.43	7.12
	Inst	CSF	Sm	CA	.121	66.00	1.86	4.97	---	6.83	9.04
1/4" diameter (34 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	6.73	3.74	---	10.47	12.80
	Inst	CSF	Sm	CA	.121	66.00	7.42	4.97	---	12.39	15.30
3/8" diameter (78 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	15.20	3.74	---	18.94	22.20
	Inst	CSF	Sm	CA	.121	66.00	16.70	4.97	---	21.67	25.70
1/2" diameter (137 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	26.90	3.74	---	30.64	35.30
	Inst	CSF	Sm	CA	.121	66.00	29.60	4.97	---	34.57	40.10
24" oc members											
1/8" diameter (7 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	1.26	3.45	---	4.71	6.24
	Inst	CSF	Sm	CA	.112	71.25	1.39	4.60	---	5.99	7.99
1/4" diameter (26 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	5.05	3.45	---	8.50	10.50
	Inst	CSF	Sm	CA	.112	71.25	5.56	4.60	---	10.16	12.70
3/8" diameter (58 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	11.40	3.45	---	14.85	17.60
	Inst	CSF	Sm	CA	.112	71.25	12.60	4.60	---	17.20	20.50
1/2" diameter (103 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	20.20	3.45	---	23.65	27.40
	Inst	CSF	Sm	CA	.112	71.25	22.20	4.60	---	26.80	31.30

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Gypsum drywall adhesive, on walls

12" oc members

1/8" diameter (11 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	2.12	4.11	---	6.23	8.12
	Inst	CSF	Sm	CA	.133	60.00	2.33	5.46	---	7.79	10.30
1/4" diameter (43 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	8.42	4.11	---	12.53	15.20
	Inst	CSF	Sm	CA	.133	60.00	9.28	5.46	---	14.74	18.00
3/8" diameter (97 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	19.00	4.11	---	23.11	27.00
	Inst	CSF	Sm	CA	.133	60.00	20.90	5.46	---	26.36	31.10
1/2" diameter (172 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	33.60	4.11	---	37.71	43.40
	Inst	CSF	Sm	CA	.133	60.00	37.00	5.46	---	42.46	49.10

16" oc members

1/8" diameter (9 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	1.69	3.74	---	5.43	7.12
	Inst	CSF	Sm	CA	.121	66.00	1.86	4.97	---	6.83	9.04
1/4" diameter (34 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	6.73	3.74	---	10.47	12.80
	Inst	CSF	Sm	CA	.121	66.00	7.42	4.97	---	12.39	15.30
3/8" diameter (78 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	15.20	3.74	---	18.94	22.20
	Inst	CSF	Sm	CA	.121	66.00	16.70	4.97	---	21.67	25.70
1/2" diameter (137 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	26.90	3.74	---	30.64	35.30
	Inst	CSF	Sm	CA	.121	66.00	29.60	4.97	---	34.57	40.10

24" oc members

1/8" diameter (7 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	1.26	3.45	---	4.71	6.24
	Inst	CSF	Sm	CA	.112	71.25	1.39	4.60	---	5.99	7.99
1/4" diameter (26 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	5.05	3.45	---	8.50	10.50
	Inst	CSF	Sm	CA	.112	71.25	5.56	4.60	---	10.16	12.70
3/8" diameter (58 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	11.40	3.45	---	14.85	17.60
	Inst	CSF	Sm	CA	.112	71.25	12.60	4.60	---	17.20	20.50
1/2" diameter (103 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	20.20	3.45	---	23.65	27.40
	Inst	CSF	Sm	CA	.112	71.25	22.20	4.60	---	26.80	31.30

Hardboard or plastic panel adhesive, on walls

12" oc members

1/8" diameter (11 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	5.28	4.11	---	9.39	11.70
	Inst	CSF	Sm	CA	.133	60.00	5.82	5.46	---	11.28	14.20
1/4" diameter (43 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	21.10	4.11	---	25.21	29.30
	Inst	CSF	Sm	CA	.133	60.00	23.20	5.46	---	28.66	33.60
3/8" diameter (97 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	47.50	4.11	---	51.61	58.90
	Inst	CSF	Sm	CA	.133	60.00	52.30	5.46	---	57.76	66.30
1/2" diameter (172 fl.oz./CSF)	Inst	CSF	Lg	CA	.100	80.00	84.00	4.11	---	88.11	99.90
	Inst	CSF	Sm	CA	.133	60.00	92.60	5.46	---	98.06	111.00

16" oc members

1/8" diameter (9 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	4.22	3.74	---	7.96	9.96
	Inst	CSF	Sm	CA	.121	66.00	4.65	4.97	---	9.62	12.20
1/4" diameter (34 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	16.80	3.74	---	20.54	24.10
	Inst	CSF	Sm	CA	.121	66.00	18.60	4.97	---	23.57	27.70
3/8" diameter (78 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	38.00	3.74	---	41.74	47.80
	Inst	CSF	Sm	CA	.121	66.00	41.90	4.97	---	46.87	53.80
1/2" diameter (137 fl.oz./CSF)	Inst	CSF	Lg	CA	.091	88.00	67.20	3.74	---	70.94	80.50
	Inst	CSF	Sm	CA	.121	66.00	74.10	4.97	---	79.07	89.90

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

24" oc members

1/8" diameter (7 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	3.18	3.45	---	6.63	8.39
	Inst	CSF	Sm	CA	.112	71.25	3.50	4.60	---	8.10	10.40
1/4" diameter (26 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	12.60	3.45	---	16.05	19.00
	Inst	CSF	Sm	CA	.112	71.25	13.90	4.60	---	18.50	22.00
3/8" diameter (58 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	28.50	3.45	---	31.95	36.70
	Inst	CSF	Sm	CA	.112	71.25	31.40	4.60	---	36.00	41.60
1/2" diameter (103 fl.oz./CSF)	Inst	CSF	Lg	CA	.084	95.00	50.40	3.45	---	53.85	61.30
	Inst	CSF	Sm	CA	.112	71.25	55.60	4.60	---	60.20	68.70

Air conditioning and ventilating systems

System components separate.

See below for complete systems (exterior, roof, wall/window packages).

Air Handler units

Heat element only

2 ton	Inst	Ea	Lg	SB	21.3	0.75	866.00	866.00	---	1732.00	2250.00
	Inst	Ea	Sm	SB	26.7	0.60	955.00	1090.00	---	2045.00	2530.00
3 ton	Inst	Ea	Lg	SB	22.9	0.70	1070.00	931.00	---	2001.00	2580.00
	Inst	Ea	Sm	SB	28.6	0.56	1180.00	1160.00	---	2340.00	2870.00
4 ton	Inst	Ea	Lg	SB	24.6	0.65	1340.00	1000.00	---	2340.00	2990.00
	Inst	Ea	Sm	SB	30.8	0.52	1470.00	1250.00	---	2720.00	3290.00
5 ton	Inst	Ea	Lg	SB	26.7	0.60	1710.00	1090.00	---	2800.00	3540.00
	Inst	Ea	Sm	SB	33.3	0.48	1880.00	1350.00	---	3230.00	3850.00

A/C Coil only

2 ton	Inst	Ea	Lg	SB	21.3	0.75	902.00	866.00	---	1768.00	2290.00
	Inst	Ea	Sm	SB	26.7	0.60	994.00	1090.00	---	2084.00	2570.00
3 ton	Inst	Ea	Lg	SB	22.9	0.70	1130.00	931.00	---	2061.00	2650.00
	Inst	Ea	Sm	SB	28.6	0.56	1240.00	1160.00	---	2400.00	2930.00
4 ton	Inst	Ea	Lg	SB	24.6	0.65	1480.00	1000.00	---	2480.00	3150.00
	Inst	Ea	Sm	SB	30.8	0.52	1630.00	1250.00	---	2880.00	3440.00
5 ton	Inst	Ea	Lg	SB	26.7	0.60	1700.00	1090.00	---	2790.00	3530.00
	Inst	Ea	Sm	SB	33.3	0.48	1880.00	1350.00	---	3230.00	3840.00

Heat and A/C Coil

2 ton	Inst	Ea	Lg	SB	21.3	0.75	1060.00	866.00	---	1926.00	2480.00
	Inst	Ea	Sm	SB	26.7	0.60	1170.00	1090.00	---	2260.00	2740.00
3 ton	Inst	Ea	Lg	SB	22.9	0.70	1290.00	931.00	---	2221.00	2830.00
	Inst	Ea	Sm	SB	28.6	0.56	1420.00	1160.00	---	2580.00	3110.00
4 ton	Inst	Ea	Lg	SB	24.6	0.65	1640.00	1000.00	---	2640.00	3330.00
	Inst	Ea	Sm	SB	30.8	0.52	1800.00	1250.00	---	3050.00	3620.00
5 ton	Inst	Ea	Lg	SB	26.7	0.60	1860.00	1090.00	---	2950.00	3720.00
	Inst	Ea	Sm	SB	33.3	0.48	2050.00	1350.00	---	3400.00	4020.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Condensing units

Air cooled, compressor, standard controls

1.0 ton	Inst	Ea	Lg	SB	8.00	2.00	1130.00	325.00	---	1455.00	1770.00
	Inst	Ea	Sm	SB	10.0	1.60	1240.00	407.00	---	1647.00	1830.00
1.5 ton	Inst	Ea	Lg	SB	9.14	1.75	1270.00	372.00	---	1642.00	2000.00
	Inst	Ea	Sm	SB	11.4	1.40	1400.00	464.00	---	1864.00	2070.00
2.0 ton	Inst	Ea	Lg	SB	10.7	1.50	1410.00	435.00	---	1845.00	2250.00
	Inst	Ea	Sm	SB	13.3	1.20	1550.00	541.00	---	2091.00	2340.00
2.5 ton	Inst	Ea	Lg	SB	12.8	1.25	1440.00	520.00	---	1960.00	2410.00
	Inst	Ea	Sm	SB	16.0	1.00	1580.00	651.00	---	2231.00	2530.00
3.0 ton	Inst	Ea	Lg	SB	16.0	1.00	1750.00	651.00	---	2401.00	2960.00
	Inst	Ea	Sm	SB	20.0	0.80	1930.00	813.00	---	2743.00	3110.00
4.0 ton	Inst	Ea	Lg	SB	21.3	0.75	1850.00	866.00	---	2716.00	3390.00
	Inst	Ea	Sm	SB	26.7	0.60	2040.00	1090.00	---	3130.00	3620.00
5.0 ton	Inst	Ea	Lg	SB	32.0	0.50	2350.00	1300.00	---	3650.00	4590.00
	Inst	Ea	Sm	SB	40.0	0.40	2590.00	1630.00	---	4220.00	4950.00

Condenser pad

24" x 24"	Inst	Ea	Lg	SB	0.8	20.00	36.10	32.50	---	68.60	88.70
	Inst	Ea	Sm	SB	1.0	16.00	39.80	40.70	---	80.50	98.80
36" x 36"	Inst	Ea	Lg	SB	0.8	20.00	53.90	32.50	---	86.40	109.00
	Inst	Ea	Sm	SB	1.0	16.00	59.40	40.70	---	100.10	118.00
<i>Minimum Job Charge</i>											
	Inst	Job	Lg	SB	5.33	3.00	---	217.00	---	217.00	314.00
	Inst	Job	Sm	SB	6.67	2.40	---	271.00	---	271.00	393.00

Dampers, motorized

Motorized, variable volume modulating

8" diameter or less	Inst	Ea	Lg	UA	0.80	10.00	133.00	37.20	---	170.20	206.00
	Inst	Ea	Sm	UA	1.00	8.00	146.00	46.50	---	192.50	212.00
9" - 14" diameter	Inst	Ea	Lg	UA	1.33	6.00	184.00	61.90	---	245.90	300.00
	Inst	Ea	Sm	UA	1.67	4.80	203.00	77.70	---	280.70	314.00
15" - 18" diameter	Inst	Ea	Lg	UA	2.00	4.00	212.00	93.10	---	305.10	376.00
	Inst	Ea	Sm	UA	2.50	3.20	234.00	116.00	---	350.00	399.00
Thermostat, ADD	Inst	Ea	Lg	UA	1.33	6.00	50.40	61.90	---	112.30	146.00
	Inst	Ea	Sm	UA	1.67	4.80	55.60	77.70	---	133.30	166.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Diffusers / Grills

Circular

6" diameter	Inst	LF	Lg	UA	.267	30.00	14.10	12.40	---	26.50	33.90
	Inst	LF	Sm	UA	.333	24.00	15.60	15.50	---	31.10	37.60
8-10" diameter	Inst	LF	Lg	UA	.296	27.00	22.30	13.80	---	36.10	45.20
	Inst	LF	Sm	UA	.370	21.60	24.60	17.20	---	41.80	49.10
12-15" diameter	Inst	LF	Lg	UA	.333	24.00	38.40	15.50	---	53.90	66.20
	Inst	LF	Sm	UA	.417	19.20	42.40	19.40	---	61.80	69.90
18" diameter	Inst	LF	Lg	UA	.400	20.00	69.80	18.60	---	88.40	107.00
	Inst	LF	Sm	UA	.500	16.00	76.90	23.30	---	100.20	110.00

Perforated, 24" x 24" panel size

6" x 6"	Inst	Ea	Lg	UA	.500	16.00	21.20	23.30	---	44.50	57.40
	Inst	Ea	Sm	UA	.625	12.80	23.40	29.10	---	52.50	64.70
8" x 8"	Inst	Ea	Lg	UA	.571	14.00	33.50	26.60	---	60.10	76.30
	Inst	Ea	Sm	UA	.714	11.20	36.90	33.20	---	70.10	84.10
10" x 10"	Inst	Ea	Lg	UA	.667	12.00	57.70	31.00	---	88.70	110.00
	Inst	Ea	Sm	UA	.833	9.60	63.50	38.80	---	102.30	119.00
12" x 12"	Inst	Ea	Lg	UA	.800	10.00	105.00	37.20	---	142.20	173.00
	Inst	Ea	Sm	UA	1.00	8.00	115.00	46.50	---	161.50	181.00
18" x 18"	Inst	Ea	Lg	UA	1.00	8.00	126.00	46.50	---	172.50	211.00
	Inst	Ea	Sm	UA	1.25	6.40	138.00	58.20	---	196.20	221.00

Rectangular, one- to four-way blow

6" x 6"	Inst	Ea	Lg	UA	.500	16.00	17.70	23.30	---	41.00	53.40
	Inst	Ea	Sm	UA	.625	12.80	19.50	29.10	---	48.60	60.80
12" x 6"	Inst	Ea	Lg	UA	.571	14.00	27.90	26.60	---	54.50	69.80
	Inst	Ea	Sm	UA	.714	11.20	30.80	33.20	---	64.00	77.90
12" x 9"	Inst	Ea	Lg	UA	.667	12.00	48.10	31.00	---	79.10	99.30
	Inst	Ea	Sm	UA	.833	9.60	53.00	38.80	---	91.80	108.00
12" x 12"	Inst	Ea	Lg	UA	.800	10.00	87.30	37.20	---	124.50	153.00
	Inst	Ea	Sm	UA	1.00	8.00	96.20	46.50	---	142.70	162.00
24" x 12"	Inst	Ea	Lg	UA	1.00	8.00	97.70	46.50	---	144.20	178.00
	Inst	Ea	Sm	UA	1.25	6.40	108.00	58.20	---	166.20	190.00

T-bar mounting, 24" x 24" lay in frame

6" x 6"	Inst	Ea	Lg	UA	.500	16.00	68.80	23.30	---	92.10	112.00
	Inst	Ea	Sm	UA	.625	12.80	75.80	29.10	---	104.90	117.00
9" x 9"	Inst	Ea	Lg	UA	.571	14.00	75.70	26.60	---	102.30	125.00
	Inst	Ea	Sm	UA	.714	11.20	83.40	33.20	---	116.60	131.00
12" x 12"	Inst	Ea	Lg	UA	.667	12.00	79.10	31.00	---	110.10	135.00
	Inst	Ea	Sm	UA	.833	9.60	87.20	38.80	---	126.00	142.00
15" x 15"	Inst	Ea	Lg	UA	.800	10.00	82.50	37.20	---	119.70	148.00
	Inst	Ea	Sm	UA	1.00	8.00	91.00	46.50	---	137.50	157.00
18" x 18"	Inst	Ea	Lg	UA	1.00	8.00	86.00	46.50	---	132.50	165.00
	Inst	Ea	Sm	UA	1.25	6.40	94.80	58.20	---	153.00	177.00

<i>Minimum Job Charge</i>	Inst	Job	Lg	UA	2.29	3.50	---	107.00	---	107.00	151.00
	Inst	Job	Sm	UA	2.86	2.80	---	133.00	---	133.00	189.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Registers, air supply

One- or two-way deflection, adjustable curved face bars, enameled metal

10" x 6"	Inst	Ea	Lg	UA	.333	24.00	8.84	15.50	---	24.34	32.20
	Inst	Ea	Sm	UA	.417	19.20	9.74	19.40	---	29.14	37.30
12" x 5"	Inst	Ea	Lg	UA	.364	22.00	9.72	16.90	---	26.62	35.20
	Inst	Ea	Sm	UA	.455	17.60	10.70	21.20	---	31.90	40.80
12" x 6"	Inst	Ea	Lg	UA	.364	22.00	9.28	16.90	---	26.18	34.70
	Inst	Ea	Sm	UA	.455	17.60	10.20	21.20	---	31.40	40.30
12" x 8"	Inst	Ea	Lg	UA	.400	20.00	11.10	18.60	---	29.70	39.10
	Inst	Ea	Sm	UA	.500	16.00	12.20	23.30	---	35.50	45.20
14" x 6"	Inst	Ea	Lg	UA	.444	18.00	10.20	20.70	---	30.90	41.00
	Inst	Ea	Sm	UA	.556	14.40	11.20	25.90	---	37.10	47.90
<i>Minimum Job Charge</i>											
	Inst	Job	Lg	UA	2.29	3.50	---	107.00	---	107.00	151.00
	Inst	Job	Sm	UA	2.86	2.80	---	133.00	---	133.00	189.00

Cold Air Return, enameled metal

14" x 6"	Inst	Ea	Lg	UA	.400	20.00	8.99	18.60	---	27.59	36.80
	Inst	Ea	Sm	UA	.500	16.00	9.90	23.30	---	33.20	42.90
16" x 8"	Inst	Ea	Lg	UA	.444	18.00	14.00	20.70	---	34.70	45.40
	Inst	Ea	Sm	UA	.556	14.40	15.40	25.90	---	41.30	52.10
24" x 8"	Inst	Ea	Lg	UA	.444	18.00	20.70	20.70	---	41.40	53.20
	Inst	Ea	Sm	UA	.556	14.40	22.80	25.90	---	48.70	59.60
24" x 14"	Inst	Ea	Lg	UA	.500	16.00	28.30	23.30	---	51.60	65.50
	Inst	Ea	Sm	UA	.625	12.80	31.10	29.10	---	60.20	72.40

Ductwork

Fabricated rectangular, includes fittings, joints, supports

Aluminum alloy

Under 100 lbs	Inst	Lb	Lg	UF	.343	70.00	3.19	14.50	---	17.69	24.20
	Inst	Lb	Sm	UF	.429	56.00	3.51	18.10	---	21.61	29.20
100 to 500 lbs	Inst	Lb	Lg	UF	.267	90.00	2.55	11.30	---	13.85	18.90
	Inst	Lb	Sm	UF	.333	72.00	2.81	14.00	---	16.81	22.70
500 to 1,000 lbs	Inst	Lb	Lg	UF	.218	110.0	1.91	9.18	---	11.09	15.20
	Inst	Lb	Sm	UF	.273	88.00	2.11	11.50	---	13.61	18.40
Over 1,000 lbs	Inst	Lb	Lg	UF	.185	130.0	1.27	7.79	---	9.06	12.50
	Inst	Lb	Sm	UF	.231	104.0	1.40	9.73	---	11.13	15.20

Galvanized steel

Under 400 lbs	Inst	Lb	Lg	UF	.120	200.0	3.11	5.05	---	8.16	10.80
	Inst	Lb	Sm	UF	.150	160.0	3.42	6.32	---	9.74	12.40
400 to 1,000 lbs	Inst	Lb	Lg	UF	.112	215.0	2.49	4.72	---	7.21	9.56
	Inst	Lb	Sm	UF	.140	172.0	2.74	5.90	---	8.64	11.10
1,000 to 2,000 lbs	Inst	Lb	Lg	UF	.104	230.0	1.86	4.38	---	6.24	8.36
	Inst	Lb	Sm	UF	.130	184.0	2.05	5.48	---	7.53	9.83
2,000 to 5,000 lbs	Inst	Lb	Lg	UF	.100	240.0	1.24	4.21	---	5.45	7.41
	Inst	Lb	Sm	UF	.125	192.0	1.37	5.27	---	6.64	8.85
Over 10,000 lbs	Inst	Lb	Lg	UF	.096	250.0	.62	4.04	---	4.66	6.46
	Inst	Lb	Sm	UF	.120	200.0	.68	5.05	---	5.73	7.86

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Flexible, coated fabric on spring steel, aluminum, or corrosion-resistant metal

Non-insulated

3" diameter	Inst	LF	Lg	UD	.058	275.0	.88	2.32	---	3.20	4.30
	Inst	LF	Sm	UD	.073	220.0	.97	2.91	---	3.88	5.11
4" diameter	Inst	LF	Lg	UD	.071	225.0	1.32	2.83	---	4.15	5.54
	Inst	LF	Sm	UD	.089	180.0	1.46	3.55	---	5.01	6.51
6" diameter	Inst	LF	Lg	UD	.080	200.0	1.81	3.19	---	5.00	6.62
	Inst	LF	Sm	UD	.100	160.0	2.00	3.99	---	5.99	7.67
7" diameter	Inst	LF	Lg	UD	.091	175.0	1.90	3.63	---	5.53	7.34
	Inst	LF	Sm	UD	.114	140.0	2.10	4.55	---	6.65	8.56
8" diameter	Inst	LF	Lg	UD	.107	150.0	2.00	4.27	---	6.27	8.37
	Inst	LF	Sm	UD	.133	120.0	2.20	5.31	---	7.51	9.74
10" diameter	Inst	LF	Lg	UD	.128	125.0	2.10	5.11	---	7.21	9.67
	Inst	LF	Sm	UD	.160	100.0	2.31	6.39	---	8.70	11.40
12" diameter	Inst	LF	Lg	UD	.160	100.0	2.21	6.39	---	8.60	11.60
	Inst	LF	Sm	UD	.200	80.0	2.43	7.98	---	10.41	13.80

Insulated

3" diameter	Inst	LF	Lg	UD	.064	250.0	3.12	2.55	---	5.67	7.22
	Inst	LF	Sm	UD	.080	200.0	3.43	3.19	---	6.62	7.97
4" diameter	Inst	LF	Lg	UD	.071	225.0	3.28	2.83	---	6.11	7.80
	Inst	LF	Sm	UD	.089	180.0	3.62	3.55	---	7.17	8.67
5" diameter	Inst	LF	Lg	UD	.080	200.0	3.45	3.19	---	6.64	8.50
	Inst	LF	Sm	UD	.100	160.0	3.80	3.99	---	7.79	9.47
6" diameter	Inst	LF	Lg	UD	.091	175.0	3.68	3.63	---	7.31	9.39
	Inst	LF	Sm	UD	.114	140.0	4.05	4.55	---	8.60	10.50
7" diameter	Inst	LF	Lg	UD	.107	150.0	3.98	4.27	---	8.25	10.60
	Inst	LF	Sm	UD	.133	120.0	4.38	5.31	---	9.69	11.90
8" diameter	Inst	LF	Lg	UD	.128	125.0	4.48	5.11	---	9.59	12.40
	Inst	LF	Sm	UD	.160	100.0	4.94	6.39	---	11.33	14.00
10" diameter	Inst	LF	Lg	UD	.160	100.0	6.80	6.39	---	13.19	16.90
	Inst	LF	Sm	UD	.200	80.0	7.50	7.98	---	15.48	18.80
12" diameter	Inst	LF	Lg	UD	.213	75.00	7.47	8.50	---	15.97	20.70
	Inst	LF	Sm	UD	.267	60.00	8.23	10.70	---	18.93	23.40
14" diameter	Inst	LF	Lg	UD	.320	50.00	7.84	12.80	---	20.64	27.20
	Inst	LF	Sm	UD	.400	40.00	8.64	16.00	---	24.64	31.30

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Fans and Ventilators

Roof-type ventilators

Aluminum, dome

6" diameter, 300 CFM	Inst	Ea	Lg	EA	.667	12.00	144.00	29.90	---	173.90	209.00
	Inst	Ea	Sm	EA	.833	9.60	159.00	37.40	---	196.40	213.00
7" diameter, 450 CFM	Inst	Ea	Lg	EA	.727	11.00	151.00	32.60	---	183.60	222.00
	Inst	Ea	Sm	EA	.909	8.80	167.00	40.80	---	207.80	226.00
9" diameter, 900 CFM	Inst	Ea	Lg	EA	.800	10.00	159.00	35.90	---	194.90	235.00
	Inst	Ea	Sm	EA	1.00	8.00	176.00	44.90	---	220.90	241.00
12" diameter, 1,000 CFM	Inst	Ea	Lg	EA	1.00	8.00	168.00	44.90	---	212.90	258.00
	Inst	Ea	Sm	EA	1.25	6.40	185.00	56.10	---	241.10	266.00
16" diameter, 1,500 CFM	Inst	Ea	Lg	EA	1.14	7.00	222.00	51.20	---	273.20	329.00
	Inst	Ea	Sm	EA	1.43	5.60	244.00	64.20	---	308.20	337.00
20" diameter, 2,500 CFM	Inst	Ea	Lg	EA	1.33	6.00	266.00	59.70	---	325.70	393.00
	Inst	Ea	Sm	EA	1.67	4.80	293.00	75.00	---	368.00	402.00
26" diameter, 4,000 CFM	Inst	Ea	Lg	EA	1.60	5.00	319.00	71.80	---	390.80	471.00
	Inst	Ea	Sm	EA	2.00	4.00	352.00	89.80	---	441.80	482.00
32" diameter, 6,500 CFM	Inst	Ea	Lg	EA	2.00	4.00	383.00	89.80	---	472.80	571.00
	Inst	Ea	Sm	EA	2.50	3.20	422.00	112.00	---	534.00	585.00
38" diameter, 8,000 CFM	Inst	Ea	Lg	EA	2.67	3.00	460.00	120.00	---	580.00	703.00
	Inst	Ea	Sm	EA	3.33	2.40	507.00	149.00	---	656.00	723.00
50" diameter, 13,000 CFM	Inst	Ea	Lg	EA	4.00	2.00	552.00	180.00	---	732.00	895.00
	Inst	Ea	Sm	EA	5.00	1.60	608.00	224.00	---	832.00	933.00

Plastic ABS dome

900 CFM	Inst	Ea	Lg	EA	.667	12.00	112.00	29.90	---	141.90	172.00
	Inst	Ea	Sm	EA	.833	9.60	123.00	37.40	---	160.40	177.00
1,600 CFM	Inst	Ea	Lg	EA	.800	10.00	155.00	35.90	---	190.90	231.00
	Inst	Ea	Sm	EA	1.00	8.00	171.00	44.90	---	215.90	236.00

Wall-type ventilators, one speed, with shutter

12" diameter, 1,000 CFM	Inst	Ea	Lg	EA	.667	12.00	168.00	29.90	---	197.90	236.00
	Inst	Ea	Sm	EA	.833	9.60	185.00	37.40	---	222.40	239.00
14" diameter, 1,500 CFM	Inst	Ea	Lg	EA	.800	10.00	222.00	35.90	---	257.90	307.00
	Inst	Ea	Sm	EA	1.00	8.00	244.00	44.90	---	288.90	309.00
16" diameter, 2,000 CFM	Inst	Ea	Lg	EA	1.00	8.00	266.00	44.90	---	310.90	371.00
	Inst	Ea	Sm	EA	1.25	6.40	293.00	56.10	---	349.10	375.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P
Entire structure, exhaust, wall-type, one speed, with shutter											
30" diameter, 10,00 CFM	Inst	Ea	Lg	EA	1.60	5.00	734.00	71.80	---	805.80	948.00
	Inst	Ea	Sm	EA	2.00	4.00	809.00	89.80	---	898.80	939.00
36" diameter, 12,100 CFM	Inst	Ea	Lg	EA	2.00	4.00	773.00	89.80	---	862.80	1020.00
	Inst	Ea	Sm	EA	2.50	3.20	851.00	112.00	---	963.00	1010.00
42" diameter, 15,900 CFM	Inst	Ea	Lg	EA	2.67	3.00	795.00	120.00	---	915.00	1090.00
	Inst	Ea	Sm	EA	3.33	2.40	876.00	149.00	---	1025.00	1090.00
48" diameter, 21,100 CFM	Inst	Ea	Lg	EA	4.00	2.00	1290.00	180.00	---	1470.00	1740.00
	Inst	Ea	Sm	EA	5.00	1.60	1420.00	224.00	---	1644.00	1740.00
Two speeds, ADD	Inst	Ea	Lg	---	---	---	49.00	---	---	49.00	56.40
	Inst	Ea	Sm	---	---	---	54.00	---	---	54.00	62.10
12-hour timer, ADD	Inst	Ea	Lg	EA	.500	16.00	24.50	22.40	---	46.90	60.70
	Inst	Ea	Sm	EA	.625	12.80	27.00	28.10	---	55.10	67.70
Entire structure, lay-down type, one speed, with shutter											
30" diameter, 5,100 CFM	Inst	Ea	Lg	EA	1.33	6.00	370.00	59.70	---	429.70	512.00
	Inst	Ea	Sm	EA	1.67	4.80	408.00	75.00	---	483.00	517.00
36" diameter, 6,500 CFM	Inst	Ea	Lg	EA	1.60	5.00	715.00	71.80	---	786.80	926.00
	Inst	Ea	Sm	EA	2.00	4.00	788.00	89.80	---	877.80	918.00
42" diameter, 9,000 CFM	Inst	Ea	Lg	EA	2.00	4.00	736.00	89.80	---	825.80	977.00
	Inst	Ea	Sm	EA	2.50	3.20	812.00	112.00	---	924.00	974.00
48" diameter, 12,000 CFM	Inst	Ea	Lg	EA	2.67	3.00	758.00	120.00	---	878.00	1050.00
	Inst	Ea	Sm	EA	3.33	2.40	835.00	149.00	---	984.00	1050.00
Two speeds, ADD	Inst	Ea	Lg	---	---	---	49.00	---	---	49.00	56.40
	Inst	Ea	Sm	---	---	---	54.00	---	---	54.00	62.10
12-hour timer, ADD	Inst	Ea	Lg	EA	.500	16.00	24.50	22.40	---	46.90	60.70
	Inst	Ea	Sm	EA	.625	12.80	27.00	28.10	---	55.10	67.70
<i>Minimum Job Charge</i>											
	Inst	Job	Lg	EA	2.29	3.50	---	103.00	---	103.00	149.00
	Inst	Job	Sm	EA	2.86	2.80	---	128.00	---	128.00	186.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

System units complete

Fan coil air conditioning

Residential / Light Commercial

0.5 ton cooling	Inst	Ea	Lg	SB	4.00	4.00	1600.00	163.00	---	1763.00	2070.00
	Inst	Ea	Sm	SB	5.00	3.20	1760.00	203.00	---	1963.00	2050.00
1 ton cooling	Inst	Ea	Lg	SB	5.33	3.00	1770.00	217.00	---	1987.00	2350.00
	Inst	Ea	Sm	SB	6.67	2.40	1950.00	271.00	---	2221.00	2350.00
2.5 ton cooling	Inst	Ea	Lg	SB	8.00	2.00	1970.00	325.00	---	2295.00	2740.00
	Inst	Ea	Sm	SB	10.0	1.60	2170.00	407.00	---	2577.00	2760.00
3 ton cooling	Inst	Ea	Lg	SB	16.0	1.00	2370.00	651.00	---	3021.00	3660.00
	Inst	Ea	Sm	SB	20.0	0.80	2610.00	813.00	---	3423.00	3790.00
4 ton cooling	Inst	Ea	Lg	SF	12.0	2.00	2640.00	517.00	---	3157.00	3780.00
	Inst	Ea	Sm	SF	15.0	1.60	2910.00	647.00	---	3557.00	3850.00
5 ton cooling	Inst	Ea	Lg	SF	16.0	1.50	3240.00	690.00	---	3930.00	4730.00
	Inst	Ea	Sm	SF	20.0	1.20	3570.00	862.00	---	4432.00	4820.00

Commercial

2 ton cooling	Inst	Ea	Lg	SB	12.80	1.25	2180.00	520.00	---	2700.00	3270.00
	Inst	Ea	Sm	SB	16.00	1.00	2410.00	651.00	---	3061.00	3350.00
5 ton cooling	Inst	Ea	Lg	SB	16.00	1.00	4160.00	651.00	---	4811.00	5730.00
	Inst	Ea	Sm	SB	20.00	0.80	4590.00	813.00	---	5403.00	5770.00
8 ton cooling	Inst	Ea	Lg	SB	21.33	0.75	4970.00	867.00	---	5837.00	6980.00
	Inst	Ea	Sm	SB	26.7	0.60	5480.00	1090.00	---	6570.00	7060.00
10 ton cooling	Inst	Ea	Lg	SB	32.0	0.50	5220.00	1300.00	---	6520.00	7890.00
	Inst	Ea	Sm	SB	40.0	0.40	5760.00	1630.00	---	7390.00	8110.00
15 ton cooling	Inst	Ea	Lg	SF	72.7	0.33	10900.00	3130.00	---	14030.00	17000.00
	Inst	Ea	Sm	SF	92.3	0.26	12000.00	3980.00	---	15980.00	17700.00

Minimum Job Charge

	Inst	Job	Lg	SB	5.33	3.00	---	217.00	---	217.00	314.00
	Inst	Job	Sm	SB	6.67	2.40	---	271.00	---	271.00	393.00

Description	Oper	Unit	Vol	Crew Size	Man-	Crew	Avg	Avg	Avg	Avg	Avg
					hours	Output	Mat'l	Labor	Equip	Total	Price
					per	per	Unit	Unit	Unit	Unit	Incl
					Unit	Day	Cost	Cost	Cost	Cost	O&P

Heat Pump

Exterior coil unit, not including curbs or pads

2 ton cool	Inst	Ea	Lg	SB	16.0	1.00	1510.00	651.00	---	2161.00	2670.00
	Inst	Ea	Sm	SB	20.0	0.80	1660.00	813.00	---	2473.00	2840.00
3 ton cool	Inst	Ea	Lg	SB	32.0	0.50	1660.00	1300.00	---	2960.00	3800.00
	Inst	Ea	Sm	SB	40.0	0.40	1830.00	1630.00	---	3460.00	4190.00
4 ton cool	Inst	Ea	Lg	SB	48.5	0.33	2090.00	1970.00	---	4060.00	5260.00
	Inst	Ea	Sm	SB	61.5	0.26	2300.00	2500.00	---	4800.00	5930.00
5 ton cool	Inst	Ea	Lg	SB	64.0	0.25	2130.00	2600.00	---	4730.00	6230.00
	Inst	Ea	Sm	SB	80.0	0.20	2350.00	3250.00	---	5600.00	7070.00

Roof mounted, coil unit, not including curbs or pads or crane

8 ton cool	Inst	Ea	Lg	SB	32.0	0.50	6780.00	1300.00	---	8080.00	9690.00
	Inst	Ea	Sm	SB	40.0	0.40	7470.00	1630.00	---	9100.00	9830.00
10 ton cool	Inst	Ea	Lg	SB	48.5	0.33	8590.00	1970.00	---	10560.00	12700.00
	Inst	Ea	Sm	SB	61.5	0.26	9470.00	2500.00	---	11970.00	13100.00
15 ton cool	Inst	Ea	Lg	SB	64.0	0.25	12300.00	2600.00	---	14900.00	18000.00
	Inst	Ea	Sm	SB	80.0	0.20	13600.00	3250.00	---	16850.00	18300.00
20 ton cool	Inst	Ea	Lg	SB	80.0	0.20	16300.00	3250.00	---	19550.00	23400.00
	Inst	Ea	Sm	SB	100.0	0.16	17900.00	4070.00	---	21970.00	23800.00

Minimum Job Charge

	Inst	Job	Lg	SB	8.00	2.00	---	325.00	---	325.00	472.00
	Inst	Job	Sm	SB	10.0	1.60	---	407.00	---	407.00	590.00

PTAC Wall / Window unit air conditioners.

Semi-permanent installation, 3-speed fan, 125-volt GFI receptacle, energy-efficient models

6,000 BTUH (0.5 ton cool)	Inst	Ea	Lg	EB	4.00	4.00	509.00	180.00	---	689.00	846.00
	Inst	Ea	Sm	EB	5.00	3.20	561.00	224.00	---	785.00	886.00
9,000 BTUH (0.75 ton cool)	Inst	Ea	Lg	EB	4.00	4.00	641.00	180.00	---	821.00	997.00
	Inst	Ea	Sm	EB	5.00	3.20	706.00	224.00	---	930.00	1030.00
12,000 BTUH (1.0 ton cool)	Inst	Ea	Lg	EB	4.00	4.00	733.00	180.00	---	913.00	1100.00
	Inst	Ea	Sm	EB	5.00	3.20	808.00	224.00	---	1032.00	1130.00
18,000 BTUH (1.5 ton cool)	Inst	Ea	Lg	EB	5.33	3.00	875.00	239.00	---	1114.00	1350.00
	Inst	Ea	Sm	EB	6.67	2.40	964.00	299.00	---	1263.00	1400.00
24,000 BTUH (2.0 ton cool)	Inst	Ea	Lg	EB	5.33	3.00	1180.00	239.00	---	1419.00	1700.00
	Inst	Ea	Sm	EB	6.67	2.40	1300.00	299.00	---	1599.00	1730.00
36,000 BTUH (3.0 ton cool)	Inst	Ea	Lg	EB	5.33	3.00	1370.00	239.00	---	1609.00	1920.00
	Inst	Ea	Sm	EB	6.67	2.40	1510.00	299.00	---	1809.00	1950.00

Minimum Job Charge

	Inst	Job	Lg	EA	2.67	3.00	---	120.00	---	120.00	174.00
	Inst	Job	Sm	EA	3.33	2.40	---	149.00	---	149.00	217.00

Awnings. See Canopies, page 67

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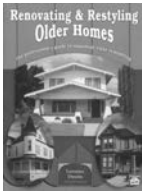
Practical References for Builders

National Estimator Cloud



Generate professional construction estimates for all residential and commercial construction from your internet browser. Includes 10 Craftsman construction cost databases, over 40,000 labor and material costs for construction, in an easy-to-use format. Cost estimates are well-organized and thoroughly indexed to speed and simplify writing estimates for nearly any residential or light commercial construction project – new construction, improvement or repair. Convert the bid to an invoice – in either QuickBooks Desktop or QuickBooks Online. Access your estimates from anywhere and on any device with a Web browser. Monthly and one-time billing options available. Visit <https://craftsman-book.com/national-estimator-cloud> for more details.

Renovating & Restyling Older Homes



Any builder can turn a run-down old house into a showcase of perfection — if the customer has unlimited funds to spend. Unfortunately, most customers are on a tight budget. They usually want more improvements than they can afford — and they expect you to deliver. This book shows how to add economical improvements that can increase the property value by two, five or even ten times the cost of the remodel. Sound impossible? Here you'll find the secrets of a builder who has been putting these techniques to work on Victorian and Craftsman-style houses for twenty years. You'll see what to repair, what to replace and what to leave, so you can remodel or restyle older homes for the least amount of money and the greatest increase in value.

416 pages, 8½ x 11, \$33.50

National Renovation & Insurance Repair Estimator



Current prices in dollars and cents for hard-to-find items needed on most insurance, repair, remodeling, and renovation jobs. All price items include labor, material, and equipment breakouts, plus special charts that tell you exactly how these costs are calculated.

488 pages, 8½ x 11, \$99.50. Revised annually

Also available as an eBook (PDF), \$49.75 at

www.craftsman-book.com

National Appraisal Estimator



An Online Appraisal Estimating Service. Produce credible single-family residence appraisals – in as little as five minutes. A smart resource for appraisers using the cost approach. Reports consider all significant cost variables and both physical and functional depreciation. For more information, visit

www.craftsman-book.com/national-appraisal-estimator-online-software

Markup & Profit: A Contractor's Guide, Revised



In order to succeed in a construction business, you have to be able to price your jobs to cover all labor, material and overhead expenses, and make a decent profit. But calculating markup is only part of the picture. If you're going to beat the odds and stay in business – profitably, you also need to know how to write good contracts, manage your crews, work with subcontractors and collect on your work. This book covers the business basics

of running a construction company, whether you're a general or specialty contractor working in remodeling, new construction or commercial work. The principles outlined here apply to all construction-related businesses. You'll find tried and tested formulas to guarantee profits, with step-by-step instructions and easy-to-follow examples to help you learn how to operate your business successfully. Includes a link to free downloads of blank forms and checklists used in this book.

336 pages, 8½ x 11, \$59.50

Also available as an eBook (ePub, mobi for Kindle), \$39.95 at

www.craftsman-book.com

Construction Forms for Contractors

This practical guide contains 78 practical forms, letters and checklists, guaranteed to help you streamline your office, organize your jobsites, gather and organize records and documents, keep a handle on your subs, reduce estimating errors, administer change orders and lien issues, monitor crew productivity, track your equipment use, and more. Includes accounting forms, change order forms, forms for customers, estimating forms, field work forms, HR forms, lien forms, office forms, bids and proposals, subcontracts, and more. All are also on the CD-ROM included, in Excel spreadsheets, as formatted Rich Text that you can fill out on your computer, and as PDFs.

360 pages, 8½ x 11, \$48.50

eBook (PDF) also available; \$24.25 at www.craftsman-book.com

Paper Contracting: The How-To of Construction Management Contracting

Risk, and the headaches that go with it, have always been a major part of any construction project — risk of loss, negative cash flow, construction claims, regulations, excessive changes, disputes, slow pay — sometimes you'll make money, and often you won't. But many contractors today are avoiding almost all of that risk by working under a construction management contract, where they are simply a paid consultant to the owner, running the job, but leaving him the risk. This manual is the how-to of construction management contracting. You'll learn how the process works, how to get started as a CM contractor, what the job entails, how to deal with the issues that come up, when to step back, and how to get the job completed on time and on budget. Includes a link to free downloads of CM contracts legal in each state.

272 pages, 8½ x 11, \$55.50

eBook (PDF) also available; \$27.75 at www.craftsman-book.com

National Home Improvement Estimator

Current labor and material prices for home improvement projects. Provides manhours for each job, recommended crew size, and the labor cost for removal and installation work. Material prices are current. Gives step-by-step instructions for the work, with helpful diagrams, and home improvement shortcuts and tips from experts.

568 pages, 8½ x 11, \$98.75. Revised annually

Also available as an eBook (PDF), \$49.38 at

www.craftsman-book.com

Construction Contract Writer

Relying on a "one-size-fits-all" construction contract to fit your jobs can be dangerous — almost as dangerous as a handshake agreement. *Construction Contract Writer* lets you draft a contract in minutes that precisely fits your needs and the particular job, and meets state and federal requirements. You answer a series of questions — like an interview — to construct a legal contract for each project you take on. Anticipate where disputes could arise and settle them in the contract before they happen. Include the warranty protection you intend, the payment schedule, and create subcontracts from the prime contract by just clicking a box. Includes a feedback button to an attorney on the Craftsman staff to help should you need it — *No extra charge.*

\$199.95. Download *Construction Contract Writer* at

<http://www.constructioncontractwriter.com>



Contractor's Guide to QuickBooks by Online Accounting

This book is designed to help a contractor, bookkeeper and their accountant set up and use QuickBooks Desktop specifically for the construction industry. No use re-inventing the wheel, we have used this system with contractors for over 30 years. It works and is now the national standard. By following the steps we outlined in the book you, too, can set up a good system for job costing as well as financial reporting.

156 pages, 8½ x 11, \$68.50

eBook (PDF) also available; \$34.50 at www.craftsman-book.com

Profits in Buying & Renovating Homes



Step-by-step instructions for selecting, repairing, improving, and selling highly profitable "fixer-uppers." Shows which price ranges offer the highest profit-to-investment ratios, which neighborhoods offer the best return, practical directions for repairs, and tips on dealing with buyers, sellers, and real estate agents. Shows you how to determine your profit before you buy, what "bargains" to avoid, and how to make simple, profitable, inexpensive upgrades.

304 pages, 8½ x 11, \$24.75

Insurance Restoration Contracting: Startup to Success



Insurance restoration — the repair of buildings damaged by water, fire, smoke, storms, vandalism and other disasters — is an exciting field of construction that provides lucrative work that's immune to economic downturns. And, with insurance companies funding the repairs, your payment is virtually guaranteed. But this type of work requires special knowledge and equipment, and that's what you'll learn about in this book. It covers fire repairs and smoke damage, water losses and specialized drying methods, mold remediation, content restoration, even damage to mobile and manufactured homes. You'll also find information on equipment needs, training classes, estimating books and software, and how restoration leads to lucrative remodeling jobs. It covers all you need to know to start and succeed as the restoration contractor that both homeowners and insurance companies call on first for the best jobs.

640 pages, 8½ x 11, \$69.00

eBook (PDF) also available; \$34.50 at www.craftsman-book.com

Home Building Mistakes & Fixes



This is an encyclopedia of practical fixes for real-world home building and repair problems. There's never an end to "surprises" when you're in the business of building and fixing homes, yet there's little published on how to deal with construction that went wrong — where out-of-square or non-standard or jerry-rigged turns what should be a simple job into a nightmare. This manual describes jaw-dropping building mistakes that actually occurred, from disastrous misunderstandings over property lines, through basement floors leveled with an out-of-level instrument, to a house collapse when a siding crew removed the old siding. You'll learn the pitfalls the painless way, and real-world working solutions for the problems every contractor finds in a home building or repair jobsite. Includes dozens of those "surprises" and the author's step-by-step, clearly illustrated tips, tricks and workarounds for dealing with them.

384 pages, 8½ x 11, \$52.50

eBook (PDF) also available; \$26.25 at www.craftsman-book.com

Home Inspection Handbook

Every area you need to check in a home inspection — especially in older homes. Twenty complete inspection checklists: building site, foundation and basement, structural, bathrooms, chimneys and flues, ceilings, interior & exterior finishes, electrical, plumbing, HVAC, insects, vermin and decay, and more. Also includes information on starting and running your own home inspection business.

324 pages, 5½ x 8½, \$39.95

eBook (PDF) also available; \$19.98 at www.craftsman-book.com

Contractor's Survival Manual Revised

The "real skinny" on the down-and-dirty survival skills that no one likes to talk about — unique, unconventional ways to get through a debt crisis: what to do when the bills can't be paid, finding money and buying time, conserving income, transferring debt, setting payment priorities, cash float techniques, dealing with judgments and liens, and laying the foundation for recovery. Here you'll find out how to survive a downturn and the key things you can do to pave the road to success. Have this book as your insurance policy; when hard times come to your business it will be your guide.

336 pages, 8½ x 11, \$38.00

eBook (PDF) also available; \$19.00 at www.craftsman-book.com

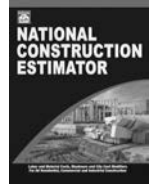


National Construction Estimator

Current building costs for residential, commercial, and industrial construction. Estimated prices for every common building material. Provides manhours, recommended crew, and gives the labor cost for installation.

672 pages, 8½ x 11, \$97.50. Revised annually

Also available as an eBook (PDF), \$48.75 at www.craftsman-book.com



Building Code Compliance for Contractors & Inspectors

An answer book for both contractors and building inspectors, this manual explains what it takes to pass inspections under the 2009 *International Residential Code*. It includes a code checklist for every trade, covering some of the most common reasons why inspectors reject residential work — footings, foundations, slabs, framing, sheathing, plumbing, electrical, HVAC, energy conservation and final inspection. The requirement for each item on the checklist is explained, and the code section cited so you can look it up or show it to the inspector. Knowing in advance what the inspector wants to see gives you an (almost unfair) advantage. To pass inspection, do your own pre-inspection before the inspector arrives. If your work requires getting permits and passing inspections, put this manual to work on your next job. If you're considering a career in code enforcement, this can be your guidebook.

8½ x 11, 232 pages, \$32.50

eBook (PDF) also available; \$16.25 at www.craftsman-book.com



Builder's Guide to Room Additions

How to tackle problems that are unique to additions, such as requirements for basement conversions, reinforcing ceiling joists for second-story conversions, handling problems in attic conversions, what's required for footings, foundations, and slabs, how to design the best bathroom for the space, and much more. Besides actual construction, you'll even find help in designing, planning, and estimating your room addition jobs.

352 pages, 8½ x 11, \$34.95



Estimating Home Building Costs, Revised

Estimate every phase of residential construction from site costs to the profit margin you include in your bid. Shows how to keep track of manhours and make accurate labor cost estimates for site clearing and excavation, footings, foundations, framing and sheathing finishes, electrical, plumbing, and more. Provides and explains sample cost estimate worksheets with complete instructions for each job phase. This practical guide to estimating home construction costs has been updated with digital *Excel* estimating forms and worksheets that ensure accurate and complete estimates for your residential projects. Enter your project information on the worksheets and *Excel* automatically totals each material and labor cost from every stage of construction to a final cost estimate worksheet. Load the enclosed CD-ROM into your computer and create your own estimate as you follow along with the step-by-step techniques in this book.

336 pages, 8½ x 11, \$38.00

eBook (PDF) also available; \$19.00 at www.craftsman-book.com



Drafting House Plans eBook

Here you'll find step-by-step instructions for drawing a complete set of house plans for a one-story house, an addition to an existing house, or a remodeling project. This book shows how to visualize spatial relationships, use architectural scales and symbols, sketch preliminary drawings, develop detailed floor plans and exterior elevations, and prepare a final plot plan. It even includes code-approved joist and rafter spans and how to make sure that drawings meet code requirements. **188 pages**

Only available as an eBook (PDF), \$17.48 at www.craftsman-book.com

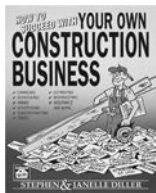
Concrete at Home



Build artistic custom concrete floors, cabinets, countertops, sinks, dividers, fireplaces, mantle pieces and more. In the pages of this 216-page, four-color book you'll find hundreds of ideas for ways to use concrete on the job. You'll learn how to custom design, pour, finish, and seal one-of-a-kind custom interior and exterior floors. Includes information on admixtures, crack control, custom finishes, self-leveling compounds, and reinforcement techniques. Shows how to apply inlays, linework, and stamps and finishes to concrete floors. Explains how to create custom concrete countertops and sinks. Illustrates the fundamentals of concrete wall design, including innovative uses for concrete block, applying color and texture on walls, using ties, rebar, and forms for walls. How to design, form and place fireplace surrounds, water pipes, columns, and more from concrete.

216 pages, 9 x 11, \$32.00

How to Succeed With Your Own Construction Business



Everything you need to start your own construction business: setting up the paperwork, finding the jobs, advertising, using contracts, dealing with lenders, estimating, scheduling, finding and keeping good employees, keeping the books, and coping with success. If you're considering starting your own construction business, all the knowledge, tips, and blank forms you need are here.

336 pages, 8½ x 11, \$28.50

eBook (PDF) also available, \$14.25 at www.craftsman-book.com

Rough Framing Carpentry

If you'd like to make good money working outdoors as a framer, this is the book for you. Here you'll find shortcuts to laying out studs; speed cutting blocks, trimmers and plates by eye; quickly building and blocking rake walls; installing ceiling backing, ceiling joists, and truss joists; cutting and assembling hip trusses and California fills; arches and drop ceilings — all with production line procedures that save you time and help you make more money. Over 100 on-the-job photos of how to do it right and what can go wrong.

304 pages, 8½ x 11, \$26.50

National Building Cost Manual



Square-foot costs for residential, commercial, industrial, military, schools, greenhouses, churches and farm buildings. Includes important variables that can make any building unique from a cost standpoint. Quickly work up a reliable budget estimate based on actual materials and design features, area, shape, wall height, number of floors, and support requirements. Includes free download of Craftsman's easy-to-use software

that calculates total in-place cost estimates or appraisals. Use the regional cost adjustment factors provided to tailor the estimate to any jobsite in the U.S. Then view, print, email or save the detailed PDF report as needed.

280 pages, 8½ x 11, \$98.00. Revised annually

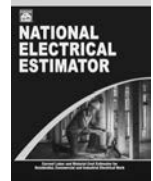
eBook (PDF) also available, \$49.00 at www.craftsman-book.com

National Electrical Estimator

This year's prices for installation of all common electrical work: conduit, wire, boxes, fixtures, switches, outlets, loadcenters, panelboards, raceway, duct, signal systems, and more. Provides material costs, manhours per unit, and total installed cost. Explains what you should know to estimate each part of an electrical system.

552 pages, 8½ x 11, \$97.75. Revised annually

eBook (PDF) also available, \$48.88 at www.craftsman-book.com



National Painting Cost Estimator

A complete guide to estimating painting costs for just about any type of residential, commercial, or industrial painting, whether by brush, spray, or roller. Shows typical costs and bid prices for fast, medium, and slow work, including material costs per gallon, square feet covered per gallon, square feet covered per manhour, labor, material, overhead, and taxes per 100 square feet, and how much to add for profit.

448 pages, 8½ x 11, \$98.00. Revised annually

Also available as an eBook (PDF), \$49.00 at www.craftsman-book.com



National Plumbing & HVAC Estimator

Manhours, labor and material costs for all common plumbing and HVAC work in residential, commercial, and industrial buildings. You can quickly work up a reliable estimate based on the pipe, fittings and equipment required. Every plumbing and HVAC estimator can use the cost estimates in this practical manual. Sample estimating and bidding forms and contracts also included. Explains how to handle change orders, letters of intent, and warranties. Describes the right way to process submittals, deal with suppliers and subcontract specialty work.

480 pages, 8½ x 11, \$98.25. Revised annually

eBook (PDF) also available, \$49.13 at www.craftsman-book.com



Easy Scheduling

Easy Scheduling presents you with a complete set of "real world" scheduling tools that are specifically tailored to meet the needs of small- to medium-sized construction businesses. Step by step, it shows you how to use Microsoft Project to build a schedule that will synchronize everyone's efforts into an organized system that becomes the foundation of all planning and communication for all your jobs. You'll see how to establish realistic project goals, set checkpoints, activities, relationships and time estimates for each task, as well as establish priorities. You'll learn how to create a project flowchart to keep everyone focused and on track, and see how to use CSI (Construction Specification Institute) coding to organize and sort tasks, methods, and materials across multiple projects. If you want an easy way to schedule your jobs, Microsoft Project and Easy Scheduling is the answer for you. (Does not include Microsoft Project.)

316 pages, 8½ x 11, \$66.95. Published by BNI.

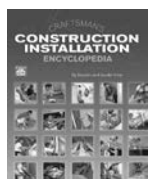


Craftsman's Construction Installation Encyclopedia

Step-by-step installation instructions for just about any residential construction, remodeling or repair task, arranged alphabetically, from Acoustic tile to Wood flooring. Includes hundreds of illustrations that show how to build, install, or remodel each part of the job, as well as manhour tables for each work item so you can estimate and bid with confidence. Also includes a CD-ROM with all the material in the book, handy look-up features, and the ability to capture and print out for your crew the instructions and diagrams for any job.

792 pages, 8½ x 11, \$65.00

Also available as an eBook (PDF), \$32.50 at www.craftsman-book.com



Basic Engineering for Builders



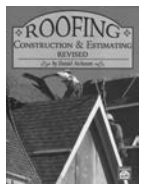
This book is for you if you've ever been stumped by an engineering problem on the job, yet wanted to avoid the expense of hiring a qualified engineer. Here you'll find engineering principles explained in non-technical language and practical methods for applying them on the job. With the help of this book you'll be able to understand engineering functions in the plans and how to meet the requirements, how to get permits issued

without the help of an engineer, and anticipate requirements for concrete, steel, wood and masonry. See why you sometimes have to hire an engineer and what you can undertake yourself: surveying, concrete, lumber loads and stresses, steel, masonry, plumbing, and HVAC systems. This book is designed to help you, the builder, save money by understanding engineering principles that you can incorporate into the jobs you bid.

400 pages, 8½ x 11, \$39.50

eBook (PDF) also available; \$19.75 at www.craftsman-book.com

Roofing Construction & Estimating, Revised



Detailed, step-by-step instructions, with photographs and diagrams, for installing, repairing and estimating nearly every type of roof covering available today for residential and commercial structures: asphalt shingles, roll roofing, wood shingles and shakes, clay tile, slate, metal, built-up, elastomeric, TPO and more. Provides guidance on sheathing, synthetic and felt underlayment, as well as tips and tricks from an experienced pro for

dealing with those difficult points on a roof that are prone to leaks, such as valleys and roof penetrations. For each roofing type, instructions are provided for estimating material quantities and labor costs, with formulas, easy-to-follow examples and sample estimates for you to test your skill. Use these methods to create reliable estimates that will help insure a profit on every job you take.

448 pages, 8½ x 11, \$62.50

eBook (PDF) also available, \$31.25 at www.craftsman-book.com

Finish Carpenter's Manual



Everything you need to know to be a finish carpenter: assessing a job before you begin, and tricks of the trade from a master finish carpenter. Easy-to-follow instructions for installing doors and windows, ceiling treatments (including fancy beams, corbels, cornices and moldings), wall treatments (including wainscoting and sheet paneling), and the finishing touches of chair, picture, and plate rails. Specialized interior work includes

cabinetry and built-ins, stair finish work, and closets. Also covers exterior trims and porches. Includes manhour tables for finish work, and hundreds of illustrations and photos.

208 pages, 8½ x 11, \$32.50

Plumber's Handbook Revised, 6th Edition



This new edition explains simply and clearly, in non-technical, everyday language, how to install all components of a plumbing system to comply not only with recent changes in the 2021 *International Plumbing Code* and the 2021 *Uniform Plumbing Code*, but with the requirements of the Americans with Disabilities Act. Originally written for working plumbers to assure safe, reliable, code-compliant plumbing installations that pass inspection the

first time, Plumber's Handbook, because of its readability, accuracy and clear, simple diagrams, has become the textbook of choice for numerous schools preparing plumbing students for the plumber's exams. Now, with a set of questions for each chapter, full explanations for the answers, and with a 200-question sample exam in the back, this handbook is one of the best tools available for preparing for almost any plumbing journeyman, master or state-required plumbing contracting exam.

384 pages, 8½ x 11, \$67.00

eBook (PDF) also available; \$33.50 at www.craftsman-book.com

Paint Contractor's Manual

How to start and run a profitable paint contracting company: getting set up and organized to handle volume work, avoiding mistakes, getting maximum production from your crews and the most value from your advertising dollar. Shows how to estimate all prep and painting. Loaded with manhour estimates, sample forms, contracts, charts, tables and examples you can use.

224 pages, 8½ x 11, \$46.50

Also available as an eBook (PDF), \$23.25 at www.craftsman-book.com

Builder's Guide to Accounting Revised

Step-by-step, easy-to-follow guidelines for setting up and maintaining records for your building business. This practical guide to all accounting methods shows how to meet state and federal accounting requirements, explains the new depreciation rules, and describes how the Tax Reform Act can affect the way you keep records. Full of charts, diagrams, simple directions and examples to help you keep track of where your money is going. Recommended reading for many state contractor's exams. Each chapter ends with a set of test questions, and a CD-ROM included FREE has all the questions in interactive self-test software. Use the Study Mode to make studying for the exam much easier, and Exam Mode to practice your skills.

60 pages, 8½ x 11, \$51.50

Also available as an eBook (PDF), \$25.75 at www.craftsman-book.com

Estimating Electrical Construction Revised

Estimating the cost of electrical work can be a very detailed and exacting discipline. It takes specialized skills and knowledge to create reliable estimates for electrical work. See how an expert estimates materials and labor for residential and commercial electrical construction. Learn how to use labor units, the plan take-off, and the bid summary to make an accurate estimate, how to deal with suppliers, use pricing sheets, and modify labor units. This book provides extensive labor unit tables and blank forms on a CD for estimating your next electrical job.

272 pages, 8½ x 11, \$59.00

Also available as an eBook (PDF), \$29.50 at www.craftsman-book.com

Concrete Construction

Just when you think you know all there is about concrete, many new innovations create faster, more efficient ways to do the work. This comprehensive concrete manual has both the tried-and-tested methods and materials, and more recent innovations. It covers everything you need to know about concrete, along with Styrofoam forming systems, fiber reinforcing adjuncts, and some architectural innovations, like architectural foam elements, that can help you offer more in the jobs you bid on. Every chapter provides detailed, step-by-step instructions for each task, with hundreds of photographs and drawings that show exactly how the work is done. To keep your jobs organized, there are checklists for each stage of the concrete work, from planning, to finishing and protecting your pours. Whether you're doing residential or commercial work, this manual has the instructions, illustrations, charts, estimating data, rules of thumb and examples every contractor can apply on their concrete jobs.

288 pages, 8½ x 11, \$28.75

Also available as an eBook (PDF), \$14.38 at www.craftsman-book.com

Ceramic Tile Essentials Quick-Cards

This extended, 6-page laminated card, covers the essentials of ceramic tile. Great for contractors, builders, architects and engineers... anyone who needs a quick overview of the basics involved in this key in Construction. **6 pages, 8½ x 11, \$7.95**

Painter's Handbook eBook

Loaded with "how-to" information you'll use every day to get professional results on any job: the best way to prepare a surface for painting or repainting; selecting and using the right materials and tools (including airless spray); tips for repainting kitchens, bathrooms, cabinets, eaves and porches; how to match and blend colors; why coatings fail and what to do about it. Lists 30 profitable specialties in the painting business.

Available only as an eBook (PDF); \$16.50 at www.craftsman-book.com

Contractor's Year-Round Tax Guide Revised



How to set up and run your construction business to minimize taxes: corporate tax strategy and how to use it to your advantage, and what you should be aware of in contracts with others. Covers tax shelters for builders, write-offs and investments that will reduce your taxes, accounting methods that are best for contractors and what the I.R.S. allows and what it often questions.

208 pages, 8½ x 11, \$26.50

Cabinetmaking: From Design To Finish



Every aspect of cabinetmaking, from layout, through joinery, to finishing techniques. Gives illustrated instructions for designing cabinets to fit the kitchen workcenter; create dado, mortise, tenon, lap and dowel joints; make frames and panels; construct cabinets; and install cabinet hardware.

416 pages, 5½ x 8½, \$22.00

BNI Construction Dictionary: Pocket Edition

This handy reference fits perfectly in your pocket and yet offers extensive coverage of construction terms. If you're looking for a good construction dictionary that's portable, this is it!

Published by: BNI Building News. 86 Pages, 4½ x 7½, \$17.95

Handbook of Construction Contracting, Vol. 1

Volume 1: Everything you need to know to start and run your construction business; the pros and cons of each type of contracting, the records you'll need to keep, and how to read and understand house plans and specs so you find any problems before the actual work begins. All aspects of construction are covered in detail, including all-weather wood foundations, practical math for the job site, and elementary surveying.

416 pages, 8½ x 11, \$32.75

Handbook of Construction Contracting, Vol. 2

Volume 2: Everything you need to know to keep your construction business profitable, including estimating methods, controlling costs, concrete, masonry, rough carpentry, roof covering, insulation, doors and windows, exterior finishes, specialty finishes, scheduling, managing workers, marketing, spec building and land development.

320 pages, 8½ x 11, \$33.75

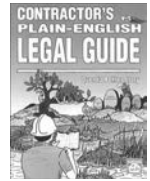
Smart Business for Contractors

In this book, a construction attorney explains how you should charge for your work, how to figure your overhead expenses, and how to calculate a realistic hourly rate to apply on each estimate. Includes how to bill and collect on your invoices, what you should always include in your contracts and creative new ways of dealing with contract disputes. Shows how to keep customers happy so they'll hand you referrals, how best to handle subcontractors, and how to find a good accountant. You'll learn the pros and cons of incorporating, how to handle tax issues such as what you can and can't deduct, and what you're allowed to depreciate, and how to plan the future of your company. Reading this book is like getting good advice from a construction lawyer – at a fraction of the cost.

Published by: Taunton Press. 204 pages, 8½ x 11, \$19.95

Contractor's Plain-English Legal Guide

For today's contractors, legal problems are like snakes in the swamp – you might not see them, but you know they're there. This book tells you where the snakes are hiding and directs you to the safe path. With the directions in this easy-to-read handbook you're less likely to need a \$250-an-hour lawyer. Includes simple directions for starting your business, writing contracts that cover just about any eventuality, collecting what's owed you, filing liens, protecting yourself from unethical subcontractors, and more. For about the price of 15 minutes in a lawyer's office, you'll have a guide that will make many of those visits unnecessary. Includes a CD-ROM with blank copies of all the forms and contracts in the book.



272 pages, 8½ x 11, \$49.50

Craftsman eLibrary

Craftsman's eLibrary license gives you immediate access to 60+ PDF eBooks in our bookstore for 12 full months!

You pay only one low price. \$129.99.

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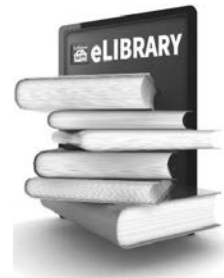
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