

**ESTIMATING: A METHOD
OF PRICING
BUILDERS' QUANTITIES
FOR COMPETITIVE WORK**

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Estimating: A Method of Pricing Builders' Quantities for Competitive Work by George Stephenson

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GEORGE STEPHENSON

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FOR
COMPETITIVE WORK

BY GEORGE STEPHENSON

AUTHOR OF 'REPAIRS,' ETC.

THIRD EDITION, CAREFULLY REVISED

LONDON
B. T. BATSFORD, 94 HIGH HOLBORN
1897

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PREFACE TO FIRST EDITION.

ONE of the most difficult tasks a builder has, is to frame a careful estimate for work he is tendering for, even when the quantities are supplied. It has been the subject of oft-repeated remarks that there should be so much variation in the views taken by the several competing firms. This seldom applies to our principal builders, who keep a competent estimating clerk; others do not do this, but leave the work in the hands of an ordinary clerk, or sometimes a foreman, when mostly a price-book is used—a book that may be useful as a reference in certain cases, but which is delusive as an aid to competition. Sometimes the builder himself prices it from a similar source, the result being in either case, as we often see in the lists of published tenders, a variation of 20 to 30 per cent, in six or eight tenders.

I have seen estimates where the joiner's bill, usually one of the largest, has been priced from such a source as I have mentioned at *fifty per cent.* above the prices used by competent men, and yet the estimate has been only about *fifteen per cent.* above the lowest of the others, showing that some of the prices must have been as comparatively low; in such an estimate, I have seen rough timber in lintels, &c., priced at 3s. 6d. per foot cube, the value being, at 10 per cent. profit, 2s. 6d.; and the

brickwork in the same estimate being priced at 117. 5s. per rod, the value being at 10 per cent. profit, 137. 15s.; so that, if the work is varied much, more brickwork introduced, and less timber, how stands the chance of profit?

When the quantities are not taken out, and few of the principal builders will take them out themselves in competition, the variation at times is simply enormous—often extending to *one hundred* per cent., and yet the lowest is mostly accepted. In the following work I propose to show how to learn to price an estimate without the use of a price-book: with careful attention, a diligent student may soon learn the groundwork or basis for estimating for work to any extent, and be able at any moment to price a set of quantities without any aid except a pencil or pen and ink.

THE AUTHOR.

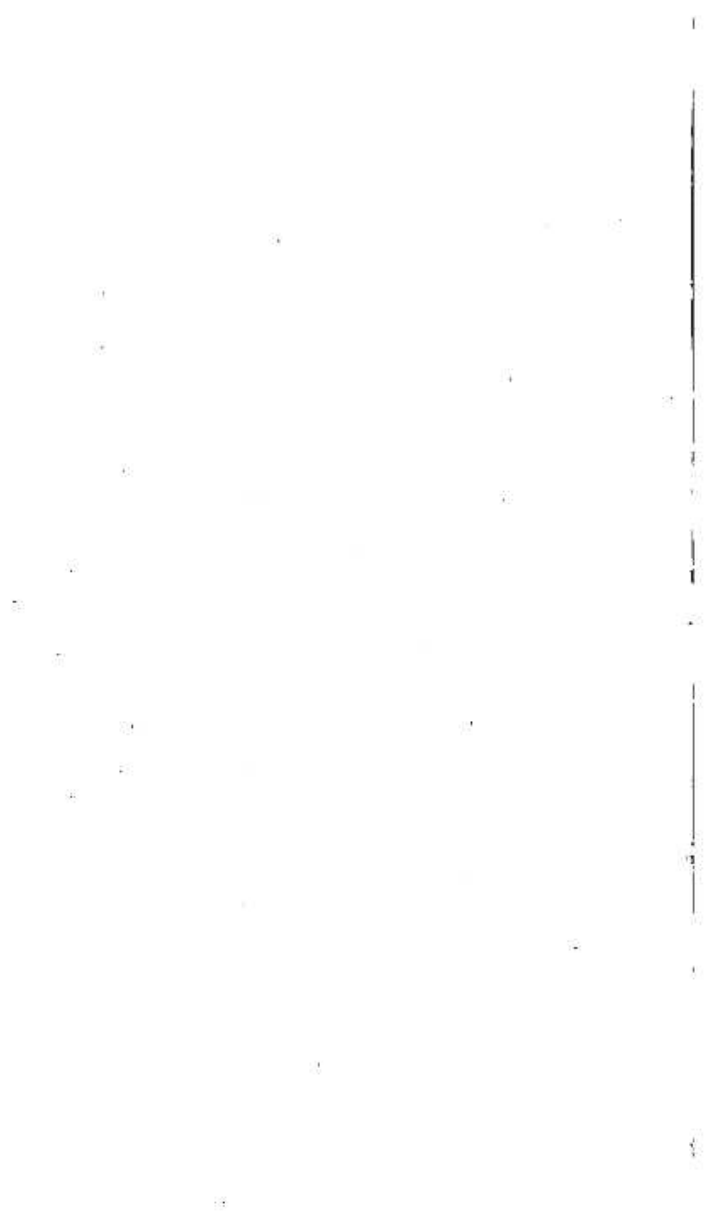
November 1882.

PREFACE TO THIRD EDITION.

THE prices in this edition are those current at the present time, except where special explanation is given. Since the publication of the last edition, labour has increased in cost, and material has varied from time to time, while at this date bricks are costing 50 per cent. more than when this work was first written, but they will, no doubt, fall again to their normal price before long.

GEORGE STEPHENSON.

July 1897.



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Note.—An Index will be found at the end of the Book.

1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that proper record-keeping is essential for ensuring transparency and accountability in financial operations. This section also highlights the role of internal controls in preventing fraud and errors.

2. The second part of the document outlines the various methods used to collect and analyze data. It describes how different types of information are gathered, processed, and interpreted to provide meaningful insights into organizational performance. This section also discusses the challenges associated with data collection and analysis, such as data quality and privacy concerns.

3. The third part of the document focuses on the use of statistical techniques to analyze data. It explains how statistical methods can be used to identify trends, patterns, and relationships within the data. This section also discusses the importance of choosing the appropriate statistical test for a given situation and the interpretation of the results.

4. The fourth part of the document discusses the role of data in decision-making. It explains how data can be used to inform strategic decisions and to evaluate the effectiveness of different options. This section also discusses the importance of communicating data effectively to decision-makers and the role of data visualization in this process.

5. The fifth part of the document discusses the future of data analysis. It explores emerging technologies and techniques that are likely to shape the field of data analysis in the coming years. This section also discusses the importance of staying up-to-date on the latest developments in data analysis and the role of education and training in this process.