

Over 30,000 Cost Estimates on Every Area of Construction!

With FREE Download

2016 National Construction Estimator

Craftsman's most popular book for pricing construction for over 50 years. You'll find everything you need to quickly and easily prepare your bid.

You can estimate most jobs using your past experience for manhours and material costs. But sometimes a lucrative job comes along for work that you've never done before. Where do you find figures you can rely on? The **National Construction Estimator**. Here's why:

Material Costs: You'll find current costs for every commonly-used construction material and thousands of specialty items based on typical selling prices of building material dealers.

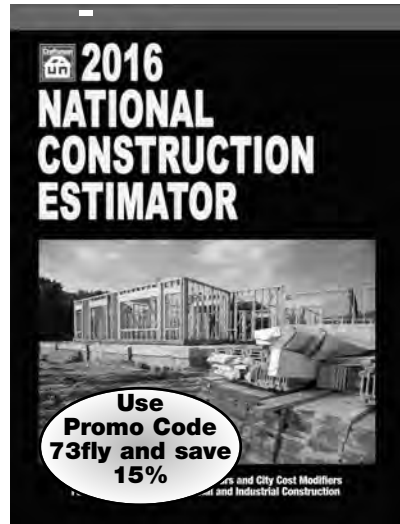
Labor Costs: Find typical contractor costs (including taxes and insurance) to install each of the thousands of materials listed, along with typical manhours per unit. Wage breakdowns for 24 construction trades are provided, too. Use the FREE download; simply enter your zip code, and the material, labor and equipment rate is automatically adjusted for U.S. and Canadian locations.

Typical Crew Sizes: Labor costs are often broken out by typical crew size recommended for the job and hourly rates (adjusted by zip code when using the download).

Subcontract Costs: Lists bid prices most frequently quoted by specialty contractors, including the sub's overhead and profit.

Assemblies: Many assembly costs are included to help you quickly figure construction prices.

Includes: Prices for pollution control modules, hydronic boilers, windstorm certified roof turbine fans, wind turbine generators, garage exhaust fans, hybrid central heating and cooling, central



air filter systems, LEED-certification of heating and cooling systems, and more.

FREE Download: Includes a free download of an electronic version of the book with a stand-alone estimating program (*National Estimator for Windows™*) that totals prices when you plug in your quantities. Includes a multimedia tutorial and quarterly price updates on the Web that are free and automatic all during 2016.

FREE Template Estimates are available on the Web at www.construction-estimate.com. Find and download the template estimate that matches the job you're estimating. Then change the quantities to fit your job, add what you need, delete what you don't, and include the markup and profit that fits your business.

Also includes *Job Cost Wizard* that enables you to create invoices from estimates or export estimates to QuickBooks Pro for job costing. You can see where you made or lost money.

672 pages, 8½ x 11, \$87.50. Revised annually. ISBN 978-1-57218-316-2.
eBook also available \$43.75

2016 Cost Guides

8,000 Home Improvement Prices with FREE download



2016 National Home Improvement Estimator

Take advantage of remodeling jobs you may never have bid on before by relying on the solid cost figures in this book. That's why so many home improvement contractors use this manual as their company price book.

Hard-to-find costs for demolition, foundations, framing, structural repairs, decking, deck repairs, insulation, roofing repairs, window repair and replacement, door repair and replacement, wall and ceiling repairs, floor repair and replacement, kitchen and bathroom improvement prices, retrofitting for energy savings, and much more. Just about every cost needed for estimating home improvement construction is included in this book.

Includes Assembly Prices for many items to help speed your estimates. Assembled prices for items include all the components necessary in construction. Just add the linear or square feet to com-

plete the estimate. Nails, connectors, bracing, are all built into the assembly cost. Your estimate will go a lot faster using assemblies.

Labor Costs: Typical costs (including taxes and insurance) to install, demo or repair each job based on the type of crew. Wage rates are included for most trades.

Included: Prices for smart home electrical management systems that comply with Green Building Council regulations, LED lighting system retrofit, HEPA central air filtration retrofit, heat recovery ventilator central system retrofit, storm flood damage repair and prevention, mold remediation, dry rot remediation, basement HVAC restoration, brace plate installation, and more.

FREE Download: Includes a free download of an electronic version of the book with a stand-alone estimating program (*National Estimator for Windows™*) that totals prices when you plug in your quantities. Adding your zip code to your estimate automatically adjusts labor, material and equipment costs to your area in the U.S. and Canada. Includes a multimedia tutorial, and quarterly price updates on the Web that are free and automatic during 2016.

The download also enables you to create invoices from estimates or export estimates to QuickBooks Pro for job costing so you can see where you made or lost money.

568 pages, 8½ x 11, \$88.75. Revised annually. ISBN 978-1-57218-318-6. eBook also available \$44.38

Find FREE sample template estimates for remodeling at www.construction-estimate.com

Repair & Remodeling Estimates!

2016 National Repair & Remodeling Estimator

Let this book be your guide for pricing remodeling in 2016. Its reliable, up-to-date material costs and labor figures are based on thousands of repair and remodeling jobs across the country. There are listings for both high- and low-volume builders, so prices can be customized for any size business. Includes a FREE download of an electronic version of the book with *National Estimator*, a stand-alone *Windows* estimating program. You can change any labor or material price to create a price for your crews based on the jobs you've done and your crew's productivity. Add your markup and profit with a keystroke. Quarterly price updates on the Web are free and automatic all during 2016. **512 pages, 8½ x 11, \$88.50. Revised annually. ISBN 978-1-57218-322-3. eBook also available \$44.75**



2016 National Renovation & Insurance Repair Estimator

If you estimate remodeling, renovation, or insurance repair work you'll be amazed at the encyclopedia of hard-to-locate renovation and insurance estimates in this reference. Every item includes the material cost, the remove and replace cost, the labor cost, and the crew costs. Costs are given for every type of job and material you're likely to be called on to replace, from acoustic ceilings to insulation, masonry, mold remediation, paneling, plaster and stucco, plumbing, retaining walls, roofing, siding, stairs, tile, wall coverings, water extraction, windows, and more. Over 600 clear illustrations to help you identify what's being estimated. Includes a FREE download of an electronic version of the book with *National Estimator*, a stand-alone *Windows* estimating program. You can change any labor or material price, and add your markup and profit with a keystroke. Quarterly price updates on the Web are free and automatic all during 2016. **488 pages, 8½ x 11, \$89.50. Revised annually. ISBN 978-1-57218-321-6. eBook also available \$44.75**



2016 Cost Guides

Electrical, Plumbing & Painting Costs

2016 National Electrical Estimator

Estimating electrical work isn't easy. Prices vary from supplier to supplier, and productivity can be easily influenced by degree of difficulty and following the stringent safety requirements of the *National Electrical Code*. Here you'll find crew sizes and labor and material prices to install all common electrical work: conduit, wire, boxes, fixtures, switches, connectors, outlets, loadcenters, panelboards, raceways, ducts, signal systems, and more. Provides material costs, manhours per unit, and total installed cost for all electrical work in residential, commercial, and industrial construction. Includes a FREE download of an electronic version of the book with *National Estimator*, a stand-alone *Windows* estimating program. Quarterly price updates on the Web are free and automatic all during 2016. **552 pages, 8½ x 11, \$87.75. Revised annually.** ISBN 978-1-57218-317-9. eBook also available \$43.88



2016 National Plumbing & HVAC Estimator

Manhours, labor, and material costs for all common plumbing and HVAC work in residential, commercial, and industrial buildings. You get labor and material prices for ABS drain, waste and vent piping, cast iron, carbon steel, brazed copper, soft copper, and PVC piping. Prices on plumbing specialties, fixtures, and equipment. Also HVAC prices on ductwork, equipment, boilers, blowers, fans, coils, pumps, pollution protection for gas-fired generators, emissions and sensing equipment, heat recovery ventilators, ventilation exhausters, LEED certification, and more. Includes a FREE download of an electronic version of the book with *National Estimator*, a stand-alone *Windows* estimating program. Quarterly price updates on the Web are free and automatic all during 2016. **480 pages, 8½ x 11, \$88.25. Revised annually.** ISBN 978-1-57218-320-9. eBook \$44.13



2016 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, mitt, or roller. Estimates provided are for job-type: doors, fences, fireplaces, floors, railings, shelves, stairs, molding, baseboards, walls, windows and much more. Then there are also wall covering costs for wallpaper and borders, including prep work. Not every crew paints at the same speed. Here you'll find typical costs and bid prices for fast, medium, and slow work, including material costs per gallon; square feet covered per gallon, and square feet covered per manhour. Also includes extensive manhour prices for prep work. Includes a FREE download of an electronic version of the book with *National Estimator*, a stand-alone *Windows* estimating program. Quarterly price updates on the Web are free and automatic all during 2016. **448 pages, 8½ x 11, \$88.00. Revised annually.** ISBN 978-1-57218-319-3. eBook \$44.00



Quick, Reliable 2016 Square-Foot Costs

2016 National Building Cost Manual



Here you'll find quick, reliable square-foot construction or replacement costs for cabins, homes, apartment (multi-family) buildings, stores, medical offices, supermarkets, farm buildings, churches, schools, government buildings, greenhouses, manufactured homes, fire stations, service stations, libraries – practically any type of structure you'll be estimating or appraising in 2016. All you need to do is measure the number of square feet. Then identify the building type, along with the construction material, design features, and quality class of construction. Add the number of corners, and you can find the replacement costs in minutes!

Use the regional cost adjustment factors provided to tailor your estimate or adjustment to any area in the U.S. or Canada. Find the present (depreciated) value of an existing structure or estimate the remaining physical life of a building using the included physical life tables.

The 2016 National Building Cost Manual includes a free download of Craftsman's easy-to-use estimating program that calculates total in-place cost estimates based on the type of construction, material, and number of corners, just like the book! Then view, print, email or save the detailed PDF report as you'd like. Customize your report further by incorporating cost items such as porches, decks, basements, garages, elevators, fireplaces, security systems, heating & cooling systems and more – all of which are included in the book and software.

If you need quick, reliable estimates of building costs by the square foot of floor area, you should have this book. **280 pages, 8½ x 11, \$78.00. ISBN 978-1-57218-315-5. eBook also available \$39.00**

Create Insurance-to-Value Reports Online!



Produce quick, credible home building square-foot cost estimates and replacement value reports. A smart resource for adjusters and appraisers using the cost approach, or homeowners researching insurance-to-value (ITV) ratios.

Reports show detailed labor and material costs for more than 30 construction cost categories. You get unlimited reports for one low monthly price.

2016 Cost Guides

2016 BNI Costbooks



BNI Home Remodeler's 2016 Costbook

Over 5,000 remodeling costs in CSI format, with a separate section on square-foot costs to help with quick estimates based on project type and size. Includes detailed descriptions of the work estimated, unit of measurement – whether square foot, linear foot, or both. Developed with Home Builder Press (a division of NAHB). **372 pages, 8½ x 11, \$91.95. ISBN 978-1-55701-883-0. Published by BNI.**

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BNI Home Builder's 2016 Costbook

This costbook, published with Home Builder Press (a division of NAHB), was designed for the small- to mid-sized home-builder. It contains material and labor costs, and installation times for all components of house construction: concrete, framing, insulation, painting, flooring, plumbing, and wiring. **328 pages, 8½ x 11, \$87.95. ISBN 978-1-55701-881-6. Published by BNI.**

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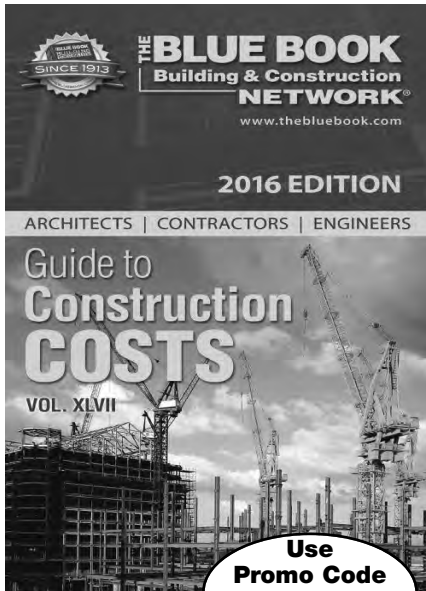


BNI Remodeling 2016 Costbook

Here you'll find national averages for remodeling prices, plus allowances for handling, wage rates for each trade and type of work, as well as overhead and profit. Includes prices for the most difficult types of estimates, such as demolition, cutting and patching, working around existing conditions, plus minimum quantity and costs. **525 pages, 8½ x 11, \$99.95. ISBN 978-1-55701-882-3. Published by BNI.**

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2016 Costbooks



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The Blue Book Network Guide to Construction Costs 2016

The Blue Book Network Guide to Construction Costs 2016 is a practical resource for all your construction estimating needs. Whether the job is for general construction, remodeling, building maintenance, or repair, the Blue Book Network Guide to Construction Costs provides the most accurate and up-to-date data for material and installation costs, labor and equipment rates, and even adjusted allowances for overhead and profit.

The Blue Book Network Guide to Construction Costs 2016 also breaks down all unit and summary costs for every type of structure ... all organized in the 16-Division CSI Masterformat. It also includes prevailing wage rates for over 400 U.S. Metropolitan areas (based on the latest data published by the Department of Labor), square foot costs, Americans with Disabilities (ADA) costs, production and demolition rates, energy factors, purchasing costs, equipment rental rates and much more! **204 pages, 8½ x 11, \$56.95. ISBN 978-1-58855-171-9. Published by BNI.**



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BNI General Construction 2016 Costbook

Over 12,000 unit prices provide you with cost coverage for all aspects of construction — from sitework and concrete, to doors and painting. The cost data is broken down into material and labor costs to allow for maximum flexibility and accuracy in estimating. You'll find this data invaluable when preparing detailed estimates, bids, checking prices, and calculating the impact of change orders. **572 pages, 8½ x 11, \$99.95. ISBN 978-1-55701-876-2. Published by BNI.**

Estimating Software

The 2016 CD Estimator

Finally, an estimating program that works like a book. Turn to any page in any of the ten Craftsman costbooks to find the estimates you need from the: **2016 National Construction Estimator, 2016 National Home Improvement Estimator, 2016 National Concrete & Masonry Estimator, 2016 National Framing & Finish Carpentry Estimator, 2016 National Repair & Remodeling Estimator, 2016 National Renovation & Insurance Repair Estimator, 2016 National Painting Cost Estimator, 2016 National Plumbing & HVAC Estimator, 2016 National Electrical Estimator and 2016 National Earthwork & Heavy Equipment Estimator**

Over 150,000 construction estimates to choose from.

It's easy to change any price or description, or add anything you want to your estimate. You can even switch among all ten databases for your estimate. Quarterly price updates on the Web are free and automatic during 2016. Includes the *Job Cost Wizard*, a program that lets you turn estimates into invoices and export them to QuickBooks Pro so you can compare your "real" costs to your estimated costs and see where you made or lost money. Master this program in minutes! Let the 90-minute "ShowMe" tutorial included on the CD show you everything you can do with this program. Requires a Windows sound card and 8 Mb of RAM. **\$133.50. ISBN 978-1-57218-323-0.**



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All of Craftsman's most popular construction estimating references are available for unlimited download to two of your computers. With the Craftsman Site License you get a license for all eleven 2016 Craftsman costbooks, and FREE quarterly updates. The ability to download all of Craftsman's current cost estimating databases is easy and convenient – probably why the Craftsman Site License continues to be our best-selling product. Price for the 2016 Craftsman Site License is only \$118.50. To buy all the printed books separately you'd spend over \$600! But with the Site License, you get unlimited downloads of these eleven 2016 editions for only **\$118.50**. You can buy a backup disk for an extra \$14.95. Installation is automatic. You can get repeat downloads for the whole year if you need them. To get your complete download, go to the Craftsman Web site at: **www.craftsmansitelicense.com**



2016 National Heavy Construction Estimator - It's a download!

Here's a huge heavy construction estimating library for all 50 states and most Canadian provinces, covering nearly every type of non-residential construction, from sitework to mechanical and electrical work for heavy and commercial projects. Includes in-depth coverage of demolition, hazardous material remediation, tunneling, site utilities, precast concrete, and more. Arranged by CSI division. **\$44.99.**



10 Available at **www.craftsman-book.com**

Estimating Books

Estimating Home Building Costs Revised



Accurate estimates are the foundation of a successful construction business. Leave an item out of your original estimate and it can take the profit out of your entire job. 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. 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. Clear, simple instructions show how to estimate labor and material costs for each stage of construction, from site clearing to figuring your markup and profit.

Every chapter includes a sample cost estimate worksheet listing all the materials to be estimated. You'll never miss an item again. The

final chapter shows you how to figure your markup and profit to arrive at a sales price. You'll learn simple and effective ways to estimate excavation, footings and foundations, concrete, masonry, basements and waterproofing, floor systems, stairways, walls and ceilings, rafter and roof framing, roofing materials, exterior and interior trim and finish materials, and concrete.

Once you find how easy the automated Excel worksheets make estimating, you'll want to use them for every estimate. **336 pages, 8½ x 11, \$38.00. ISBN 978-1-57218-205-9.**

Buy at Half Price While Supplies Last! The Original: Estimating Home Building Costs



Accurately estimate every phase of residential construction, from site costs to the profit margin you include in your bid. Shows how to keep track of man-hours and make accurate labor cost estimates for footings, foundations, framing and sheathing, finishes, electrical, plumbing, and more. Provides and explains sample cost estimate worksheets, with complete instructions for estimating each job phase. Used in hundreds of schools and colleges throughout the U.S. to teach construction estimating. **320 pages, 5½ x 8½, \$14.95. NOW ONLY \$8.50. ISBN 978-0-910460-80-4.**

Construction Estimating Reference Data



Provides the 300 most useful manhour tables for practically every item of construction. Labor requirements are listed for sitework, concrete work, masonry, steel, carpentry, thermal and moisture protection, doors and windows, finishes, mechanical, and electrical. Each section details the work being estimated and gives appropriate crew size and equipment needed. Inside the book's back cover you'll find instructions to download, at no charge,

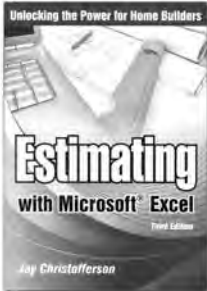
National Estimator, a stand-alone estimating program for Windows PCs. **384 pages, 11 x 8½, \$59.00. ISBN 978-0-934041-84-3. Also available as a PDF, ebook \$29.50.**

Estimating Books



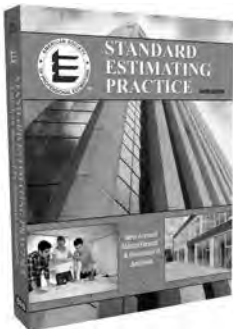
Estimating & Bidding for Builders & Remodelers (Revised) 5th Edition

Here's a book that covers the construction estimating and bidding process – planning your estimate, adjusting your markup and adding it to your bid, reviewing the plans for hidden costs, recording job costs, compiling and checking an estimate, applying unit costs, the take-off process, calculating overhead, estimating repair and remodeling work, and estimating commercial work. Explains how to estimate with a computer and includes a CD-ROM with the database of 50,000 construction items from the *National Construction Estimator* and the *National Home Improvement Estimator*. Also included on the CD is a program that exports your estimates into QuickBooks Pro for job costing. **272 pages, 8½ x 11, \$89.50. ISBN 978-1-57218-201-1.**



Estimating with Microsoft Excel, Third Edition (for Excel 7)

Step-by-step instructions on how to create your own customized automated spreadsheet estimating program for use with Excel. You'll learn how to use the magic of Excel in creating detail sheets, cost breakdown summaries, and linking. You can even create your own macros. Includes a CD-ROM that illustrates examples in the book and provides you with templates you can use to set up your own Excel estimating system. **158 pages, 5½ x 8½, \$44.95. ISBN 978-0-86718-647-5. Published by NAHB.**



Standard Estimating Practice, 9th Edition

Estimating isn't always an easy job. Sometimes snap decisions can produce negative long-term effects. This book was designed by the American Society of Professional Estimators as a set of standards to guide professional estimators. It's intended to help every estimator develop estimates that are uniform and verifiable. Every step that should be included in the estimate is listed, as well as aspects in the plans to consider when estimating a job, and what you should look for that may not be included. The result should help you consistently produce more-accurate estimates. **852 pages, 8½ x 11, \$95.00. ISBN 978-1-55701-828-1. Published by BNI.**



Construction Estimating

Find the easiest ways to estimate materials for residential structures or room additions. This book gives tables and procedures needed to make a fast, accurate, and complete material list of the structural members found in wood and steel-framed buildings. The book is divided into 72 parts, each covering a separate estimating procedure. Estimate foundations, floor framing, wall framing, ceiling framing, roof framing, roofing materials, exterior and interior finishes, hardware, steel floor joist framing, steel stud framing, and steel ceiling joist and rafter framing. **479 pages, 8½ x 11, \$49.50. ISBN 978-0-9663338-0-0. Published by RW Publishing.**

Contract Software

Construction Contract Writer Download www.constructioncontractwriter.com

Construction contract law is different in every state. But every state penalizes contractors who use defective contracts. The notices and disclosures required in your state depend on:

- ◆ The contract price
- ◆ Residential or commercial
- ◆ New construction or remodeling
- ◆ Where the contract is signed
- ◆ The payment terms offered



You might get by for a while using a two-page “legal in every state” contract – or no contract at all. But the first time there’s a disagreement, you’re going to learn an expensive lesson. Expect the attorney for the other side to advise the property owner that the contract is illegal. That means the owner has no obligation to make the final payment.

Obviously, you’ve got a major advantage when:

- ◆ Your contract complies fully with state law, and
- ◆ The printed contract looks highly professional, and
- ◆ Contract revisions are quick and easy (if required), and
- ◆ You can deliver a contract almost instantly by email, and

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Construction Contract Writer delivers those advantages. Just answer the questions to draft a contract that fits your job perfectly and complies fully with state and federal law. Click “Get Help from an Attorney” when you have a question. You’ll have an answer in 24 hours, usually sooner. No charge. No limit.



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- ◆ GMP and “Contractor at Risk” agreements – Meet the owner’s needs.
- ◆ Alternates, Contract Allowances and Unit Prices – The choice is yours.
- ◆ Work Done on Credit – Complies with the Federal Truth-In-Lending Act.
- ◆ Solar Energy Jobs – Drafts contracts for PV and thermal work.
- ◆ LEED “green” contracts – Commercial, tenant improvement and gut rehab.
- ◆ Construction Management – Writes consulting contracts.



ConstructionContractWriter.com

The full download is \$149.95. Use promo code 73fly when you download and save 15%. The trial version is free.



Download FREE Construction Contracts created with the Construction Contract Writer Program at www.construction-contract.net.

Pick the state you need a contract for, locate the contract that most closely fits the job you are about to do, and download it as an Adobe Acrobat file. You'll have a free contract that should be legal for the requirements of your state.

Or you can download a customizable contract assortment package for only **\$19.00** that includes pre-made contracts in RTF and PDF format.

Of course, nothing is better than creating your own custom contract that fits your state's legal requirements, job specs, and identifies and covers you on likely areas of dispute. For this you'll need to download the Construction Contract Writer program described above.

What's in the Construction Contract Writer Interview?

Contracts can be as short or as long as you want. You decide what's important and what to skip. Write prime contracts for home improvement jobs, new residential construction, commercial or industrial projects. When done, clone subcontracts that mirror the prime contract exactly – for any trade and any type of project, including public works jobs.

Your interview can cover any or all of these topics:

- ◆ Identity of the parties
- ◆ Fixed price or cost plus?
- ◆ Contract price and due dates
- ◆ Scope of the work
- ◆ Date of the plans & specs
- ◆ The site & the job description
- ◆ Retainage and alternates
- ◆ Contract allowances
- ◆ Alternative bids
- ◆ Liens & waivers
- ◆ Survey and job layout
- ◆ Permits, fees, and utilities
- ◆ Obligations of the owner
- ◆ Handling plan changes
- ◆ Charges for extra work
- ◆ Differing site conditions
- ◆ Defects in the plans
- ◆ Defects in the work
- ◆ Dispute resolution
- ◆ Insurance, indemnity, and bonds
- ◆ Truth-in-lending disclosures
- ◆ Warranty and call-backs
- ◆ Subcontracted work
- ◆ Inspections and testing
- ◆ Substantial completion
- ◆ Claims for delays
- ◆ Liquidated damages
- ◆ Suspension of the work

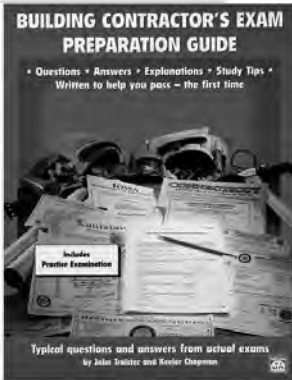
“ . . . The versatility, ease of use and ability to write a perfect contract for specific jobs is great. Thanks again for such a wonderful construction contract program.”

*-- Alpine Landscaping
Mammoth Lakes, CA*

“I just finished my first contract using your program. I am extremely pleased with the professional quality and care taken in creating this service. I would not hesitate to recommend this product to any contractor looking to improve and clarify documents between homeowners and general contractors. Good job.

---Daniel Reeves

Licensing



Building Contractor's Exam Preparation Guide

Pass your state, county, or city contractor's exam with confidence. This book includes sample questions and the correct answers from actual state, county, and city exams across the country. Here you'll see the types of questions and topics that will appear on the actual test. A full length exam is included so you can "rehearse" the exam and see which areas you need to study more - before you take the real test. Guaranteed to boost your score or your money back!

324 pages, 8½ x 11, \$35.00. ISBN 978-1-57218-030-7.



Contractor's State License Study Guide and Test Companion Guide - General Building

Everything you need to pass the General Building License exam for the State of California. You'll find hundreds of multiple choice questions and answers to help you pass the state exam. Originally written for the state of California, this exam guide can be used to help you raise your score on any state's licensing exam. Includes two books: a study guide and a sample test, and two audio CDs. **350 pages, 8½ x 11, \$99.00. ISBN 978-1-889892-31-3.**

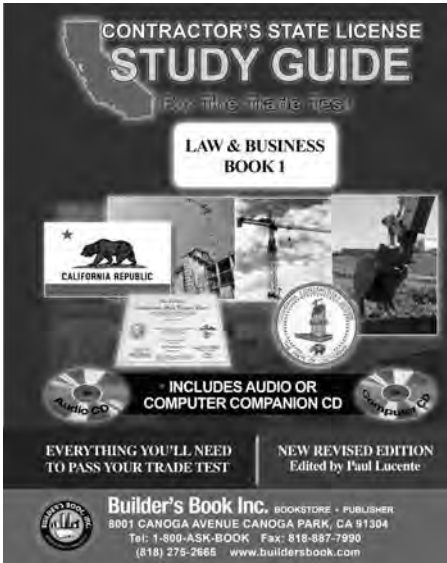
Published by Builder's Book, Inc.



QuickPass General Building Exam and Law & Business Exam CD Study Guides with Companion Booklets

Each CD-ROM has over 300 multiple choice questions covering all the points in the actual California State Contractor's Exam. You'll learn the right answer and a full explanation of the principles involved in that question. Even if you guess the right answer, the explanation is given, to help you learn the material. Originally designed for the California exam, these CD-ROMs can help anyone in any state pass the general building examination, or the law and business exam in their state. **\$99 each. CDs include companion booklets.**

Published by Builder's Book, Inc.

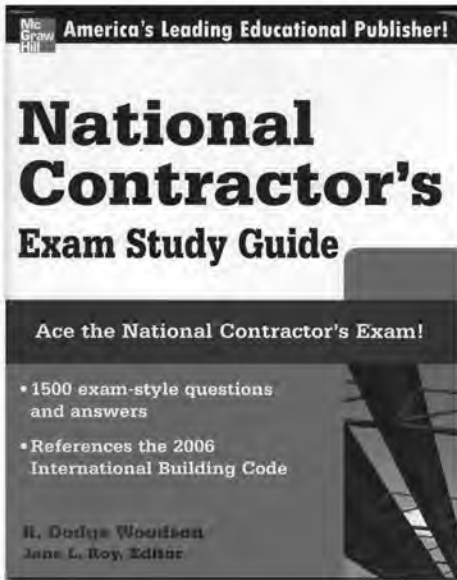


Contractor's State License Study Guide for the Law & Business Examination

Here you'll find all the information required for the law and business examination for the state of California. You'll learn how to answer questions on employee issues, contracts, job management, safety, insurance, bookkeeping, estimating, bid procedures, licensing, mechanic's liens, and building codes. Includes sample exams to help you find the areas you need to work on. Designed for the California Contractor's Exam, but should help raise your score on any state's contractor's exam. Includes audio CD study guide.

462 pages, 8½ x 11, \$99.95.

ISBN 978-1-889892-82-5. Published by Builder's Book, Inc.



National Contractor's Exam Study Guide

This book is guaranteed to help you obtain the knowledge and confidence needed to pass your contractor's exam on the first try. It lists 1,500 questions and answers – presented in the same format used on the actual exam – plus numerous references to the 2006 *International Building Code*. Covers administration, definitions, use and occupancy classifications, special detailed requirements based on use and occupancy, general building heights and areas, types of construction, fire-resistance-rated construction, interior finishes, fire-protection systems, means of egress, accessibility, energy efficiency, exterior walls, roof assemblies and rooftop structures, structural design and tests, soils and foundations, concrete, spe-

cial construction, encroachments into public right-of-way, safeguards during construction, existing structures, and much more. 359 pages, 8½ x 11, \$39.95. ISBN 978-0-071489-07-2. Published by McGraw-Hill.

Electrical

Residential Wiring to the 2011 NEC® eBook



This completely revised book clearly explains how to install rough and finish wiring in new construction, alterations, and additions. It takes you from basic electrical theory to advanced wiring methods, updated to comply with the 2011 *National Electrical Code*®. You'll find complete instructions on troubleshooting and repair of existing wiring, with hundreds of drawings and photos showing you how to plan and install wiring to code. Includes demand factors, circuit loads, and the formulas you need. Every subject is referenced to the 2011 *NEC*®, with many of the most-needed *NEC*® tables reproduced to help you install wiring that passes inspection the first time. **304 pages, eBook (PDF), \$24.00.** Scan with your Smartphone's QR reader app to learn more about this title.

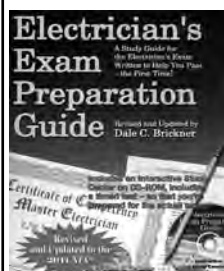


Residential Wiring to the 2008 NEC®

How to install rough and finish wiring in new construction, alterations, and additions. From basic electrical theory to advanced wiring methods that comply with the 2008 *National Electrical Code*®. Here you'll find complete instructions on troubleshooting and repairs. Hundreds of drawings and photos show you how to plan and install wiring correctly. Includes demand factors, circuit loads, and the formulas you need. Every subject is referenced to the 2008 *National Electrical Code*®, and there are over 20 pages of the most needed *NEC*® tables to help your wiring pass inspection the first time. Includes a CD-ROM with an interactive study center that helps you retain what you've learned, and study for the electrician's exam, as well as the complete book in PDF format with easy search features so you can

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It gives you the correct answer, an explanation, and where to find it in the 2014 *NEC*®. You'll also find where to get your application form (including website addresses of state licensing boards), how best to study for the exam, and what to expect on examination day. There is even a sample full-day exam that mimics the actual test. Included FREE: A download of the PDF eBook, so you can get started right away! This is a tool every journeyman and master electrician candidate will find worth several times the small expense. Find study tips for passing the electrician's exam at www.electrician-exam.com. **352 pages, 8½ x 11, \$59.50. ISBN 978-1-57218-303-2.**

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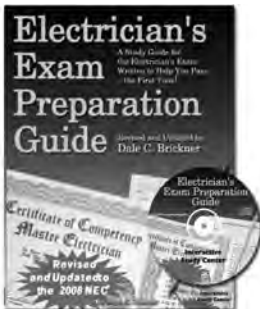
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It gives you the correct answer, an explanation, and where to find it in the 2011 *NEC*®. You'll also find where to get your application form (including website addresses of state licensing boards), how best to study for the exam, and what to expect on examination day. There is even a sample full-day exam that mimics the actual test. Includes a CD-ROM with all of the questions and answers in the book and a timed test to help you study for the actual exam. This is a tool every journeyman and master electrician candidate will find worth several times the small expense. Based on the 2011 *NEC*®. **352 pages, 8½ x 11, \$54.50. ISBN 978-1-57218-255-4.**



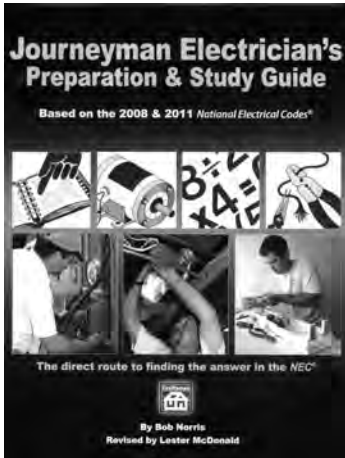
Electrician's Exam Preparation Guide to the 2008 NEC®

Many states base their electrician's exams on the 2008 *NEC*®. If your state uses the 2008 *NEC*®, this study guide is what you need. You'll find questions and answers based on actual electrician's exams over the last few years. Almost a thousand multiple-choice questions — exactly the type you'll find on the exam — that cover every area of electrical installation: electrical drawings, services and systems, transformers, capacitors, distribution equipment, branch circuits, electric motors, special occupancies, feeders, calculations, measuring and testing, and more.

It gives you the correct answer, an explanation, and where to find it in the 2008 *NEC*®. You'll also find where to get your application form (including website addresses of state licensing boards), how best to study for the exam, and what to expect on examination day. There is even a sample full-day exam that mimics the actual test. Includes a CD-ROM with most of the questions and answers in the book and a timed test to help you practice for the actual exam. **352 pages, 8½ x 11, \$49.50.**

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Electrical

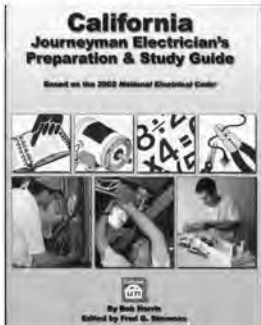


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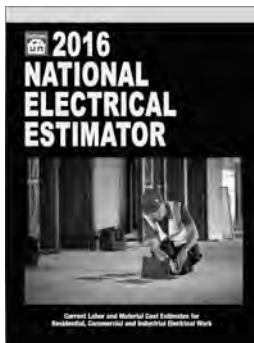
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California Journeyman Electrician's Preparation & Study Guide

This completely revised edition was designed to meet the demands of graduating apprentices and journeymen electricians in the state of California who must now meet certification requirements of the new California Electrical Licensing Law. Journeymen electricians must now pass a test to be certified. This book is designed with sample questions and answers, definitions, illustrations, and study tips to help you pass the exam on the first try. Based on the 2002 *NEC*®.

96 pages, 8½ x 11, \$26.00. ISBN 978-1-57218-219-6.



2016 National Electrical Estimator

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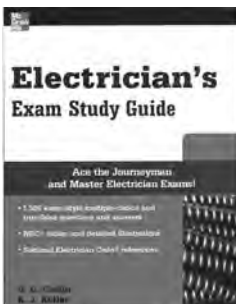
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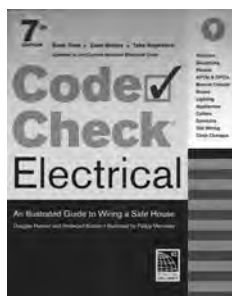
ISBN 978-0-07-148930-0. Published by McGraw-Hill.

Electrical



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ElectricCalc Pro Calculator

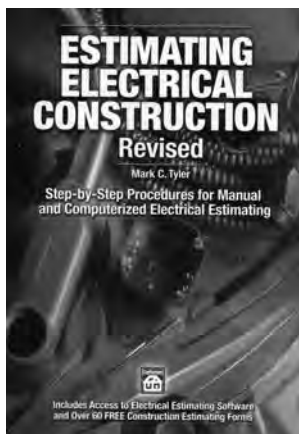
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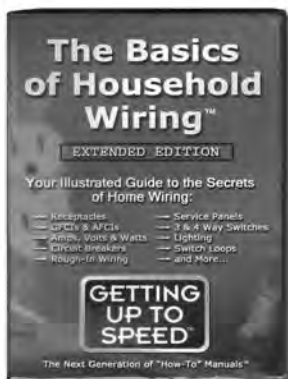
How to read and interpret and draw electrical drawings, wiring diagrams, and specifications for constructing electrical systems. Shows how typical lighting and power layouts appear on plans, and explains what to do to execute the plan. Describes how to use a panelboard or heating schedule, and typical electrical specifications. You'll learn how to lay out an electrical project, what to look for in dealing with construction specifications and drawings and how to make up and use panelboard, connected-load and other schedules. This e-Book is the download version of the book in text searchable PDF format. **208 pages, \$14.88**

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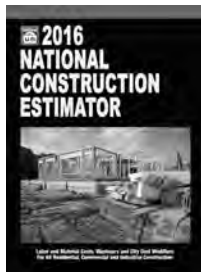
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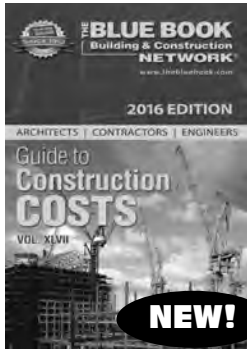
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Quick Cards



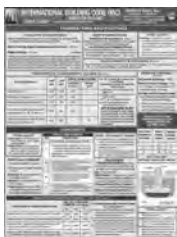
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In most cases, symbols are shown for plan view, and where alternatives are commonly in use, multiple symbols are shown. Typical notation formats are also included. **6 pages, 8½ x 11, \$7.95. ISBN 978-1-889892-74-0. Published by: Builder's Book Inc.**



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National Electrical Code (NEC) Quick-Cards

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Also available: National Electrical Code (NEC) Quick-Cards based on the 2011 NEC. **8½ x 11, \$7.95. ISBN 978-1-889892-97-9. Published by: Builder's Book Inc.**



Uniform Plumbing Code Tables/Formulas Quick-Cards

This 4-page, laminated guide provides the basic numbers, flow rates and formulas the plumber needs based on the 2012 Uniform Plumbing Code (UPC) and 2012 International Plumbing Code (IPC). **4 pages, 8½ x 11, \$7.95. ISBN: 978-1-62270-083-7. Published by: Builder's Book Inc.**

Building Codes



Building Code Compliance For Contractors & Inspectors

Have you ever failed a code inspection? Have you ever dealt with an inspector who has his own personal interpretation of the Code and forces you to comply with it?

This new book explains what it takes to pass inspections under the 2009 *International Residential Code*. It includes a Code checklist -- with explanations and the Code section number -- 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.

Knowing in advance what the inspector wants to see will offer you an (almost unfair) advantage. To pass

inspection, just go down the checklists in this manual before the inspector arrives. Even better, use this manual as a guide to what constitutes good construction practice -- and is almost certain to pass inspection.

If you're tired of wasting time on failed inspections, put this book to work on your next job. It's like a cheat sheet of construction inspection tips to save you time and money. **232 pages, 8½ x 11, \$32.50. ISBN: 978-1-57218-238-7.** Don't need the printed book? Purchase the downloadable eBook for only \$16.25. Scan with your Smartphone's QR reader app to learn more about this title.



2012 Home Builders' Jobsite Codes

A spiral-bound, quick reference to the 2012 *International Residential Code* -- filled with easy-to-read-and-understand code requirements for every aspect of residential construction. This toolbox-sized guide walks you through the morass of the Code. It's packed with easy-to-understand directions, illustrations, tables, and figures to illuminate your path to inspection and approval. Includes information on requirements for: allowable building loads, fire protection, stair treads and risers, stair and handrails, minimum bathroom fixture clearances, ventilation and glazing requirements, concrete foundations, access, wood floor framing, wood wall framing, roof framing, roof finishing, chimneys and fireplaces, energy efficiency, mechanical systems, fuel gas, plumbing, electrical systems, and more. If

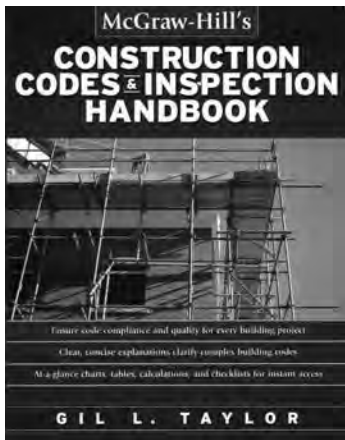
you're looking for an up-to-date Code reference for the latest *IRC* that will fit in your toolbox, you should have this handbook to help you correctly apply the 2012 *IRC* at the jobsite.

30 347 pages, 5½ x 8½, \$21.95. ISBN: 978-0-86718-696-3. Published by NAHB.



Contractor's Guide to the Building Code: 2006 IRC & IBC

Explains in plain English exactly what the *International Building Code* and the *International Residential Code* require, based on the 2006 Codes. Shows how to design and build residential and light commercial buildings that pass inspections the first time. Ideas on how to work with the inspector and minimize costs. Tips cover common building shortcuts likely to get you cited, and those most likely to be exempted. Written by a former building inspector, and filled with tables from the *IBC* and *IRC*. Includes a disk with the entire book in PDF format with an easy search feature so you can find what you need quickly and easily. **408 pages, 8½ x 11, \$66.75. ISBN 978-1-57218-202-8.** Also available as an eBook for only \$33.38.



Construction Codes & Inspection Handbook

This gigantic compilation of code requirements simplifies understanding of quality assurance, code compliance, and inspection approval for commercial and industrial construction. It explains where and how most code defects occur and how to locate and correct them. You'll find almost 600 practical checklists, tables, charts and calculations to save you time and money by making sure that your projects pass code the first time. Covers the *IBC*, *NEC*®, *IPC*, *IFGC* and *IZC* Codes with large, clear illustrations of what the Codes require for sitework, concrete, masonry, carpentry, structural steel, doors and windows, finishes, thermal and moisture protection, piping systems, mechanics, electrical, and OSHA regulations.

It's hard to imagine a more complete resource for architects, builders, engineers, and code officials. **640 pages, 8½ x 11, \$59.95 ISBN: 978-0-07-146825-1.**

Code Check Complete, 2nd Edition



Addresses every essential building, electrical, mechanical and plumbing code requirement you're likely to encounter when building or remodeling residential and light commercial structures. Comes spiral-bound with over 400 drawings that answer all your code questions with up-to-date answers. Includes quick-glance summaries to alert you to important code changes. Compiled by Code-certified building/home inspectors, this new book is like having four guides in one easy-to-understand book. **234 pages, 8½ x 6½, \$45.00. ISBN 978-1-60085-493-4.** Published by Taunton.

Remodeling



Visual Handbook of Building and Remodeling

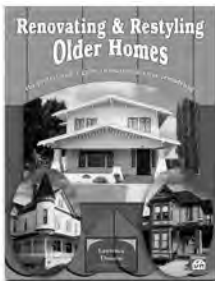
If you've ever had a question about different types of material, or the dimensions required by Code in most installations – you'll find the answers quickly and easily in this 632-page illustrated encyclopedia. This expanded third edition of the classic reference includes the latest Code information, and a new section on making homes green. 1,600 full-color drawings provide a clear look at every aspect of home construction and systems, helping you visualize exactly how to tackle any building project or problem. There are charts, dimensions, and illustrations on design, site and climate, masonry, foundations, wood, framing, sheathing, siding, roofing, windows and doors, plumbing, wiring, the thermal envelope, floors, walls and ceilings, storage, heating, cooling, passive solar, lighting, sound, and more. **632 pages, 8½ x 11, \$29.95.** ISBN 978-1-60085-246-6. Published by Taunton.

ISBN 978-1-60085-246-6. Published by Taunton.



Profits in Buying & Renovating Homes

Step-by-step instructions for selecting, repairing, improving, and selling highly profitable “fixer-uppers.” Shows you how to determine your profit before you buy, what “bargains” to avoid, and how to make simple, profitable, inexpensive upgrades that create lasting impressions and improve overall value. Includes practical tips on dealing with structural repairs that may seem larger than they really are. Also includes practical examples of renovating living rooms, dining rooms, bedrooms, kitchens, baths, basements, and more. If you are looking for a practical guide on buying and fixing up older homes for profit, this is your book. **304 pages, 8½ x 11, \$24.75.** ISBN 978-0-934041-57-7.



Renovating & Restyling Older Homes

Identify and economically add improvements to older homes without getting bogged down in never-ending repairs. You'll see what to save, what to throw away, and how to renovate, remodel, or restyle for the least amount of money and the greatest reward. Shows how to fix roofs, doors, windows, structural problems, plumbing & HVAC, and bathrooms. With the help of this book you can repair older houses economically — giving your customers more than their money's worth, and putting more profits in your pocket. **416 pages, 8½ x 11, \$33.50.** ISBN 978-1-57218-029-3.



Builder's Guide to Room Additions

Tackle problems unique to room additions, such as requirements for basement conversions, reinforcing ceiling joists for second-story conversions, attic conversions, and determining what's required for footings, foundations, and slabs. Explains how to design the best bathroom for the space. Even covers how to handle upgrades to electrical work in room additions. Besides actual construction techniques, you'll find help in planning, designing, and estimating. **352 pages, 8½ x 11, \$34.95.** ISBN 978-1-889892-34-4. Published by Builder's Book, Inc.

Home Inspection



Property Inspection Reports CD-ROM

Easy-to-use templates that help you perform a professional inspection and produce an attractive inspection report on typical residential properties. Every report you create includes an Inspection Agreement, plus 50 pages of illustrated inspection forms covering grounds and exterior foundations, garage/carport, roofs and attics, pools/spas, electrical, plumbing and HVAC, living rooms, family rooms, dens/studies, theater rooms, kitchens, breakfast rooms, hallways, stairways and entries, laundry rooms, and more. Available in both RTF and PDF formats.

\$79.95. ISBN 978-1-889892-37-5. Published by Builder's Book, Inc.



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 and exterior finishes, electrical, plumbing, HVAC, insects, vermin and decay, and more. Includes information on starting and running your home inspection business.

324 pages, 5½ x 8½, \$24.95. ISBN 978-1-57218-046-8.



The Complete Book of Home Inspection

This comprehensive manual covers every aspect of home inspection, from the tools required to inspecting roofs, roof-mounted structures and paved areas around the structure; walls, windows and doors; landscaping, garages, structural, bathrooms, chimneys and flues, ceilings, interior and exterior finishes, electrical, plumbing and HVAC systems; swimming pools; energy considerations, and environmental concerns such as radon and mold.

Includes hundreds of photos and illustrations to help you understand, check, and identify potential problems. **290 pages, 8 x 10, \$19.95.**

ISBN 978-0-07-139125-2. Published by McGraw-Hill.



Home Inspection Checklists

Here are 111 illustrated checklists and worksheets to help you conduct home inspections for roofs, roof-mounted structures, paved areas around the structure; walls, windows and doors; landscaping, garages, wood-destroying insects and rot; attics, interior rooms, crawl spaces, basements; electrical systems, heating systems, plumbing systems, hot water systems, air conditioning systems; swimming pools, and other concerns such as radon and mold. **138 pages, 8 x 10, \$12.95. ISBN 978-0-07-142304-5.**

Published by McGraw-Hill.

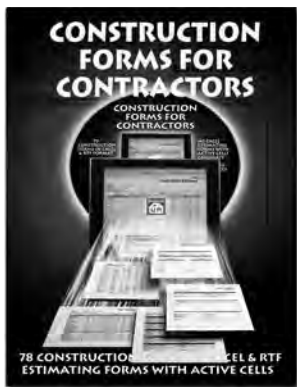


The Benchmark Report

If you do home inspections, you have to file a report. The Benchmark's one-time reports are as comprehensive as you're likely to find. They come as checklists with complete illustrations of the area being inspected, on 4-part NCR paper, in a 3-ring binder. Every area is covered: grounds, exterior, foundation, roof, plumbing, heating, cooling, electrical, interior, garage, kitchen, bathroom, well, septic, and more.

281 pages, 8½ x 11. \$21.00. Published by Builder's Book, Inc.

Construction Books



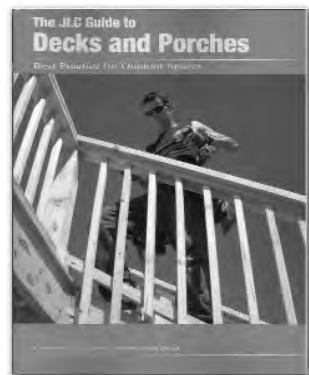
Construction Forms for Contractors

This practical guide contains the forms, letters and checklists you need to organize your jobsites, gather and organize records, 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, lien forms, bids and proposals, subcontracts, and more. With each form is a detailed explanation of what it's for and how to use it. 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. ISBN 978-1-57218-222-6. Also available as an eBook for only \$24.25 at www.craftsman-book.com**



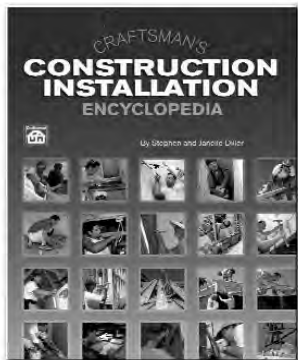
Drywall Revised & Updated, 4th Edition with DVD

This revised version of Drywall gives readers important information on new tools and materials that the author has field-tested since the last revision. Now, the book includes a bound-in DVD with tips and techniques for hassle-free drywall installation. This edition offers the very latest information with the easy-to-use format that made the first three editions such successes. In this colorful, informative book you'll find everything you need to know about drywall installation — from how to plan the job, through estimating materials, to the types of tools and materials available today. **233 pages, 9-3/4 x 10-7/8, \$21.95. ISBN 978-1-60085-469-9**



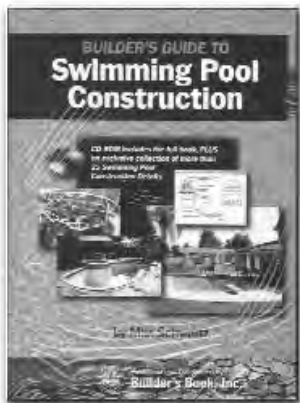
Cosmetic Defect. 25% Discount, While Supplies Last! JLC Guide to Decks and Porches

It's difficult to build attractive, structurally-sound, low-maintenance outdoor spaces that survive the rigors of weather, varying soil conditions, while battling rot and mildew damage. This new book is filled with large, full-color photos and illustrations that show you how to use the latest technology to build ledgers, railing connections, and footings that will withstand the test of time. You'll find the most common code violations and how to avoid them. You'll find footing and framing techniques for decks and porches that succeed. You'll find finishes that will last for years, water prevention techniques, and low-voltage lighting that will make the deck you build look custom and one-of-a-kind. There are even proven ideas for adding brick, stone, and tile to decks and porches. **392 pages, 8½ x 11, \$39.95. NOW ONLY \$29.96. ISBN 978-1-928580-42-3. Published by JLC.**



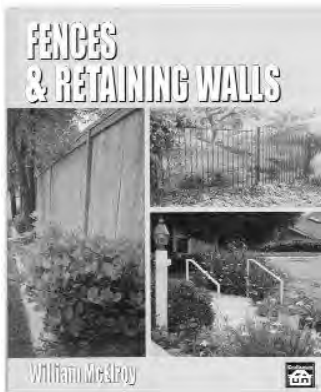
Craftsman's Construction Installation Encyclopedia & CD-ROM

Step-by-step installation instructions for just about any residential construction, remodeling, or repair task, arranged alphabetically. 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 better monitor your crew and schedule your workload. Provides tricks-of-the-trade that experienced builders and remodelers have learned over time as well as time-saving tools and templates you can make yourself. Includes a CD-ROM with all the material in the book, giving you the ability to capture and print out for your crews the instructions for any job. **792 pages, 8½ x 11, \$65.00. ISBN 978-1-57218-151-9. Also available as an eBook for only \$32.50 at www.craftsman-book.com**



Swimming Pool Construction

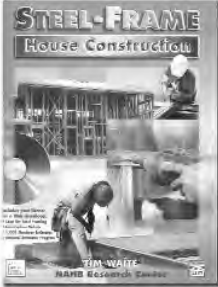
Break into the lucrative swimming pool construction business with this practical how-to guide. You'll learn how to get the permits and do the surveying, planning and layout for a typical pool, including how to read a soils report. You'll read about the excavation, backfill, soil compaction, sand and gravel bedding and drainage requirements, and mechanical systems such as pumps, heaters, filters, skimmers, and solar systems. Covers underground piping, including drain, supply, and gas and electrical work, grounding and supply to breaker, pump, underwater lighting, and heater. Covers cast-in-place and sprayed concrete, and modern pool finishes available. **240 pages, 8½ x 11, \$49.95. ISBN 978-1-889892-50-4. Published by Builder's Book, Inc.**



Fences & Retaining Walls

Everything you need to know to run a profitable business in fence and retaining wall contracting. Takes you through layout and design, construction techniques for wood, masonry, and chain link fences, gates and entries, including finishing and electrical details. How to build retaining and rock walls. How to get your business off to the right start, keep the books, and estimate accurately. **400 pages, 8½ x 11, ~~\$39.00~~. NOW ONLY \$18.00. ISBN 978-0-934041-53-9. Updated edition available as an eBook (PDF, EPUB, & MOBI/Kindle), \$23.00. See page 64.**

Construction Books



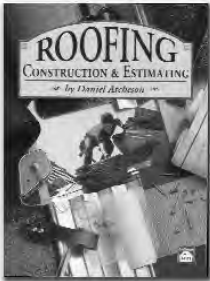
Steel-Frame House Construction eBook

Framing with steel has obvious advantages over wood, yet building with steel requires new skills that can present challenges to the wood builder. This book explains the secrets of steel framing techniques for building homes – whether pre-engineered or built by stick framing. It will show you the techniques, tools and materials to make it happen. Includes access to a FREE download with manhours, material and labor prices, an estimating program, and steel framing details. **\$19.88. 320 pages. ISBN 978-1-57218-045-1. eBook (PDF) & Software Download.**



Commercial Metal Stud Framing

Framing commercial jobs can be more lucrative than residential work. And most commercial work uses some form of metal stud framing. This book teaches step-by-step basic methods to master high-speed metal stud framing in commercial and residential construction. You'll learn the tools, material and equipment you'll need, and how to use them safely and efficiently. This book shows you how to effectively transfer wood-framing skills to steel. Gain the knowledge you need to improve your skills and quite possibly make more money. **208 pages, 8½ x 11, \$45.00. ISBN 978-1-57218-079-6.**



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Everything you need to know to estimate, build, and repair practically every type of roof covering: asphalt shingles, roll roofing, wood shingles & shakes, clay tile, slate, metal, built-up, and elastomeric. Shows how to estimate most roofs, how to install underlayment and flashing, vapor barriers, and waterproofing. This encyclopedia of roofing includes over 300 large, clear illustrations that help you find the answers to all your roofing questions. Used in several states as a license exam preparation guide. **448 pages, 8½ x 11, \$38.00. ISBN 978-1-57218-007-9.**



Basic Engineering for Builders

If you've ever been stumped by an engineering problem on the job, yet wanted to avoid the expense of hiring a qualified engineer, this is the book for you. Here you'll find basic engineering principles written in non-technical language that you can quickly put to use on your jobs: Understanding engineering problems on the plans and how to solve them; sizing structural members using only preliminary plans; and the requirements for steel, concrete, wood, and masonry. **400 pages, 8½ x 11, \$39.50. ISBN 978-0-934041-83-6. Also available as a downloadable eBook for only \$19.75 at www.craftsman-book.com.**



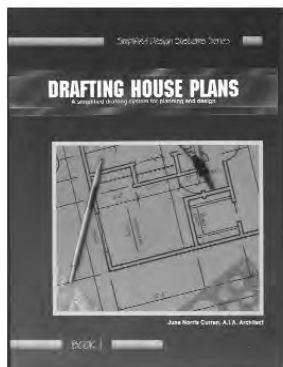
Handbook of Construction Contracting

Volume 1: How 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. Includes practical math for the jobsite, and basic surveying. **416 pages, 8½ x 11, \$32.75. ISBN 978-0-934041-11-9.**

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Estimating excavation, concrete, masonry, rough carpentry, roofing, insulation, doors and windows, exterior and interior finish carpentry; controlling costs, scheduling work flow, managing workers, advertising and sales, spec building, and land development. **320 pages, 8½ x 11, \$33.75. ISBN 978-0-934041-13-3.**



Drafting House Plans

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 architect 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 to make sure that your drawings meet code requirements. **188 pages, 8½ x 11, \$34.95. ISBN 978-0-932370-04-4.**



Blueprint Reading for the Building Trades

Learn to understand construction documents, blueprints, and schedules. Includes layouts of structural, mechanical, HVAC, and electrical drawings. Shows how to interpret sectional views, follow diagrams, schematics, and schedules, and covers common problems with construction specifications. Explains symbols used for materials, electrical, plumbing, and HVAC. Also shows how to read site plans and scale them for dimensions. **192 pages, 5½ x 8½, \$16.75. ISBN 978-0-934041-05-8.**

Construction Books

Insurance Replacement Value (COMING SOON)



Develop an estimate of the replacement value of nearly any single-family home in about five minutes.

Many American homes are undervalued or underinsured. That means millions of homeowners throughout the nation are at risk of major financial loss should a natural disaster hit their neighborhood. This easy-to-use calculator produces an insurable value (insurance-to-value) report for single-family homes in the U.S. – including high-value luxury spec homes or mansions. It's an essential tool for homeowners and underwriters making policy decisions, or appraisers using the cost approach to valuation.

Reports cover all important variables, including: materials used, design features, quality, size, shape, heating, cooling and geographic area. Reports also include functions required by state laws, such as California 10 CCR 2695.183 and Florida ATB #006-10. Your estimate shows detailed labor and material costs for more than 30 construction cost categories. You get unlimited reports for one low monthly price.

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All construction costs including labor, material, equipment, plans, the building permit, supervision, overhead and profit.

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Insurance Replacement Value makes it easy to add the cost of features such as heating and cooling (including unit heaters), porches and decks, basements, balconies, fireplaces, garages and attics.

How Accurate are These Costs?

Craftsman Book Company has published detailed construction cost data for over 50 years. Costs in *Insurance Replacement Value* are based on Craftsman's popular annual reference *National Building Cost Manual*. *Insurance Replacement Value* is not a substitute for judgment, analysis and sound valuation practice. It's an aid in developing an informed opinion of replacement cost. There's room for legitimate disagreement on replacement costs, even when complete plans and specifications are available, the date and site are established, and labor and material costs are identical for all contractors.

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Concrete Guides



Concrete Construction

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. 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 instructions, illustrations, charts, estimating data, and examples every contractor can apply on his concrete jobs.

288 pages, 8½ x 11, \$28.75. ISBN 978-1-57218-237-0.

Purchase the downloadable eBook for only \$14.38 at www.craftsman-book.com



Masonry & Concrete Construction, Revised

This classic has been rewritten to incorporate the most recent changes in concrete practice. With expanded information on constructing and using forms, this book has everything you need to estimate costs for every type of masonry construction: planning the job, calculating loads for footings and foundations, seismic reinforcement, new methods of forming to prevent expensive "blowouts," types of mortar, flatwork, brick wall and veneer work, salvaging, cleaning and painting masonry, fireplaces, brick floors, pavements, and more. **304 pages, 8½ x 11, \$37.75. ISBN 978-1-57218-044-4.**



Concrete & Formwork

Basic information that can be used on every type of concrete job. How to select and pour the right mix for the job, lay out the right structure, select the right form materials, design and build the forms, and pour, finish, and cure the concrete. Recommends the mix best for each job, what admixtures are needed, how deep the footings should be, the best way to lay out and design the forms, how much form material and concrete you'll need, and much more. Includes nearly 100 pages of step-by-step instruction for constructing concrete forms for every conceivable use. With 200 manhour tables, charts and clear illustrations, this book will be invaluable for site-fabricated concrete forms.

172 pages, 8½ x 11, \$17.75. ISBN 978-0-910460-03-3.



Builder's Guide to Stucco: Lath & Plaster

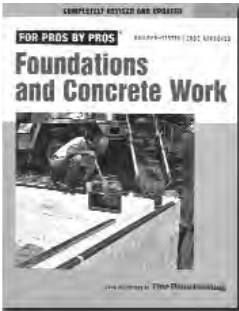
Includes step-by-step instructions on installing flashing, corner beads, casing beads, control joints, weather-resistant barriers, exterior insulation systems, and one-coat stucco systems. Shows the recommended method for mixing and installing stucco, both manually and by machine. Illustrates textures, implants, and molds. Shows how to estimate labor and material costs for stucco. Includes a CD-ROM containing the entire book, for quickly and easily finding solutions to most stucco problems. **284 pages, 8½ x 11, \$49.95. ISBN 978-1-889892-72-6. Published by Builder's Book, Inc.**

Concrete Guides



E-Z Square

You'll be amazed at how much time this round, plastic computer can save you in calculating diagonal dimensions in laying out excavations, footings, foundations, forms, walls, and plates. It also computes brick and block quantities for any known wall area, and cubic yardage for excavating. It's extremely easy-to-use and reads like a carpenter's rule. Try one and you'll be buying another for a co-worker, as you'll find it an invaluable time saver in layout work and in estimating concrete or block quantities. **\$9.25.**



Foundations and Concrete Work

Quality construction begins with a strong, sturdy foundation. Whether building from scratch, adding on to a home, or doing major renovations and repairs, you'll want expert advice on foundations and concrete work to get the job done right. In this book, engineers, contractors, and remodelers provide expert advice on troubleshooting common masonry mistakes, using concrete in the home landscape, and laying a foundation that will last. Whatever the concrete project, you'll find all the field-tested methods and techniques you need in this updated and expanded edition.

288 pages, 8½ x 11, \$24.95. ISBN 978-1-60085-764-5.
Published by Taunton.



2016 National Concrete & Masonry Estimator Download -- Only \$49.99

Current labor and material prices for thousands of concrete and masonry jobs and specialty items. Don't waste hours working up a material list for every job you bid. Instead, use this digital manual to develop quick, accurate cost estimates. Do the material take-off only when you have the contract. Provides manhours, recommended crew, and gives the labor cost for installation. The 2016 *National Concrete & Masonry Estimator* is available only in electronic format. The download also includes Craftsman's *National Estimator* program, so you'll have everything you need to put this year's cost data to work immediately, and you'll get free, automatic quarterly price updates throughout 2016. Have the updated concrete and masonry prices you need in minutes and start estimating today with current data!

To download the 2016 *National Concrete & Masonry Estimator* go to the Craftsman website at: www.craftsman-book.com



Residential Construction Foundation Based on 2015 IRC Quick-Card

A good building starts with a great foundation! This handy 6-page guide covers the basics of this critical step in residential construction. Great for contractors, property owners... anyone who needs a quick overview of the basics involved in this key building phase. **6 pages, 8½ x 11, \$7.95.**

ISBN 978-1-62270-106-3. Published by Builder's Book, Inc.



Concrete at Home

Design, pour, finish, and seal one-of-a-kind custom interior and exterior concrete creations. Includes information on crack control, custom finishes, and reinforcement techniques. Learn to apply inlays, linework, stamps and finishes to concrete floors. Shows how to create custom concrete countertops and sinks, explains concrete wall design, including innovative uses for applying color and texture on walls, how to design, form and place concrete mantel-pieces and fireplaces. **216 pages, 9 x 11, \$32.00. ISBN 978-1-56158-682-0. Published by Taunton.**



Builder's Guide to Drainage & Retaining Walls

Determine slope drainage, grading, and comply with street drainage requirements. Every type of retaining wall construction is covered along with tables for estimating concrete quantities for both poured-in-place and masonry and concrete walls. Includes recommendations for retaining walls in most situations. Includes a CD-ROM with details you can e-mail to your crew. **294 pages, 8½ x 11, \$59.95.**

ISBN 978-1-889892-67-2. Published by Builder's Book, Inc.

Green Building



Build Smarter with Alternative Materials

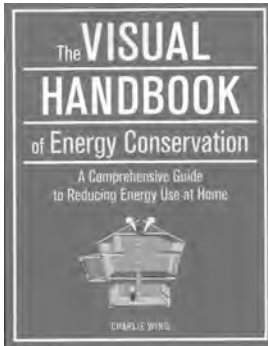
New building products are coming out almost every week. Some of them may become new standards, as sheetrock replaced lath and plaster some years ago. Others are little more than a gimmick. In this book, you'll find materials for almost all areas of constructing a house, from the ground up. For each product described, you'll learn where you can get it, where to use it, what benefits it provides, any disadvantages, and how to install it -- including tips from the author. And to help you price your jobs, each description ends with manhours -- for both the first time you install it, and after you've done it a few times. **336 pages, 8½ x 11, \$34.75. ISBN 978-1-57218-074-1.**



Electrical Solar Essentials Quick-Cards

This 8-page guide covers the growing field of solar energy. Focusing primarily on typical residential installations and the basics of what goes into them, this essential reference is filled with tables, tips, how-to's, why's and wherefore's. This is truly a must-have for anyone interested in solar: contractors, homeowners, etc. **8 pages, 8½ x 11, \$7.95. ISBN 978-1-889892-73-3. Published by Builder's Book Inc.**

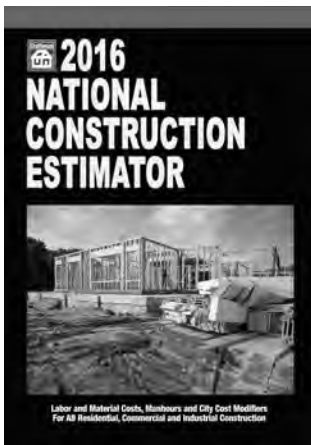
Green Building



The Visual Handbook of Energy Conservation

The gold-standard reference for energy conservation. For homeowners, builders, remodelers, architects – anyone with a commitment to reducing energy use, *The Visual Handbook of Energy Conservation* fills the bill – and lowers it too! Well organized, with 800 illustrations, it's the most comprehensive guide to reducing home energy around, and the easiest to use. **328 pages, 8½ x 11, \$29.95. ISBN 978-1-62113-956-0.**

Published by Taunton.



2016 National Construction Estimator

This complete cost manual covers the full construction spectrum, from adhesives to utilities, but now includes extensive cost data for green building. Includes current costs for pollution controls for gas turbine generators, hydronic boilers, windstorm certified wind turbine fans, wind turbine generators, garage exhaust fans, hybrid central heating and cooling, central air filter system, LEED® certified boilers, and hydronic hot water heaters. Costs (including taxes and insurance) to install each of the materials listed, along with typical manhours per unit. Also available are wage modifications for nearly every U.S. city, plus most Canadian provinces. Wage breakdowns for 24 construction trades are provided, too. Use the FREE download; simply enter your zip code, and the labor rate is automatically adjusted. **672 pages, 8½ x 11, \$87.50.**

ISBN 978-1-57218-316-2.



2016 National Home Improvement Estimator

Newly added costs for smart home electrical management systems, LED lighting system retrofit, HEPA central air filtration retrofit, heat recovery ventilator central system retrofit, mold remediation, dryrot remediation, retrofitting for energy savings and much more. Just about every cost needed for estimating home improvement construction is included in this book. Use the FREE download; simply enter your zip code, and the labor rate is automatically adjusted. **568 pages, 8½ x 11, \$88.75. ISBN 978-1-57218-318-6.**

Carpentry Books



Cabinetmaking: From Design to Finish

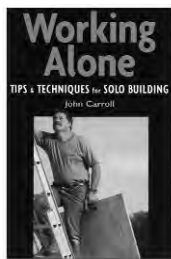
Every aspect of cabinetmaking, from layout, through joinery, to finishing techniques. Gives illustrated instructions for designing cabinets to fit the kitchen work-center; create dado, mortise, tenon, lap and dowel joints; make frames and panels; construct cabinets; and install cabinet hardware. **416 pages, 5½ x 8½, \$22.00. ISBN 978-0-934041-62-1.**

Stair Builders Handbook



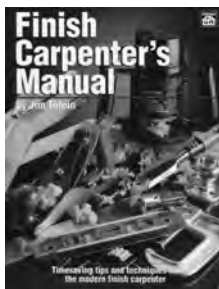
If you know the floor-to-floor rise, this handbook gives you everything else: number and dimension of treads and risers, total run, the correct well hole opening, angle of incline, and quantity of materials and settings for your framing square for over 3,500 code-approved rise and run combinations — several for every 1/8" interval from a 3' to a 12' floor-to-floor rise.

416 pages, 8½ x 5½, \$19.50. ISBN 978-0-910460-07-1.



Working Alone

This unique book shows you how to become a dynamic one-man team as you handle nearly every aspect of house construction, including foundation layout, setting up scaffolding, framing floors, building and erecting walls, squaring up walls, installing sheathing, laying out rafters, raising the ridge, getting the roof square, installing rafters, subfascia, sheathing, finishing eaves, installing windows, hanging drywall, measuring trim, installing cabinets, and building decks. **152 pages, 5½ x 8½, \$17.95. ISBN 978-1-56158-425-3. Published by Taunton.**



Finish Carpenter's Manual

Everything a finish carpenter needs to know: the proper use of hand and power tools, 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 many special finishing touches. Specialized interior work includes cabinetry and built-ins, stair finish work, and closets. Includes manhour tables for finish work, and hundreds of illustrations. **208 pages, 8½ x 11, \$22.50. ISBN 978-0-934041-82-9.**



Carpentry in Commercial Construction

Covers forming, framing, exteriors, interior finish, and cabinet installation in commercial buildings: how to design and build concrete forms, select lumber dimensions, what grades and species to use for a design load, how to select and install materials based on their fire rating or sound-transmission characteristics, and plan and organize a job efficiently. Loaded with illustrations, tables, charts, and diagrams. **272 pages, 5½ x 8½, \$19.00.**

ISBN 978-0-934041-33-1.

Carpentry Books



Roofing Quick-Card

This four-page, full-color card quickly covers roofing information used in architectural plans and engineering drawings. Includes several quick lookup tables.

Features:

Roofing Systems, Roof Slope & Pitch, Roofing Materials and Fire Ratings, Basic Roofing Safety Rules, Materials used for Finished Roofing, Typical Asphalt Rolls & Shingles, Metal Roofing, Metal Gauges, Thickness & Weight per Foot Roofing Calculations, and Roofing Terms & Definition.

4 pages, 8½ x 11, \$7.95. ISBN 978-1-88989-285-6.
Published by Builder's Book, Inc.



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. ISBN 978-0-934041-86-7.



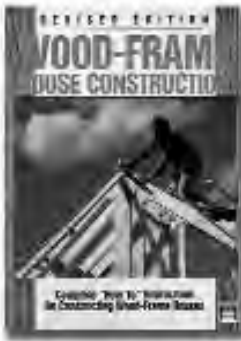
2016 National Framing & Finish Carpentry Estimator Download -- Only \$49.99

Current labor and material prices for thousands of framing and finish carpentry items. Step-by-step instructions for estimating everything from the sill plate to the ridge board, including hundreds of helpful pictures, tables and illustrations.

Includes labor and material prices for installing practically all framing lumber, from girders to roof sheathing. Even includes hard-to-find demolition labor estimates. Lists

costs and manhours for finish carpentry such as ceiling sheathing, interior trim, molding, paneling, cabinets, countertops, hardwood flooring, wood stairways, and more.

To download the 2016 *National Framing & Finish Carpentry Estimator* -- available only in electronic format, go to the Craftsman website at: www.craftsman-book.com



Wood-Frame House Construction

Step-by-step construction details, from the layout of the outer walls, excavation and formwork, to finish carpentry and painting. Contains clear illustrations and explanations updated for modern construction. Everything you need to know about framing, roofing, siding, interior finishes, floor covering and stairs — your complete book of wood-frame homebuilding.

320 pages, 8½ x 11, \$25.50. Revised edition.
ISBN 978-0-934041-74-4.



Roof Framing

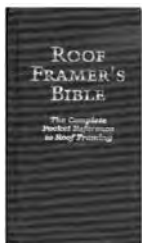
Shows how to frame any type of roof commonly used today, even if you've never framed a roof before. Includes using a pocket calculator to figure any common, hip, valley, or jack rafter length in seconds. Over 400 illustrations cover every measurement and every cut on each type of roof: gable, hip, Dutch, Tudor, gambrel, shed, gazebo, and more. **480 pages, 5½ x 8½, \$26.50. ISBN 978-0-910460-40-8.**



The Complicated Roof

A master framer shares his secrets to calculating two custom home roofs. With this book you'll see the principles of "A Roof Cutter's Secrets" come alive as author Will Holladay methodically builds two "real life" complicated roofs. You'll learn how to determine angles and calculations for your actual cuts and "think like a roof cutter" to form your own plan of approach to roof cutting based on a set of plans. **98 pages, 8½ x 11, \$19.95. ISBN 978-0-945186-01-4.**

Published by WH Publishing.



Roof Framer's Bible

68 different pitch combinations of "bastard" hip roofs at your fingertips. Don't curse the architect — let this book make you an accomplished master of irregular pitched roof systems. You'll be the envy of your crew, and irregular or "bastard" roofs will be under your command. This rare pocket-sized book comes hardbound with a cloth marker like a true Bible.

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Published by M.E.I. Publishing.

Office Manuals



Construction Forms for Contractors

This guide contains 78 practical forms, letters and checklists guaranteed to help 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. With each form is a detailed explanation of what it's for and how to use it. All are also on the CD-ROM included, in Excel spreadsheets, as formatted Rich Text that you can fill out on your Mac or PC computer, and as PDFs.

360 pages, 8½ x 11, \$48.50. ISBN 978-1-57218-222-6. Also available as an eBook for only \$24.25 at www.craftsman-book.com



Estimating Home Building Costs, Revised

Accurate estimates are the foundation of a successful construction business. Leave an item out of your original estimate and it can take the profit out of your entire job. This practical guide to estimating home construction costs has been updated with Excel estimating forms and worksheets with active cells that ensure accurate and complete estimates for your residential projects. 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. Clear, simple instructions show how to estimate labor and material costs for each stage of construction, from site clearing to figuring your markup and profit. Every chapter includes a sample cost estimate worksheet that

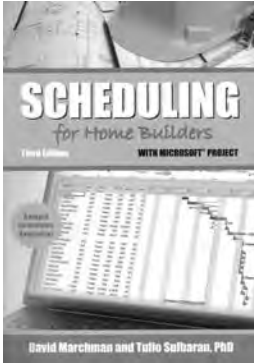
lists all the materials to be estimated. Even shows how to figure your markup and profit to arrive at a price. **336 pages, 8½ x 11, \$38.00. ISBN 978-1-57218-205-9. Available as a downloadable eBook for only \$19.00 at www.craftsman-book.com**



Contractor's Guide to QuickBooks 2015

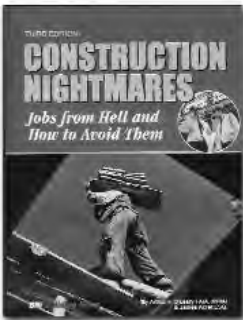
QuickBooks has many new features that simplify a building contractor's bookkeeping work. You'll wonder how you managed without them. To help you make the most of these new features, or to make getting set up with QuickBooks almost painless, this user-friendly manual walks you through QuickBooks' detailed setup procedure and explains step-by-step how to create a first-rate accounting system. You'll learn in days, rather than weeks, how to use QuickBooks to get your contracting business organized, with simple, fast accounting procedures. But setting up QuickBooks from scratch can be time-consuming. On the free download included with purchase of the book you'll find a QuickBooks file preconfigured for a construction company. Open it, enter your company's data, add info on your suppliers, subs and customers, and you're up and running. The setup's done for you. **280 pages, 8½ x 11, \$68.50.**

ISBN 978-1-57218-304-9



Scheduling With Microsoft Project, Third Edition

Newly updated! Step-by-step instructions for using this software to keep your projects on schedule and within budget. Learn to adjust time scales, milestones, and tasks, assign and track resources and costs, monitor and update the schedule with baselines, keep track of changes to the schedule, compare and analyze actual costs, and record expenditures. With this powerful tool, you'll not only be able to track a job's progress, you can make reports of exactly where on the timeline everything is and when it will be done. This book will help you schedule your next project with confidence and ease. **138 pages, 7 x 9, \$39.95. ISBN 978-0-86718-678-9. Published by NAHB.**



Construction Nightmares, Third Edition

If you'd like to learn from other contractors' mistakes, rather than learning firsthand, this book will teach you well, as it illustrates examples of what went wrong on actual jobs, and exactly how they went wrong. You'll learn about problems with plans, extras, delays, interference, scheduling, extra work, change orders, defective work, inadequate supervision, and plain incompetency. The book also deals with contracts, mechanics liens, insurance coverage, arbitration, and more. The authors have worked to represent contractors in the legal world. **461 pages, 8½ x 11, \$64.95. ISBN 978-1-55701-603-4. Published by BNI.**



Construction Dictionary, Pocket Edition

It never fails that somewhere on a jobsite someone will ask for something and you have no idea what they want. That's why you may want to have this pocket-sized dictionary in your back pocket – just in case. Here you have access to over 2,000 often-used words and phrases ready when you need them. **86 pages, 4½ x 8, \$15.95. ISBN 978-1-55701-181-7. Published by BNI.**



Construction Project Logbook

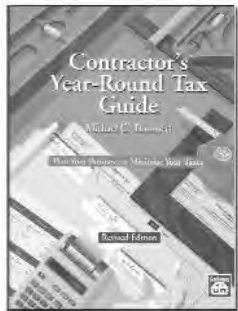
Here is a hardbound logbook that helps you document what happens on your jobsite during each hour of the day. Includes expenses, material deliveries, equipment rentals, extra work, delays or problems, and the number of trade workers on the job. You just fill in the blanks and you'll have a record of what happened every day. Also includes a CD-ROM with the book in digital form so you can keep an electronic log. **412 pages, 8 x 10, \$39.95. ISBN 978-1-55701-425-2. Published by BNI.**

Office Manuals



Builder's Guide to Accounting, Revised

Step-by-step, easy-to-follow guidelines for setting up and maintaining records for your building business. A practical guide to all accounting methods, showing how to meet state and federal accounting requirements and the depreciation rules. Full of charts, diagrams, blank forms, simple directions, and examples. Updated with every printing to reflect current accounting procedures. Each chapter ends with a set of test questions, and a FREE CD-ROM includes 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. **360 pages, 8½ x 11, \$35.50. ISBN 978-1-57218-105-2. Purchase the downloadable eBook for only \$17.75 at www.craftsman-book.com**



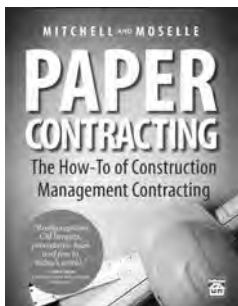
Contractor's Year-Round Tax Guide, Revised

Here's the advice that high-priced accountants and tax "pros" charge their customers for: How to set up and run your business to minimize taxes; what you should include in your contracts with others; tax shelters and write-offs specific for builders; and a checklist of deductions you should be taking (and hopefully didn't miss last year). Guaranteed to save you many times the price of the book in taxes — or your money back! **208 pages, 8½ x 11, \$26.50. ISBN 978-1-57218-006-2.**



Contractor's Survival Manual, Revised

When the housing market dries up and leaves you stranded, how do you survive? Do you lay off your crew? How do you pay the bills? How do you find work? How do you avoid bankruptcy? This completely revised step-by-step guide explains what it really takes to survive hard times in construction and how to take full advantage of the profit cycle in good economic times. It's not written by some Harvard professor with a PhD in economics. It's written by a contractor who's been in your shoes. He narrowly avoided bankruptcy, and wrote this book to share his secrets. You won't find boring business analysis of how your business should run and why. **336 pages, 8½ x 11, \$38.00. ISBN 978-1-57218-172-4. Purchase the downloadable eBook for only \$19.00 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.

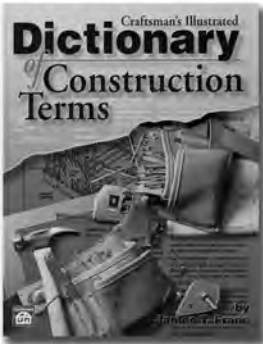
272 pages, 8½ x 11, \$55.50 ISBN 978-1-57218270-7. Purchase the downloadable eBook for only \$27.75 at www.craftsman-book.com



Construction Forms & Contracts

125 forms you can copy and use directly from the book, or load into your computer (from the FREE CD-ROM included for both Windows & Mac). Then you can customize the forms to fit your company, fill them out, and print. Loads into most standard word-processing programs. Includes forms on accounting, estimating, fieldwork, contracts, and general office.

These forms were designed, tested, and used by contractors to help keep your business organized, profitable, and out of trouble. **400 pages, 8½ x 11, \$41.75. ISBN 978-0-934041-85-0.**



Craftsman's Illustrated Dictionary of Construction Terms

Sometimes you hear construction terms on the job you just can't understand. You may not want to stop and ask your crew members to explain. Buy this book and have hundreds of up-to-date construction terms, materials, drawings and pictures with detailed, illustrated articles describing equipment and methods. Terms and techniques are explained or illustrated in vivid detail. Use this valuable reference to check spelling, find clear, concise definitions of construction terms used on plans and construction documents, or learn about little-known tools, equipment, tests and methods used in the building industry. Your crewmates will think you're a genius. **416 pages, 8½ x 11, \$36.00. ISBN 978-1-57218-008-6.**

Basic Construction Management: The Superintendent's Job, 5th Edition

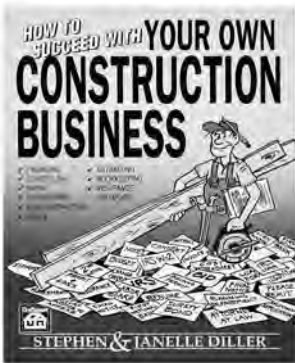
Effective construction management can dramatically improve your bottom line. Learn essentials of managing projects well and within budget, from scheduling and jobsite safety to quality and customer service. Here you'll find proven practices for recruiting and keeping the best trade contractors; scheduling that makes sense; developing and implementing quality practices. This book guides you step-by-step from construction planning through warranty work, blending proven practices with the experiences of builders in the field. A companion Web page includes updated quality checklists and other customizable tools to help you manage your construction projects. This fifth edition addresses the up-to-date issues facing the construction manager. You'll find information superintendents can use to maintain budgets, prepare and meet schedules, and ensure quality control. Covers construction team building, working with owners, and safety management.

264 pages, 8½ x 11, \$44.95. ISBN 978-0-86718-645-1.

Published by Home Builder Press.



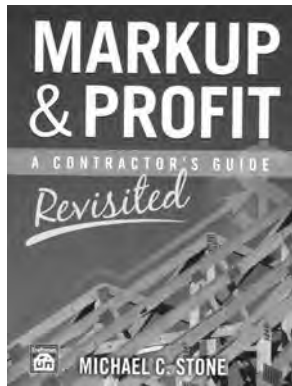
Office Manuals



How to Succeed with Your Own Construction Business

If you're fed up with working for someone else, here you'll find everything you need to break out and start your own construction business: setting up the paperwork, finding the work, advertising, using contracts, dealing with lenders, estimating, scheduling, finding and keeping good employees, keeping the books, and coping with success. If you're running your own construction business, all the knowledge, tips, and blank forms you need to succeed are here.

336 pages, 8½ x 11, \$28.50. ISBN 978-0-934041-59-1.

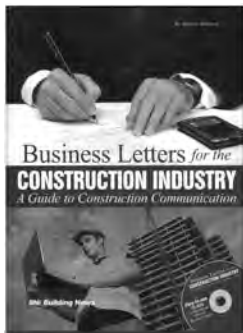


Markup & Profit: A Contractor's Guide — Revisited

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, \$47.50. ISBN 978-1-57218-271-4. Also available as an eBook (EPUB, MOBI for Kindle) for only \$39.95 at www.craftsman-book.com



Business Letters for the Construction Industry

Here you'll find over 100 professionally-written model letters for virtually every difficult situation. Nothing puts your business in the best possible light more effectively than a well-written letter. You'll use these letters over and over again to resolve disputes, win new clients, clarify proposals, coordinate with architects, subcontractors, owners, and insurers, schedule meetings and inspections, respond to complaints, and much more! **376 pages, 8½ x 11, \$59.95.**

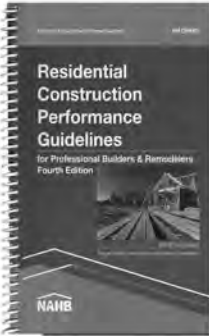
ISBN 978-1-55701-609-6. Published by BNI.



Moving to Commercial Construction

Commercial construction work is usually larger than residential, and the payoff is better, plus you don't have to deal with, and explain things to, homeowners. But commercial jobs have risks of their own. If you've been thinking of taking on more commercial jobs and making more money, you can use the information in this book. It contains step-by-step methods to help make the move from residential to commercial construction a successful one. Includes a CD-ROM with blank forms for a commercial construction business. **256 pages, 8½ x 11, \$42.00.**

ISBN 978-1-57218-103-8. Don't need the printed book? Purchase the downloadable eBook for only \$21.00 at www.craftsman-book.com



Residential Construction Performance Guidelines, Fourth Edition

Created and reviewed by more than 300 builders and remodelers, this guide gives up-to-date cut-and-dried construction standards that should apply to new construction and remodeling. It also defines corrective action necessary to bring all construction up to standards. Standards are listed for sitework, foundations, interior concrete slabs, basement and crawl spaces for block walls and poured walls, wood-floor framing, beams, columns and posts, plywood and joists, walls, wall insulation, windows, doors, exterior finishes and trim, roofs, roof sheathing, roof installation and leaks, plumbing, sanitary and sewer systems, electrical, interior, HVAC systems, cabinets and countertops, floor finishes and more.

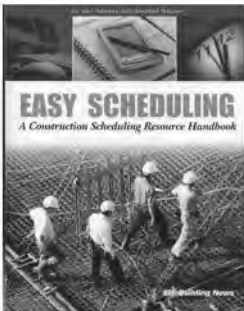
119 pages, 8½ x 6, \$44.95. ISBN 978-0-86718-670-3. Published by NAHB.



Construction Spanish

Carry in your pocket over 1000 words and terms and 15 commonly-used phrases in both English to Spanish, and Spanish to English for job use on residential, commercial, and heavy construction projects. If you want an inexpensive English-Spanish dictionary that fits in your shirt pocket, you should have a copy of this practical book. **120 pages, 3½ x 5, \$6.00. ISBN 978-0-964235-1-4.**

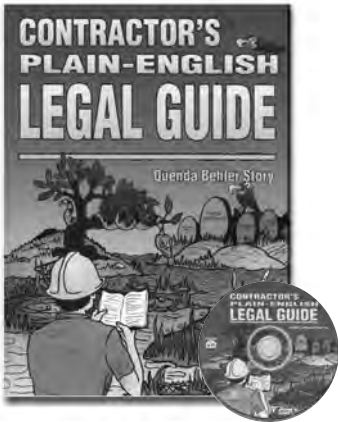
Published by Construction Communication Corp.



Easy Scheduling

Shows how to establish realistic project goals ... how to set checkpoints, activities, relationships and time estimates for each task ... how to establish priorities ... how to create a project flowchart ... and how best to communicate the schedule to keep everyone focused and on track. Shows you how to enter all your project information into Microsoft Project, and generate detailed project plans that cover all of your time and materials requirements, as well as a critical path timeline and a full-blown Gantt chart. Create greater accountability for individual responsibilities. Control your workload. Limit liability. Control deliveries. Manage time and resources. And most importantly, control your profits. (Does not include Microsoft Project.) **316 pages, 8½ x 11, \$59.95. ISBN 978-1-55701-615-7. Published by BNI.**

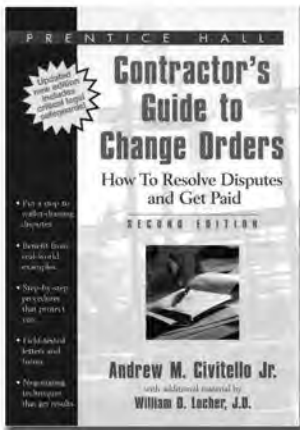
Construction Law



Contractor's Plain-English Legal Guide

For today's contractors, legal problems are like snakes in the swamp – you might not see them, but they're there. This book tells you where the snakes are hiding and directs you to the safe path. You're less likely to need a \$200-an-hour guide with a law degree if you follow the simple directions given in this easy-to-read handbook. You can do the legal tasks yourself – this book tells you how. When you need a professional – this book tells you what to do and when. For the price of 15 minutes in a lawyer's office, you'll have a guide that will make many of those visits unnecessary.

272 pages, 8½ x 11, \$49.50. ISBN 978-1-57218-106-9.

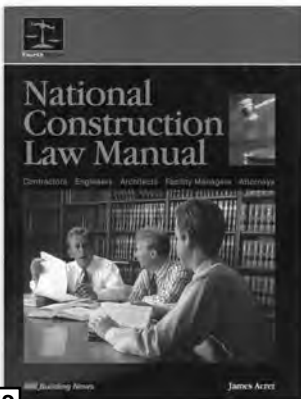


Contractor's Guide to Change Orders

Uncover hidden cost items and receive full compensation for them. Each chapter of this great book contains step-by-step procedures, checklists, full-size forms, and word-for-word letters to help you increase your acceptance rate and get paid for all changes on the job – without disputes or misunderstandings. Shows how to find, document, and negotiate payment for every added delay and expense that slips past your "early warning system."

382 pages, 8½ x 11, \$79.00. ISBN 978-1-55701-427-6.

Published by BNI.



National Construction Law Manual

Everyone knows that Ignorance of the Law is no excuse. With this new book from BNI you'll never have to guess again. Imagine, all those years of Mr. Acret's experience in one handy volume to help you figure out the requirements of contract law, torts, liens, dispute resolution and the most commonly used contract forms. America's most prominent construction lawyer is at your disposal for just \$72.95. That's a little more than a buck a week for legal advice, a BARGAIN at any price. **400 pages, 5 x 8, \$72.95. ISBN 978-1-55701-392-7.**

Published by BNI.

DVD Videos



DVD: Installing Doors and Windows

Master carpenter Tom Law shares his techniques for smooth and accurate door and window installation -- including shimming and sealing, as well as how to troubleshoot each installation ahead of time so every job goes smoothly. You'll also learn how to square and secure a window, set and seal a custom-frame window, shim a pre-hung door, make a simple jig for hinge mortises, route the hinge mortises, and fit a new door into an existing frame for a perfect fit. If you've ever wanted to feel confident about installing windows and doors, you should watch this video. **45 minutes, \$19.95.**



DVD: Build Your Own Wood Edge Countertops

Douglas Smith shows, with step-by-step instructions, how you can create custom wood edge countertops that will amaze your customers. Shows how to apply the rounded wood edges, attach the backsplashes, install countertops, and lay out and cut openings for sinks and stove tops. **33 minutes, \$19.95. Published by Countertops Revealed.**



DVD: Basic Stairbuilding

Master carpenter Scott Schuttner shows how to build two common staircases: a straight-run stair with plywood treads and risers (to be covered with carpeting), and an L-shaped stair with oak treads and risers. You'll learn how to: calculate the rise and run, lay out and cut stringers, position carriages, and much more. **60 minutes, \$19.95. ISBN 978-1-56158-907-4. Published by Taunton.**



DVD: Installing Kitchen Cabinets and Countertops

Master carpenter Tom Law shares his techniques for smooth and accurate cabinet installation -- how to adjust the fit of drawers and doors, shimming techniques to level cabinets, installing hardware, and more. If you've ever wanted to feel confident about installing kitchen cabinets and countertops, you should see this 45-minute video. **45 minutes, \$19.95.**



DVD: Peters Roof Framing

Master roof framer, Steve Peters, clearly demonstrates measuring, cutting, and framing of each roof design. Now on DVD.

Basic: How to build hips, gables, gambrels, sheds, valleys, and more. **2 hours, \$79.95.**

Advanced: How to build octagons, complex hips and gables, hip to valley extensions, irregular angled rafters, king cripples, and more.

2.5 hours, \$79.95.

Super Advanced: How to build very complex roof designs on multiple plate heights, and much more. **3.5 hours, \$159.95.**

Published by Peters Videos.

Public Works



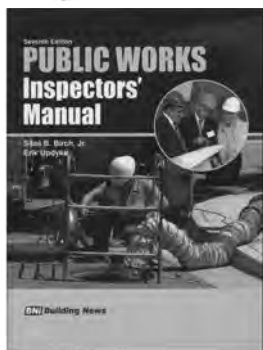
Standard Plans for Public Works Construction, 2012

This visual reference, also updated and revised to comply with the Federal regulations for metric documentation, is the graphic companion to the "Greenbook." Hundreds of detailed drawings, cross sections, design criteria, and dimensions graphically depict all aspects of public works construction. Every dimension is listed in both feet/inches and metric equivalents. This book sets the standard for quality and uniformity in public works construction. **375 pages, 8½ x 11 binder, \$92.50.** ISBN 978-1-55701-805-2. Published by BNI.



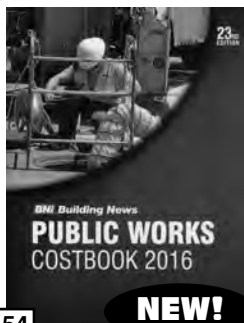
2015 Greenbook Standard Specs for Public Works

The Greenbook is designed to aid in furthering uniformity of plans and specifications accepted and used by those involved in public works construction and to take such other steps as are designed to promote more competitive bidding by private contractors. **550 pages, 8½ x 11, \$84.50.** ISBN 978-1-55701-843-4. Published by BNI.



Public Works Inspectors' Manual, 7th Edition

A complete operational and technical guidebook for all professionals involved in public works construction. This is the most complete and authoritative reference of its kind ever written on every aspect of public works inspection. Includes drawings, charts, checklists, sample inspection forms, grade stamps, testing procedures, and everything you need to know to adequately inspect public works projects. Written by a former Public Works inspector. **574 pages, 8½ x 11, \$74.95.** ISBN 978-1-55701-639-3. Published by BNI.



BNI Public Works 2016 Costbook

This is the only book of its kind for public works construction. Here you'll find labor and material prices for most public works and infrastructure projects: roads and streets, utilities, street lighting, manholes, flagpoles, storage tanks, storm drainage, high-voltage cable, parking barriers, signage, masonry graffiti cleaning, utility poles, antennas and towers, hydrants, and much more. Includes manhour data and a 200-city geographic modifier chart. **482 pages, 8½ x 11, \$109.95.** ISBN 978-1-55701-878-6. Published by BNI.

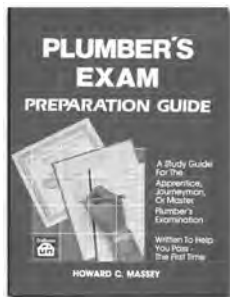
Mechanical



Plumber's Handbook, Revised

This revised edition shows what will and won't pass inspection in drainage, vent, and waste piping, septic tanks, water supply, graywater recycling systems, pools and spas, fire protection, and gas piping systems. Written to comply with the *International Plumbing Code (IPC)* and the *Uniform Plumbing Code (UPC)*, standards for most cities and code jurisdictions. Covers common layouts for residential work, how to size piping, select and hang fixtures, practical recommendations, and trade tips. Includes an extensive set of multiple choice questions, and, in the back of the book, a full sample plumber's exam.

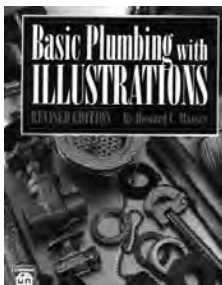
352 pages, 8½ x 11, \$41.50. ISBN 978-1-57218-171-7.



Plumber's Exam Preparation Guide

Make better pay and move up the ranks to become an apprentice, journeyman, or master plumber. Here you'll find hundreds of questions and answers to help you pass the apprentice, journeyman, or master plumber's exam. Questions are in the style of the actual exam. Gives answers for both the Standard and Uniform plumbing codes. Includes tips on studying for the exam and the best way to prepare yourself for examination day. Written by a former master plumber who helped write, monitor and grade actual plumber's exams.

320 pages, 8½ x 11, \$34.00. ISBN 978-0-934041-04-1.



Basic Plumbing with Illustrations, Revised

The journeyman's and apprentice's guide to installing plumbing, piping, and fixtures in residential and light commercial buildings: how to select the right materials, lay out the job and do professional-quality plumbing work, use essential tools and materials, make repairs, maintain plumbing systems, install fixtures, and add to existing systems. Hundreds of large, clear illustrations quickly show you what's required in isometrics, venting, traps, floor plans and layout, DWV, septic tanks and drainfields, water supply, valves and faucets, hot water systems, roughing-in, fixtures, maintenance, repairs, gas installation and swimming pools. **384 pages, 8½ x 11, \$44.75. ISBN 978-0-934041-99-7.**

Also available as an eBook for only \$22.37 at www.craftsman-book.com

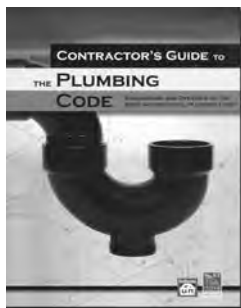


Plumbing & HVAC Manhour Estimates

Hundreds of tested and proven manhours for installing just about any plumbing and HVAC component you're likely to use in residential, commercial, and industrial work. You'll find manhours for installing piping systems, specialties, fixtures and accessories, ducting systems, and HVAC equipment. If you estimate the price of plumbing, you shouldn't be without the reliable, proven manhours in this unique book.

224 pages, 5½ x 8½, \$28.25. ISBN 978-1-57218-041-3.

Mechanical



Contractor's Guide to the Plumbing Code

This publication by the ICC explains the 2003 *International Plumbing Code* in plain English. It's filled with illustrations and figures to help contractors meet code on all plumbing work. Covers the history of the Code, conventional DWV systems, cost factors that may affect plumbing design, and much more.

95 pages, 8½ x 11, \$26.25. ISBN 978-1-58001-194-5. Published by ICC.



BNI Mechanical/Electrical 2015 Costbook

This costbook puts thousands of current, reliable mechanical and electrical costs at your fingertips, so you can estimate quickly and accurately. All of the data is organized according to the industry standard, the CSI MASTERFORMAT, so you can find everything you need fast. What's more, Geographic Modifiers allow you to tailor your estimates to specific areas of the country.

Every cost item has been carefully researched and updated. 498 pages, 8½ x 11, \$99.95. ISBN 978-1-55701-832-8. Published by BNI Publications.



Planning Drain, Waste & Vent Systems, Revised

How to design plumbing systems in residential, commercial, and industrial buildings. Covers systems for homes, commercial buildings, private sewage disposal systems, and even mobile home parks and public toilet layouts for the physically handicapped. Includes relevant code sections and many illustrations to guide you through the code requirements for designing drainage, waste, and vent systems. 202 pages, 8½ x 11, \$29.95. ISBN 978-1-889892-29-0.

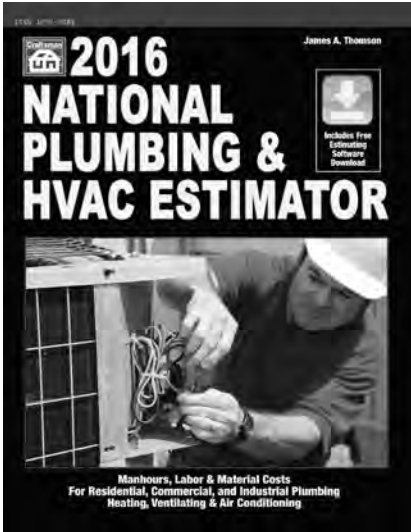
Published by Builder's Book, Inc.



Code Check Plumbing & Mechanical, 4th Edition

This handy flipchart, referenced to both the *Uniform Plumbing Code* and the 2009 *Uniform Mechanical Code*, provides answers to hundreds of commonly-asked plumbing questions. The conveniently-sized, spiral-bound book is specifically designed to be used on-site for quick reference. Its durable laminated pages withstand abuse and the occasional on-the-jobsite spill. Easy-to-use flip chart format summarizes national code specs. It includes 116 drawings and 44 tables on the Plumbing Code. 48 pages,

8½ x 11, \$24.95. ISBN 978-1-60085-339-5. Published by Taunton.



2016 National Plumbing & HVAC Estimator -- Updated with New Prices for Green Construction

This detailed costbook is packed with plumbing and HVAC costs that include labor and material prices for just about every type of plumbing and HVAC job in residential, commercial and industrial buildings. You'll quickly find prices for ABS drain, waste and vent piping, cast iron, carbon steel, brazed copper, and PVC piping. You'll also find HVAC prices on ductwork, equipment, boilers, blowers, fans, coils,

pumps, pollution protection for gas fired generators, emission and sensing equipment, and more.

Prices are included for:

- Fuel-efficient boilers for industrial and commercial applications
- Green-rated combustion trains for boilers
- Emission sensing and recording equipment
- Packaged self-contained rooftop Energysmart air conditioning units
- Installation costs for heat recovery ventilators
- Energy efficient roof exhaust fans
- Makeup air units, including installation costs
- Ventilation exhausters and energy-efficient exhauster arrays, including installation costs
- Air balance software and control modules for variable-air volume ducted zone control
- LEED certification costs for boiler efficiency
- LEED certified packaged hot water firebox oil- or gas-fired boiler
- LEED certified packaged watertube industrial high-pressure boilers
- LEED certified steam heating boilers for residential and light commercial application
- Heat pumps, residential air to forced air-aspirated split system
- LEED certified geothermal heat pumps
- LEED certified residential HVAC costs

If you're looking for 2016 plumbing and HVAC prices you can count on, you should have this book ready for your next bid. Includes a free download of an electronic version of the book with a stand-alone estimating program. Quarterly cost updates are free and automatic all during 2016. Includes the Job Cost Wizard that helps you turn your estimates into invoices and export them to QuickBooks Pro. **480 pages, 8½ x 11, \$88.25. ISBN 978-1-57218-320-9.**

Surveying & Heavy



Building Layout

Shows how to use a transit to locate a building correctly on the lot, plan proper grades with minimum excavation, find utility lines and easements, establish correct elevations, lay out accurate foundations, and set correct floor heights. Explains how to plan sewer connections, level a foundation that's out of level, use a story pole and batterboards, work on steep sites, and minimize excavation costs.

240 pages, 5½ x 8½, \$22.00. ISBN 978-0-910460-69-9.



Pipe & Excavation Contracting Revised

How to read plans and compute quantities for both trench and surface excavation, figure crew and equipment productivity rates, estimate unit costs, bid the work, and get the bonds you need. Explains what equipment will deliver maximum productivity for the job, how to prepare sites, operate a backhoe, compact soil, and lay all types of water and sewer pipe. Shows how to avoid the pitfalls that can erode your profits. Everything you need to succeed in pipe and excavation work is here. **328 pages, 8½ x 11, \$35.00. ISBN 978-1-57218-266-0.**

Don't need the printed book? Purchase the downloadable eBook for only \$17.50 at www.craftsman-book.com



Excavation & Grading Handbook, Revised

How to handle all excavation, grading, compaction, paving, and pipeline work. You'll learn how to read topo maps, set crows feet, install water, drain, and sewer pipes, lay or remove asphaltic concrete, pass compaction tests, work in rock or mud, grade highways, widen roads, use a laser level, cut drainage channels, and use GPS and sonar for absolute precision. Includes a CD-ROM with an interactive study center to help anyone brush up on their skills or study for the license exam. Filled with hundreds of tips, pictures, diagrams and tables every excavation contractor can use.

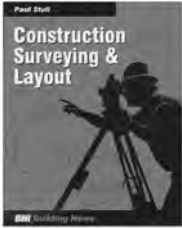
512 pages, 8½ x 11, \$42.00. ISBN 978-1-57218-173-1. Purchase the downloadable eBook for only \$21.00 at www.craftsman-book.com



Estimating Excavation eBook

How to calculate the amount of dirt you'll have to move and the cost of owning and operating the machines you'll do it with. Detailed, step-by-step instructions on how to assign bid prices to each part of the job, including labor and equipment costs. Also, the best ways to set up an organized and logical estimating system, take-off from contour maps, estimate quantities in irregular areas, and figure your overhead. This e-Book is in text searchable, PDF format. **448 pages. Purchase the downloadable eBook for**

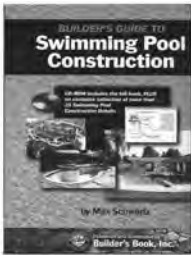
only \$19.75 at www.craftsman-book.com



Construction Surveying & Layout

A practical guide to simplified construction surveying. How to divide land, use a transit and tape to find a known point, draw an accurate survey map from your field notes, use topographic surveys, and learn the right way to level and set grade. You'll learn how to make a survey for any residential or commercial lot, driveway, road, or bridge – including how to figure cuts and fills and calculate excavation quantities. Use this guide to make your own surveys, or just read and verify the accuracy of surveys made by others. **244 pages, 8½ x 11, \$51.95.**

ISBN 978-1-55701-363-7. Published by BNI.



Builder's Guide to Swimming Pool Construction

Break into the lucrative swimming pool construction business. Here you'll learn how to get the permits and do the surveying, planning and layout for a typical pool, including how to read a soils report. You'll read about the excavation, back-fill, soil compaction, sand and gravel bedding and drainage requirements, and mechanical systems such as pumps, heaters, filters, skimmers, and solar systems. Covers underground piping, including drain, supply, and gas; and electrical work. **240 pages, 8½ x 11, \$49.95. ISBN 978-1-889892-50-4. Published by Builder's Book, Inc.**



Operating Techniques for the Tractor-Loader-Backhoe

The complete “how-to” of operating the tractor-loader-backhoe, this book explains stability, controls, safety, maintenance, planning jobs, setting up, digging footings, grading and compaction, along with backhoe techniques, loader techniques, and specialized methods for using the tractor-loader-backhoe for demolition. This revised edition has been greatly expanded to provide even more detailed information for operators and training programs, such as the physics of operation,

machine control guidelines, safety considerations, and preventing damage to existing utilities. **298 pages, 8½ x 11, \$38.00. ISBN 978-0-911785-01-2. Published by ETR.**



Estimating Excavation Revised eBook

How to calculate the amount of dirt you'll have to move and the cost of owning and operating the machines you'll do it with.

Detailed, step-by-step instructions on how to assign bid prices to each part of the job, including labor and equipment costs. Also, the best ways to set up an organized and logical estimating system, take off from contour maps, estimate quantities in irregular areas, and figure your overhead.

This revised edition includes a chapter on earthwork estimating software. As with any tool, you have to pick the right one. **550 pages, eBook (PDF), \$21.75.**

ADA Guides



ADA and ABA Accessibility Handbook

Here you'll find sections, drawings and details for practically every area of a building or facility that must comply with ADA standards: wheelchair access, ramps and slopes, parking and loading, elevators, doors, bathrooms, signage, alarms, telephones, assembly, restaurants, offices, lodging, transportation, historic buildings, alterations, and more. All the regulations for both ADA and ABA requirements are listed in plain English.

Drawings are included with measurements so you can make sure that you've met the required standards. **756 pages, 8½ x 11, \$89.95.**

ISBN 978-1-55701-499-3. Published by BNI.



California Accessibility Reference Manual 4th Edition

This unique guide blends California's Title 24 accessibility standards with federal ADA provisions. It provides you with over 1000 unique illustrations as well as hundreds of checklists for virtually every type of access feature required in all areas of construction. Key concepts are provided that explain each requirement thoroughly – in plain English. Includes a CD-ROM companion for quick searching, that includes the drawings and instructions in the book so you can access them quickly on your computer and e-mail to co-workers, or print out for your own use. **436 pages, 8½ x 11, \$79.95.**

ISBN 978-1-889892-75-7. Published by Builder's Book, Inc.



Interiors Field Guide

This pocket reference summarizes selected accessibility requirements that are set out in California's Title 24 as well as ADA requirements for buildings and facilities. It provides illustrations to help visualize compliance of accessibility requirements. The interiors guide lists typical interior accessibility requirements such as access to employee area, stairways, entrances and exits, door and doorways, door hardware, thresholds, corridors and hallways, water fountains, space allowances, reach ranges, alarms, elevators, platform lifts, public telephones, sanitary facilities, urinal facilities, lavatory fixtures, toilet fixtures, grab bars, kitchens, bathtubs, showers, signage and much more. **278 pages, 3½ x 7, \$24.95. ISBN 978-1-889892-48-1.**



Exteriors Field Guide

This pocket reference summarizes selected accessibility requirements that are set out in California's Title 24 as well as ADA requirements for buildings and facilities. It provides illustrations to help visualize compliance of accessibility requirements. The exteriors guide lists typical exterior accessibility requirements such as parking, ramps, guardrail, curb ramps, walks and sidewalks, hazards, stairways, entrances and exits, doors, thresholds, ground space for wheelchairs, corridors and hallways, drinking fountains, and more. **211 pages, 3½ x 7, \$24.95. ISBN 978-1-889892-47-4.**

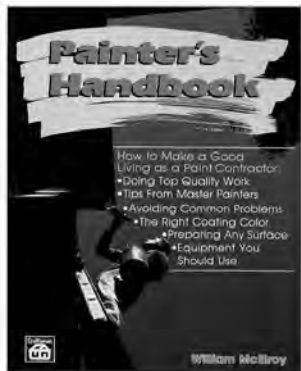
Painting



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 top production from your crews and the most value from your advertising dollar. Shows how to estimate all prep and painting, how to plan the job, select the right tools, and the best way of painting doors, windows, walls and ceilings. Loaded with manhour estimates, sample forms, contracts, charts, and examples you can use.

224 pages, 8½ x 11, \$34.00. ISBN 978-0-910460-46-0.

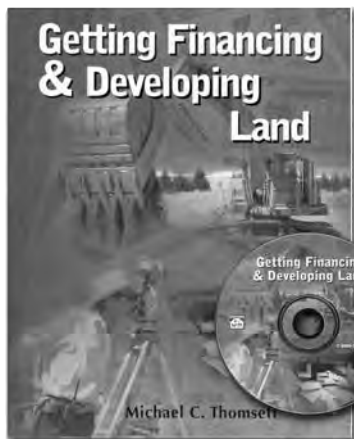


Painter's Handbook

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; apply cement products and textures; why coatings fail and what to do about it. Lists 30 profitable niche specialty areas in the painting business and how you can get started in them. How to grow your business, estimate, sell, and succeed.

320 pages, 8½ x 11, \$33.00. ISBN 978-0-934041-28-7.

Land Development



Getting Financing & Developing Land

Developing land is a major leap for most builders – yet, it's where the big money is made. This book gives you the practical knowledge you need to make that leap, from preparing a market study, selecting a building site and obtaining financing, to having your plans approved and controlling your building costs so you can ensure yourself a good profit. Includes a CD-ROM with forms, checklists, and a sample business plan that you can customize and use to sell your idea to lenders and investors.

208 pages, 8½ x 11, \$39.00. ISBN 978-1-57218-089-5.

Don't need the printed book? Purchase the downloadable eBook for only \$19.50 at www.craftsman-book.com

Contract Law

Construction Contract Writer Download www.ConstructionContractWriter.com

Consumer protection laws in every state put residential construction contractors at a disadvantage. Leave any of the required notices out of your contract and you risk a fine or even jail time.

California and **Oregon** contractors who omit a notice risk losing their license.

Pennsylvania's Home Improvement Act requires a long list of disclosures.

Florida levies a \$500 fine for omitting the recovery fund notice.

Illinois imposes a fine of \$2,500 for starting work without a contract.

Massachusetts contracts have to comply with MA General Laws 142A.

New Jersey makes defective contracts punishable as consumer fraud.

New York levies a fine of up to \$2,500 for omitting required notices.

Texas requires several pages of contract disclosures for residential work.

Virginia imposes a 5-year warranty unless the contract disclaims warranties.

Many states prohibit arbitration if the contract omits an arbitration notice.

27 states require a home solicitation act notice in the contract.

50 states require the Reg Z notice for work on an owner-occupied home.

50 states require special disclosures if the job includes thermal insulation.

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In every state, the construction contractor is liable for any defect in a residential construction contract. The property owner has no risk at all.

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A vendor who controls the contract also controls the bottom line. That's an accepted fact.

Buy a set of tires or take your car to the dealer for service and you'll be handed a document to sign (a contract). Vendors know that contracts offer protection. What's true for a tire company or an auto dealer is just as true for a construction contractor. You need the same protection. And the best way to get that protection is with an enforceable contract. Most experienced construction contractors (and every lawyer) will agree: Work under a contract that protects your interests.



The AIA, AGC and EJCDC offer boilerplate contracts designed to protect their members. Nearly all are illegal for residential work in every state. None come with dozens of options that can shift contract bias in your favor. That's what Construction Contract Writer offers. The Construction Contract Writer interview identifies contract bias in each response. It's easy to reduce the risk and protect your company.

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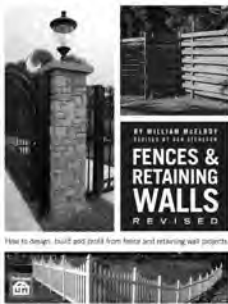
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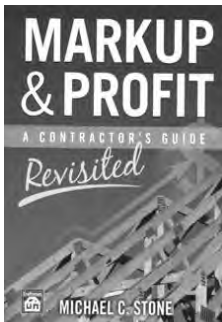
See why thousands of successful contractors protect themselves with **Construction Contract Writer**.

eBooks



Fences & Retaining Walls Revised

Everything you need to know to run a profitable business in fence and retaining wall contracting. Takes you through layout and design, construction techniques for wood, masonry, and chain link fences, gates and entries, including finishing and electrical details. How to build retaining and rock walls. How to get your business off to the right start, keep the books, and estimate accurately. The book even includes a chapter on contractor's math. **417 pages, eBook (PDF, EPUB, & MOBI/Kindle), \$23.00. Scan with your Smartphone's QR reader app to learn more about this title.**



Markup & Profit: A Contractor's Guide Revisited

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, eBook (EPUB, MOBI for Kindle), \$39.95. Scan with your Smartphone's QR reader app to learn more about this title.**



Estimating Excavation Revised eBook

How to calculate the amount of dirt you'll have to move and the cost of owning and operating the machines you'll do it with.

Detailed, step-by-step instructions on how to assign bid prices to each part of the job, including labor and equipment costs. Also, the best ways to set up an organized and logical estimating system, take off from contour maps, estimate quantities in irregular areas, and figure your overhead.



This revised edition includes a chapter on earthwork estimating software. As with any tool, you have to pick the right one. Written by an experienced dirt contractor and instructor of computer estimating software, this chapter covers the program types, explains how they work, gives the basics of how to use them, and discusses what will work best for the type of work you handle. **550 pages, eBook (PDF), \$21.75. Scan with your Smartphone's QR reader app to learn more about this title.**



Pipe & Excavation Contracting Revised

How to read plans and compute quantities for both trench and surface excavation, figure crew and equipment productivity rates, estimate unit costs, bid the work, and get the bonds you need. Explains what equipment will deliver maximum productivity for the job, how to prepare sites, operate a backhoe, compact soil, and lay all types of water and sewer pipe. Shows how to avoid the pitfalls that can erode your profits. Everything you need to succeed in pipe and excavation work is here. **328 pages, eBook (PDF), \$17.50.**



Scan with your Smartphone's QR reader app to learn more about this title.



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. **256 pages, eBook (PDF, ePub), \$27.75.** Scan with your Smartphone's QR reader app to learn more about this title.



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, eBook (PDF), \$26.25.** Scan with your Smartphone's QR reader app to learn more about this title.

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