PODCAST
Top 10 Estimating Mistakes & Paint Failures
WITH BOB CUSUMANO

1. Bad Math
2. IMPROPER assessment of the amount of surface preparation that is required
3. FAILURE to reference PCA standards in proposals and contracts
4. FAILURE to track production rates that you achieve on your jobs
5. FAILURE to pick up important details on the drawings
6. IMPROPER assessment of your company’s overhead
7. FAILURE to perform adhesion test when doing repaint jobs
8. FAILURE to read general conditions
9. FAILURE to read all the technical sections of the specifications
10. FAILURE to recognize additional job costs

NOTES: