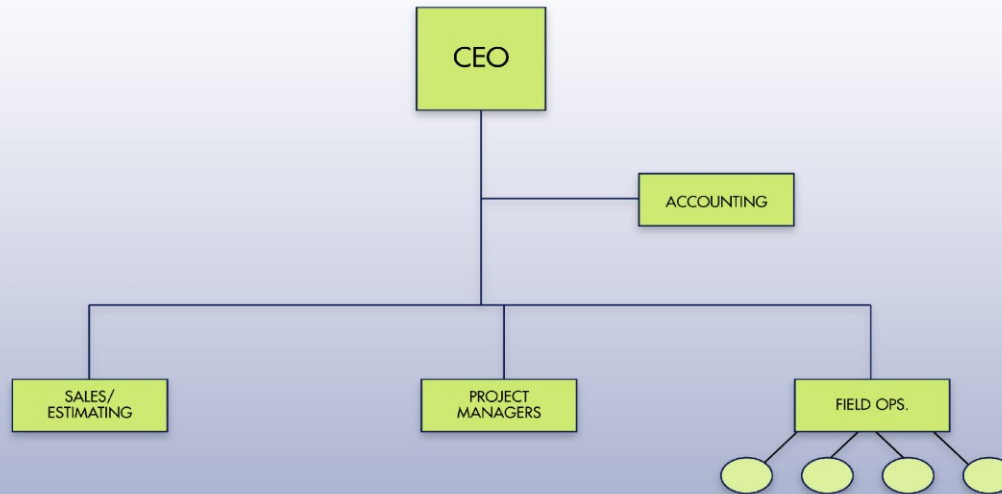


7 Things Contractors Ask

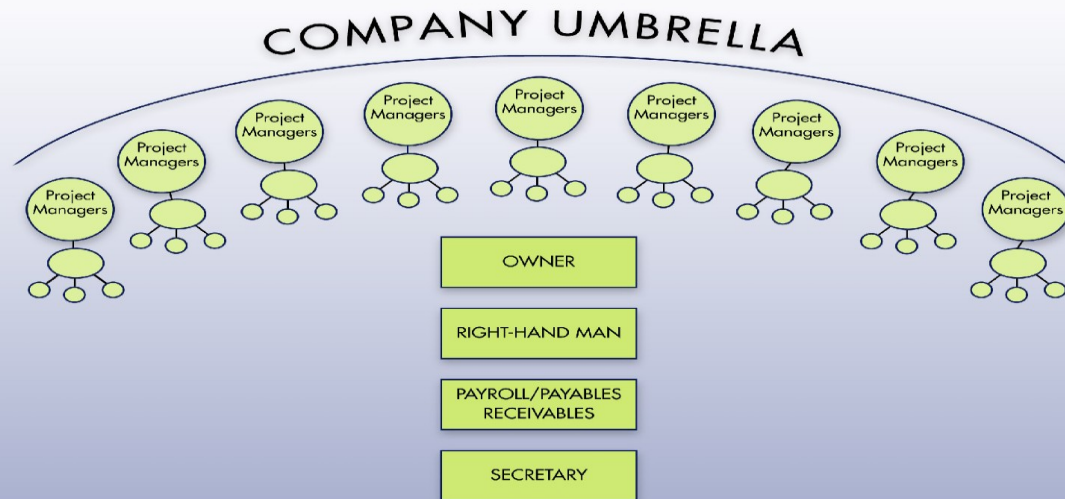
By

Charles Vander Kooi

How should I Organize my Company?



How Should I Organize My Company

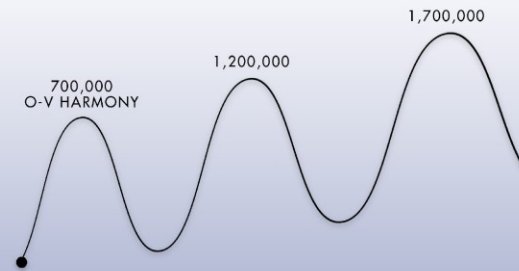
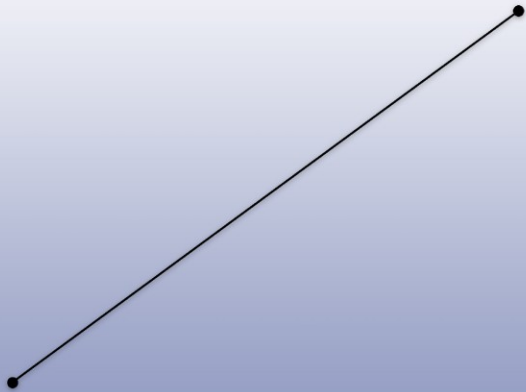


How Should I Deal With Lowballers?

- 1. Don't curse the darkness – Turn on the light.
- 2. Sell the difference.

How Much Growth is Good?

HOW DO COMPANIES GROW?



How Do I Keep In Control?

1. Control and the appearance of control.

Do I Get The People First – Or The Work?

1. The answer may surprise you...

Equipment Costing

1. Purchase price	\$24,000.00
Plus interest	4,800.00
Minus salvage value	<u>(3,800.00)</u>
	\$25,000.00

Lifetime Usage – 40 weeks X 5 days a week
= 200 days a year X 5 years = 1,000 days
\$25,000.00 / 1,000 days = \$25.00 per day

$\frac{1}{2}$ purchase price X interest rate X length of ownership- $\$12,000 \times .08 = \$960 \times 5 = \$4,800.$

Equipment Costing

- **2. Maintenance + insurance + Licensing**
 - **11,000.00 + \$8,000.00 + \$1,000.00**
 - **\$20,000.00 / 1,000 days = \$20.00 per day**
- **3. Fuel – 6 gallons X \$4.00 = \$24.00 per day**
- **Total - \$25 + \$20 + \$24 = \$69.00 per day**

Should I Let Foremen own Their
Own Truck & Pay A Truck
Allowance?

Vander Kooi & Assoc. Inc.

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