

In any construction project, the client is aware that an estimate
]gbchhY` bU`bi a VYf/]hgUfci bXUvci h` [i fY"6i h]Znci f`
Ygh]a UH`]gk UmcZZhY`a Uf_žhY`W]Ybhgdffc`YVhVi X[Yhk]`c`
Zcf`U`rcggUbX`gc`k`]`nci f`VYX]V]]ImUg`U`VzbfUMfc`cf`Vi]`XYf`

5`Vzbgfri V]cb`Ygh]a UH`Wb`VY`]bUWVfUH`Xi Y`hc`a` UbrmfYUgcbgž`
gj`W`Ug`]bVzffYVhdf]V]b[`XUHzZU`]mglWYXi`YgžUbX`a`Ubi`U`
Yffcf`g`Znci`fY`ZU]b[`UbmcZ`h`YgY`]ggj`Yg`UbX`UFY`Vzbg]Ubhm`
k`cff]YX`h`Uhnai`f`ei`chYg`UFY`b`h`UWVfUH`Z]hg`h]a`Y`hc`Vzbg]XYf`
i`g]b[`Vzbgfri V]cb`Ygh]a`U]b[`gcZrk`UFY`"

DYf`h`Y`GcZrk`UFY`5Xj`]W`&\$&%Ga`U`6i`g]bYgg`7cbgfr`i`V]cb`
gj`fj`Ynž]b`k`\]W`k`Y`gdc`_Y`hc`), `Vzbgfri`V]cb`dfcZ`Ygg]cb`U`gž`
(, i`c`ZfYgdc`b`XYbh`gd`i`f`W`UgYX`b`Yk`Ygh]a`U]b[`gcZrk`UFY`]b`h`Y`
dUgh`m`Y`Uf`UbX`(`&i`g]h]a`dfcj`YX`Vzgh`Ygh]a`U]cb`UWVfUW]g`U`
h`cd`dcg]h]j`Y`]a`dUMhZ`ca`UXcdh]b[`bYk`gcZrk`UFY`"

CbY`h`b[`g`VWUf.`I`g]b[`Ygh]a`U]b[`gcZrk`UFY`Wb`]b`VWYUgY`h`Y`
UWVfUW]c`Znci`f`Vzbgfri`V]cb`ei`chYg`UbX`dfcj`]XY`nci`f`Vi`g]bYgg`
Ub`YX[`Y`cj`Yf`nci`f`Vza`dYh]hcf`g`"

W a e c e a a ?

7cbgfr`i`V]cb`Ygh]a`U]b[`gcZrk`UFY`Z`U`gc`_`bck`b`Ug`Vzbgfri`V]cb`
V]XX]b[`gcZrk`UFY`Z`Y`dg`gh`f`Y`Ua`]`b`Y`UbX`g]a`d`]Znh`Y`g`ca`Yh]a`Yg`
Vza`d`]W`h`YX`dfc`W`gg`c`Z`W`Y`U]b[`Vzgh`Ygh]a`UH`g`Zcf`Vzbgfri`V]cb`
dfc`YVh]g`"

bi a VYfgUbX'Xci V'Y!WVWV]b['h'Y' [i fYg'hc'Ybgj fY'nci j Y'
[ch'h'Y'fUH'g'z'hu Yg'z'Y'h'z'f][\h''5bX'h'Uh'' XY'Um'h'Y'dfcW'gg'cZ
V'YU'h]b['Ygh]a UH'g'UbX'g'Va]h]b['h'Ya 'hc'dch'bh]U'W]Y'bhg'

6i h'k]h' h'Y'Ve'gh'Ygh]a Uh]cb'Z'Y'U'h' fY'cZ'Ve'bhg'fi V]cb'gc'Z'k U'F'Y'z
nci 'k cb'h'U'j Y'hc'k c'ff'm'U'V'ci h'Ve'a d'Y'i 'Ve'XY'g'c'f'Z'c'fa i 'U'g'
V'V'W'i g'Y' h'Y'gc'Z'k U'F'Y'k]'' X'c'U' h'Y'W'U'W'Uh]cb'g'Z'c'f'nci ''
H'U'h'k U'h'z'nci 'W]b'ei]W' m' [i fY'ci h'h'Y'Ve'gh'ic'Z'a UH'f]U'g'UbX'
'U'V'c'f'k \]Y'a U_]b['UX'g'ha Y'bh'g'hc'Y'bgj fY'nci '\U'j Y'Y'bc'i [\'
c] Y'f'Y'U'X'hc'a U_Y'U'd'fc' h'cb'h'Y'd'fc'Y'W'i'

5'gc'z]Z'nci f'W]Y'bh'k U'bh'g'hc'U'X'c'f'g' V'h'U'W'f'g'ca Y'h]b['hc'c'f'
Z'c'a 'h'Y']b]h]U' V]X'z'nci 'W]b'a U_Y'UX'g'ha Y'bh'g'cb'h'Y' n'k \]W'
k'ci 'X'V'Y'U'h]a Y'g]b_k]h'a U'bi U'a Y'h'c'X'g'

?Y'm'V'Y'b'Y h'Z'c'f'nci f'Ve'bhg'fi V]cb' fa :A c'f'Y'U'W'f'U'Y'Y'gh]a U'Y'g'
k]h]b'U'g'c'f'h'f'h]a Y'Z'U'a Y''M'ei '' U'gc'\U'j Y'a c'f'Y'h]a Y'hc'a Y'Y'h'
d'ch'bh]U'W]Y'bh'g'z]b'V'Y'U'g]b['nci f'W'U'W'g'c'Z'k]bb]b['a c'f'Y'V]X'g'

O/ -da c da aba a a
c

I d!hc!XUH'Y'a UH'f]U'df]W'g'U'F'Y'_Y'm'hc'V'Y'U'h]b['Ub'U'W'f'U'Y'
Y'gh]a UH''5bX'U'h'ci [\nci 'a U'h'U'j Y'Ub']X'Y'U'W'ci h'h'Y'Ve'gh'
c'Z'V'i]X]b['g'i dd']Y'g]b'nci f'U'F'Y'U'z'a U'f'_Y'h'f'Y'b'X'g'g' [[Y'gh'h'U'h'
a UH'f]U'df]W'g'\U'j Y'X'f'U'a U'h]W'm]b'V'Y'U'g'Y'X'c] Y'f'&\$\$!&\$\$&%'

K \Y'b'V'Y'U'h]b['U'Ve'bhg'fi V]cb'Y'gh]a UH'z'h'Y''U'gh'h]b['nci 'k U'bh'
]g'hc'U'gg' a Y'h'U'h'a UH'f]U'Ve'gh'g'U'F'Y'h'Y'g'U'a Y'U'g'nci f'd'f'Y']c'i g'
d'fc'Y'W'c'f'Y'j Y'b'k \U'h'h'Y'm'k Y'f'Y'g'h'U'k Y'Y'_V'U'W'Y''

K]h'Ve'bhg'fi V]cb'Ve'gh'Y'gh]a Uh]cb'gc'Z'k U'F'Y'z'nci [Y'h'U'W'gg'hc'
U'bc'b]b'Y'hc'c' h'U'h'g'U'U'g'Ve'gh'X'U'h'U'U'g'Y'g'Z'c'f'h'Y'W'f'f'Y'bh'd'f]W'g'
c'Z'a UH'f]U'g'h'Y'Ve'gh'X'U'h'U'U'g'Y'Z'Y'U'h' fY'[]Y'g'h'Y'a c'gh'f'Y'W'bh'
Ve'gh'ic'Z'V'i]X]b['g'i dd']Y'g]b'h'Y'U'F'Y'U'nci fY'g'Y'f]]V]b[''H'Y'f'Y'Z'c'f'Y'z'
nci 'W]b'f'Y'gh'U'gg' f'Y'X'h'U'h'h'Y'ei c'h'Y'nci 'V'Y'U'Y'h'k]'' V'Y'U'b'
U'W'f'U'Y' f'Y'd'f'Y'g'Y'bh'U'h]cb'c'Z'W'f'f'Y'bh'a U'f'_Y'h'd'f]W'g'

H'Y'gc'Z'k U'F'Y'U'gc''Y'hg'nci 'V'Y'U'Y'nci f'c'k b'Ve'gh'X'U'h'U'U'g'Y'c'Z'
fY'[i 'U'f'm'i g'Y'X']h'Y'a g'H'U'h'k U'h'z'nci '' \U'j Y'Y'U'g'm'U'W'gg'hc'h'Y'
d'f]W'g'c'Z'h'Y']h'Y'a g'nci 'i g'Y'a c'gh'Ve'a a cb'm'

?Y'm'V'Y'b'Y h'Z'c'f'nci f'Ve'bhg'fi V]cb' fa :7'f'Y'U'Y'nci f'c'k b'Ve'gh'
X'U'h'U'U'g'Y'z'U'X'X'ck b'c'U'X'U'X'U'W'gg'b'U'h]cb'U'Ve'gh'X'U'h'U'U'g'Y'g'hc'
Y']a]b'U'Y'd'f]V]b['Y'f'f'c'f'g]b'nci f'W'W'Uh]cb'g'

P u d b a c a
a a a

K \Y'b'V'Y'U'h]b['Ub'Y'gh]a UH'z'X'c'nci 'i g'Y'U'K c'f'X'X'c'W'a Y'bh'3'8'c'
nci 'h'm'Y'Y'U'W''b'Y'a U'bi U'n'3'8'c'nci 'k c'ff'm'U'V'ci h'g'd'Y''b['
c'f'[f'U'a a U'f'Y'f'f'c'f'g'3'8'c'Y'g'h'Y'X'c'W'a Y'bh'\U'j Y'nci f'Ve'a d'U'bm'
V'f'U'X]b['V'i]h]b'hc']h'3

9'gh]a U'h]b['gc'Z'k U'F'Y'c'Z'Y'f'g'd'f'Y'V'i]h'h'Y'a d'U'Y'g'hc'\Y'd'nci '
V'Y'U'Y'h'd'f'c'Z'Y'g]c'b'U'ei c'h'Y'g'h'Y'd'U[Y'g'f'fi V]f'f'Y']g'U'f'Y'U'X'm'
X'Y'g][b'Y'X/U''nci 'b'Y'Y'X



Abc A

7c`b7ci Ymjg'U'GYb]cf'7cbhYbhK f]hYf'UhiGcZrk UFY'5Xj]WzWzj Yf]b[' hYWbc'c[mUbX'WUb[]b['hfYbXg']b' A YX]W ž7FA žGU YgžUbX'DfcdYfmm A UbU[Ya Ybhia UF_Yhg"<Y'WžbXi Wtg'df]a UfmfYgyUfW'k]h' Vch' Wžbgj a Yfg'UbX' Vi]g]bYgg'ck bYfg'h'c'di V']g\ 'a UF_YhifYdcfhg': c`ck]b['gca Y'h]a Y'hYUW]b[ž\Y' hfUbg]h]cbYX']bhc' h.Y'hYW'k cf'X'Vnik cf_]b['UhiA U]b'GhfYYh<i V'fbck'; c8UXXm gcv]U'É'Ug'U'gcV]U' 'a YX]U'a UbU[Yf'UbX'WžbhYbhWfYUhc'f"7c`b'c]bYX'GcZrk UFY' 5Xj]W]b': U`&\$% "

Abc A_c

Cf][]bU`mdi V']g\YX']b'GcZrk UFY'5Xj]W'cb`]bY"K]h' U[cU'cZVf]b[]b['a cfY']bg][\hg'UbX'VYhYf'ei U']mhc'W'g'ca Yfgž]b'&\$%('h.Y'Wž'a dUbrm'c]bYX'ZcfWg' k]h'; UfhbYfzh.Y'k cf'X'g`YUXYf']b' #HfYgyUfW' UbX'UXj]gcfmgYfj]WgžUbX' GcZrk UFY'5Xj]W'\Ug'\Y'dYX'a cfY' h.Ub'* \$\$žž\$\$ dYcd'Y' bX'h.Y'hd'gcZrk UFY' cdh]cbg'Zcf'h.Y]f'Wž'a dUb]Yg"

5bnj]Yk g'UbX'cd]b]cbg'Yi dfYggYX']b'h.]g'Ufh]WY'a Umic'f'a UribchfY' YW'h.Y' j]Yk g'UbX'cd]b]cbg'cZh.Y'7cbg'f] V]cb' A UbU[Ya Ybh5ggcV]U]cb'cZ5a Yf]W' f7A 55É'6mdi V']g\]b['h.]g'd]YWž7A 55']g'bchYi dfYgg]b['YbXcfY'a YbhicZh.Y']bXj]Xi U'zh.Y'Ufh]WYžcf'h.Y]f'UggcV]U]cbžcf[]b]nU]cbžcf' Wž'a dUbrh