

J. R. Huston Bio

Jim Huston has over 25 years of diverse business experience. While a Captain in the United States Marine Corps, he filled positions in finance as well as in aviation supply inventory management and procurement. After his tour with the Marines, he was a senior production control analyst at the electronics Division of General Dynamics.

Since the beginning of 1987, he has been a management consultant to the Green Industry. He travels throughout the United States and Canada consulting with landscape and irrigation contractors, conducting seminars and estimating workshops, and installing estimating software.

Jim holds a bachelor s degree in psychology and an MBA degree in finance. He has written four books for the landscape and irrigation industry:

How to Price Landscape & Irrigation Projects
Estimating for Landscape & Irrigation Contractors
Preparing for & Responding to a Down Economy
Strategic Planning for Landscape & Irrigation Contractors

His latest book, *How to Price Landscape & Irrigation Projects*, is also available on six audio CDs.

The author has also developed four software programs for the landscape and irrigation industry:

The Estimating Budget
Quick Bid
The Estimating Platform
The Bid Board/Lead Tracker

Jim is a member of the American Society of Professional Estimators and he is one of two Certified Professional Landscape Estimators in the world. He is a Certified Intuit Solutions Advisor for Master Builder. This means that he can sell and install Master Builder Business Solution Software and thoroughly train his clients on all aspects of its use. Jim has assisted in the computerization of the estimating and/or accounting of hundreds of companies in the Green Industry. He has also closely monitored a number of those companies over an extended period of time. He has traveled extensively throughout the United States and Canada consulting with Landscape and Irrigation contractors, conducting estimating workshops, and installing estimating and accounting software.