

rier that is comparable in price to many of the traditional materials.

What do you need to get started?

To get started in the landscape curbing business, you should purchase the following four pieces of equipment: landscaping curbing machine, ground preparation machine, mortar mixer and landscape curbing trailer.

First and foremost, you need to invest in a quality landscape curbing machine that is durable. They are available in gas or electric, plunger or auger styles.

For ground prep, you should toss the shovel aside for the most part and purchase a sod cutter or bed edger to save a lot of time and money on the cost of labor. You need a mortar mixer to effectively combine your ingredients. You should also buy a landscape curbing trailer to transport all of your tools, equipment and materials to and from the job site.

Once you've purchased the proper equipment, you need skilled employees to operate it. Fortunately, not much of a learning curve is involved when it comes to operating these machines. Many people with little or no experience working with cement have learned the skills needed to effectively install landscape curbing in just a few hours. However, landscape curbing machine manufacturers highly recommend hands-on training on all curbing equipment, which they typically offer in a two-day course.

Landscape curbing machine manufacturers also offer all-inclusive packages that

include all of the equipment and training needed to start a landscape curbing business.

How much money can you expect to make?

How much do you want to make? How motivated are you to improve your quality of life? There are several factors that determine the profitability of a landscape curbing business, but many landscape curbing professionals realize net profits of 50-70 percent. There are installers who got their start making an additional \$20,000 to \$30,000 per year working part time that are now making six-figure incomes full time.

Consider the following factors:

- Very inexpensive job materials (mortar sand and cement). What costs as little as \$.20 per foot in materials can earn you gross sales of \$4-8 per foot.

- No inventory. You don't need job materials until you have sold a job. You can take a deposit on each job and use that money to buy the job materials needed for that contract.

- Two people can effectively install 600 feet of curbing per day, which allows most jobs to be completed in one day and keeps your labor expenses low.

- You can operate out of your house, which adds no rent, utilities or travel time.

As you can see, with a relatively small amount of overhead and training compared to many businesses, you can generate a great deal of income and make a nice living for yourself. **LI**

Income Potential					
Billing Rate Per Linear Foot (LF)	LF Installed Per Day	Revenue Per Day	Labor Cost Per Day	Material Cost Per Day	Gross Profit Per Day
\$2.00	200	400	100	60	\$240
	400	800	200	120	\$489
	600	1200	300	180	\$720
	800	1600	400	240	\$960
	1000	2000	500	300	\$1,200
\$3.00	200	600	100	60	\$440
	400	1200	200	120	\$880
	600	1800	300	180	\$1,320
	800	2400	400	240	\$1,760
\$5.00	1000	3000	500	300	\$2,200
	200	1000	100	60	\$840
	400	2000	200	120	\$1,680
	600	3000	300	180	\$2,520
\$7.00	800	4000	400	240	\$3,360
	1000	5000	500	300	\$4,200
	200	1400	100	60	\$1,240
	400	2800	200	120	\$2,480
	600	4200	300	180	\$3,720
	800	5600	400	240	\$4,960
	1000	7000	500	300	\$6,200

Chart is based on 6" X 4" decorative curb, using a 3-man crew: operator (owner), finisher and labor. Results may vary. (Chart courtesy of Curb Appeal USA, Inc.)

Curb Appeal USA, Inc. Webinar

CLS.650X Demonstration



The CLS.650X is Curb Appeal USA's ultimate landscape curbing machine. The new and enhanced version of its CLS.650, the CLS.650X boasts an operating speed of 22 feet per minute.

This 5-inch plunger-drive machine features a user-friendly design. It is powered by an electric engine (3/4 horsepower), so the operator does not have to breathe the exhaust from a gas motor for eight-plus hours per day in the heat of the summer. The CLS.650X is also ruggedly built with all-steel, powder-coated construction. It includes three slip forms: mowers edge, slant style and curb style. All three slip forms are 4 inches by 6 inches; an optional 6 inch-by-6 inch form is available. Price of the CLS.650X is \$3,995, which includes finishing trowels. Plus, Curb Appeal USA backs the CLS.650X with a 7-year parts and labor warranty.

To learn more about Curb Appeal USA's CLS.650X curbing machine, visit:

<http://OneRs.hotims.com/10012-308>



"The Leading Edge in Concrete"