



Landscapers *by Nature*

Competitor Pricing Comparison Worksheet

Landscapers By Nature provides this worksheet to help clients compare contractors fairly, apples to apples. It helps clients to find information in the estimates fine print, and to ask questions to all competitors to ensure they are all presenting information clearly.

We provide this knowing we may not be the cheapest, but with the intention of ensuring clients are basing their decision on an honest value.

Visit www.LandscapersByNature.com for more questions to ask contractors, located in our company magazine, or request a hard copy.

Fill in notes and pricing for each row, add them up at the bottom and compare.

Winter Season	Landscapers By Nature	Competitor A:	Competitor B:
Base rate (Full Season) Monthly rate X Qty of Months = ?	Our full seasonal rates are displayed. \$ _____	\$ _____	\$ _____
Walkways: Regular Visits <i>*Avg visits per season: 55</i> Some contractors include as few as 20 visits in their base rate. How much extra will it cost when they come 55 times? Service log available for Insurance?	Both packages include unlimited visits. Service log available. \$0	\$ _____	\$ _____
Walkways: Ice Melt Materials <i>Avg qty used per season: varies</i> If the contractor charges extra for ice melt materials, whats the max cost/season? Do they charge extra for labor too? High quality ice melt, or corrosive salt?	All of our packages include unlimited materials and labor. \$0	\$ _____	\$ _____
Roadways: Plowing <i>*Avg qty per season: 12</i> How much would it cost for 12 plows? Are they charging flat rate per visit or hourly? How many hours will it take? Hourly rates are unpredictable.	Choose a package with pay per visit(not hourly), or unlimited. \$ _____	\$ _____	\$ _____

Winter Season	Landscapers By Nature	Competitor A:	Competitor B:
Roadways: Gravel/Salt <i>*Avg qty per season: 12</i> How much would it cost to perform these services 12 times? Does that include materials?	Choose a package with pay per visit(not hourly), or unlimited. Materials always included in flat our flat rates. \$_____	\$_____	\$_____
Other _____			
Other _____			
Grand Total This is the estimated total cost for the winter season.	\$_____	\$_____	\$_____

*Averages based on historical data.

Fill in notes and pricing for each row, add them up at the bottom and compare.

Summer Season	Landscapers By Nature	Competitor A:	Competitor B:
Base rate (Full Season) Monthly rate X Qty of Months = ?	Our full seasonal rates are displayed. \$_____	\$_____	\$_____
Spring and Fall Cleanups Is more than one fall cleanup provided?	Both packages include a thorough spring and fall cleanup, with multiple visits. \$0	\$_____	\$_____
Mid-Season Cleanup Cleanups from debris collecting on property after spring cleaning. Included, or extra?	Included in all packages \$0	\$_____	\$_____

Summer Season	Landscapers By Nature	Competitor A:	Competitor B:
Weed Control and Fertilizer Weed control performed by licensed technician?	Included in all packages at no extra charge. \$0	\$ _____	\$ _____
Hedge Trimming	Included in all packages at no extra charge. \$0	\$ _____	\$ _____
Edge Redefining	Included in all packages at no extra charge. \$0	\$ _____	\$ _____
Garden Maintenance	Included in all packages at no extra charge. \$0	\$ _____	\$ _____
Dethatching Turf Power raking	Included in all packages at no extra charge. \$0	\$ _____	\$ _____
Aerating Turf	Included in premium package at no extra charge. Can be added to base package. \$ _____	\$ _____	\$ _____
Other _____			
Other _____			
Summer Grand Total This is the estimated total cost for the summer season.	\$ _____	\$ _____	\$ _____
Winter Grand Total (carry from above) This is the estimated total cost for the winter season.	\$ _____	\$ _____	\$ _____
Grand Total Full Year This is the estimated total cost for the year.	\$ _____	\$ _____	\$ _____