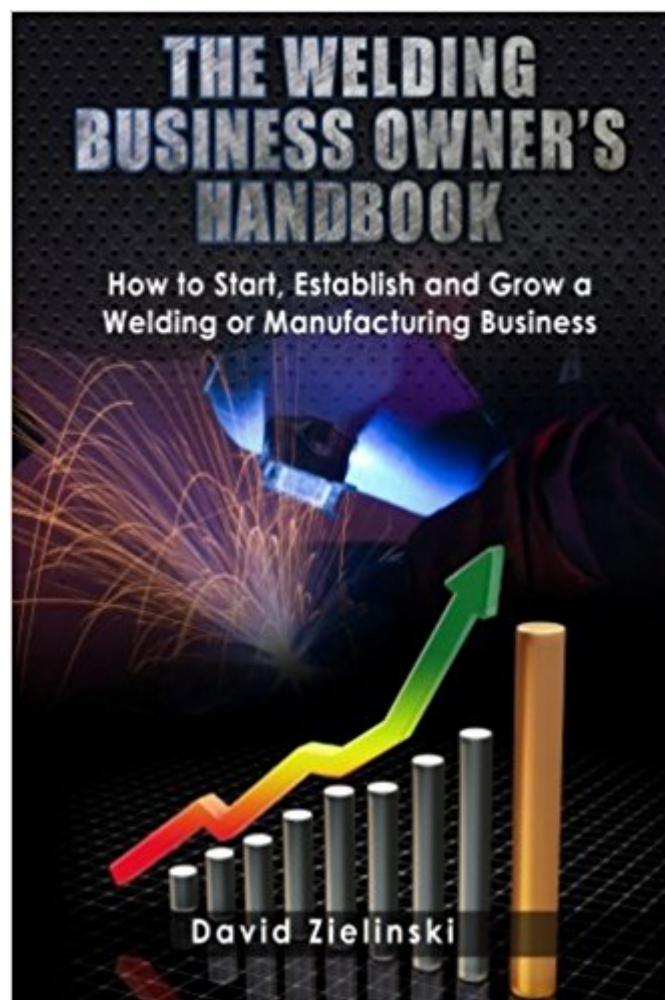




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The Welding Business Owner's Handbook: How To Start, Establish And Grow A Welding Or Manufacturing Business



Synopsis

Want to know what it takes to be a successful welding business owner or how to get your business to the next level? Then this book is your ultimate guide that is straight to the point about what you need to know and how to do it. It is your personal blueprint on how to start, establish and grow any metals related business. You will learn the following: How you can take a \$1000 or Less Investment and be self employed in about one week from today. How to start a shop or manufacturing plant without buying equipment. How and where to find high profit margin, Town, City, State and Federal contracting opportunities. How and where to find subcontracting opportunities from major corporations. Where to sell and how to get your products on store shelves and to dealership showrooms in just weeks. Low cost alternatives to hiring employees with no long term commitment. Detailed lists of business ideas and places to buy product manufacturing rights. Alternative business ideas that have little competition and will have customers searching for you. Exact ideas and suggestions on marketing a welding business that includes everything from business cards to websites and even strategies on buying welding businesses for sale. How to take advantage of other welding businesses and have them do the hard work for you. Just about everything else you need to know plus how to get free Government help. This book will reduce the learning curve on how to start, establish and grow any metal related business. It does not matter if you are opening a portable welding business, working from home, manufacturing products, opening a metal fabrication shop, or you are expanding to Government contracting opportunities. This book will give you what you need to know to succeed! The Welding Business Owner's Handbook is packed with tons of great information from the owner of GoWelding.Org. Quality real life hands-on information from a welder's point of view!

Book Information

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Customer Reviews

"The book is very thorough and is a combination of business planning, sales techniques, marketing, and mental exercises to encourage people to consider new opportunities that they can create in the welding and manufacturing industries"-The Hobart Institute of Welding Technology "The how-to book is a candid, comprehensive guide covering all aspects of ownership-deciding what type of business you want to build, getting the right legal advice, analyzing your market, developing a market focus, networking, putting together a business plan, Â hiring, and utilizing available resources"-The Fabricator

David Zielinski is journeyman pipe welder, fitter and owner of www.GoWelding.Org.

I saw a bad review of this book but I wholeheartedly disagree. This book does reiterate buying used equipment to keep costs low but there is much more in the book. It discusses types of welding businesses, where to get information/help and various ways to keep costs low. The most important thing this book shows is how to think like an owner not a worker. Then you have to decide if you are going to be a worker or owner.

Bought this book for my son-in-law who is a specialty welder. He is moving from California and looking to open his own specialty welding business in another state. I read a lot of it first. It has very good advice, but it could have used a good editor who organized it a little better. My son-in-law doesn't agree with everything the author says but found it VERY helpful in setting up a strategy to begin on his own. Worth the money, definitely recommend.

Very nice informative book for the beginner and some supplemental information for the business owner. Written in a clear concise easy to understand language.

Very informative and well written giving anyone interested in opening a shop great tips on how to start and what pitfalls to look for.

Great book. It was a gift for my husband starting his own business. He has read it three times and

goes back to it often for references.

This is for the welder who wants to start a business on his own. Best if he/she has a particular product in mind.

This book points out the necessary guidelines it takes to start a successful welding business. This is a useful tool for a welder that wants to market their skills in the business world.

This was a positive read that was very helpful in generating a wide range of ideas to jump start a welding business.

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