

How to Use This Calculator

Find the least you should quote for a pressure-washing job, from your own time, costs and margin or markup. Four steps, from your settings to the number.

1 Set your business numbers once

Hourly pay: what you want to earn for every hour on a job, driving included. **Price using: Margin** is the share of your price left after costs; **Cost +** adds a percentage to your costs. **Target percentage:** 20 or 20% means twenty percent; the equivalent in the other basis is shown for you. **Minimum job charge:** the least you'll charge for any job; enter 0 if you don't have one. Set these once; they stay in place for every job until you change them.

2 Enter this job's time and costs

Total time in hours and minutes: driving there and back, setup, washing and pack-up, each minute counted once. Then four costs for this job: **vehicle** (round trip), **chemicals and consumables**, **equipment** and this job's share of **overhead**. If a cost doesn't apply, enter 0. A blank box means not estimated yet, so there's no quote until it's filled. The Job Cost Checklist helps you gather these.

3 Read the minimum quote

Minimum quote for this job is the higher of the quote based on your costs and your minimum job charge, rounded up to the cent. The breakdown shows your pay, the included cost and the percentage used. When your minimum job charge sets the quote, it says so.

4 Check what isn't included

Covers only the costs you enter. Taxes, payment fees and discounts aren't calculated. The amount above included cost is surplus, not guaranteed take-home pay; your own pay is already counted. It's the least that covers your own numbers, not a market rate. Quote higher whenever the job allows.

Margin vs markup, with one example

Illustrative numbers only, not suggested business rates. A 20% margin and a 25% markup give the same price:

	Margin 20%	Cost + 25%
Your time: 3 hours × \$40/hour	\$120.00	\$120.00
Vehicle \$12 + chemicals \$8 + equipment \$10 + overhead \$10	\$40.00	\$40.00
Included cost	\$160.00	\$160.00
Quote based on your costs	$\$160 \div (1 - 0.20) = \$200.00$	$\$160 \times (1 + 0.25) = \$200.00$
The \$40 above cost is...	20% of the \$200 price	25% of the \$160 cost

Watch the basis: a **20% markup** on the same \$160 gives only **\$192.00**. That's why the calculator shows the equivalent for whichever basis you choose. A margin must be under 100%; a markup can be 100% or more.

If there's no quote: look for what's marked. "Needed" or "Still needed" means a box is blank; "Fix" or "Check" means a value can't be used (a negative, letters, more than 2 decimal places, minutes over 59). With no time and no costs at all, you'll be asked to check your inputs.