

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. The steps are the same in the web calculator and the Excel version.

1 Set your business numbers once

Hourly pay: what you want to earn for every hour on a job, driving included. **Price using: Margin** (a share of the selling price) or **Cost +** (a markup added to cost). **Target percentage:** 20 or 20% means twenty percent; the equivalent in the other basis is shown for you. **Minimum call-out charge:** the least you'll charge for any job; enter 0 if you don't have one. The web calculator remembers these in your browser. In Excel, save the file.

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**. Enter 0 for a cost the job doesn't have. 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 floor

Minimum quote for this job is the greater of your calculated floor and your call-out charge, rounded up to the cent. The breakdown shows your pay, the included cost and the percentage used. When the call-out 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 a floor under your 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
Calculated floor	$\$160 \div (1 - 0.20) = \$200.00$	$\$160 \times (1 + 0.25) = \$200.00$
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. "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.