

ESTIMATE PROFILE

Estimate #	KG00001	Name	Holeless Hydro Template	Estimate		Total Price	#####
Description	Holeless Hydro Template			Line Cost	\$124,711.00		
Template	Hydraulic Holeless			Hours	576.00		
Type	Construction			Labor	\$126,720.00		
Category	Holeless Passenger			SubTotal	\$251,431.00		
Status	Open			% OH: 45.00	Overhead	\$57,024.00	
Salesperson	John Dodd			SubTotal	\$308,455.00		
Created On	4/3/2022			% Profit: 10.00	Profit	\$30,845.50	
Bid Date	4/5/2022			Sales Tax	\$11,674.16		
	% Sales Tax Rate	9.75					
Prospect Name	Cozart Condo			Total Price	\$350,974.66		
Address	1234 Lori Way						
Remarks	Memphis, TN 38134						

Expense Items

<u>Line</u>	<u>Cost Code</u>	<u>Description</u>	<u>Units</u>	<u>Cost</u>	<u>Line Cost</u>	<u>Hours</u>	<u>Rate</u>	<u>Labor</u>	<u>Amount</u>	<u>Tax</u>	<u>Tax Cost</u>
1	1500	Elevator Package H	2.00	\$56,000.00	\$112,000.00	0.00	\$0.00	\$0.00	\$112,000.00	Yes	\$10,920.00
2	2600	Oil	6.00	\$150.00	\$900.00	0.00	\$0.00	\$0.00	\$900.00	Yes	\$87.75
3	2700	Pipe and fittings	2.00	\$250.00	\$500.00	0.00	\$0.00	\$0.00	\$500.00	Yes	\$48.75
4	5200	Telephone	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
5	6250	Paint	3.00	\$45.00	\$135.00	0.00	\$0.00	\$0.00	\$135.00	Yes	\$13.16
6	2250	Rails	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
7	7400	Drilling	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
8	2350	PVC Jack Protection	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
9	5400	Protective Pads	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
10	2500	Misc Materials	2.00	\$500.00	\$1,000.00	0.00	\$0.00	\$0.00	\$1,000.00	Yes	\$97.50
11	8300	Misc Expense	2.00	\$500.00	\$1,000.00	0.00	\$0.00	\$0.00	\$1,000.00	Yes	\$97.50
12	8100	Permit	2.00	\$400.00	\$800.00	0.00	\$0.00	\$0.00	\$800.00	No	\$0.00
13	8200	Freight	1.00	\$4,200.00	\$4,200.00	0.00	\$0.00	\$0.00	\$4,200.00	Yes	\$409.50
14	9100	Lodging	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
15	9200	Per Diem	36.00	\$36.00	\$1,296.00	0.00	\$0.00	\$0.00	\$1,296.00	No	\$0.00
16	9000	Labor	0.00	\$0.00	\$0.00	480.00	\$220.00	\$105,600.00	\$105,600.00	No	\$0.00
17	9400	Service	24.00	\$120.00	\$2,880.00	0.00	\$0.00	\$0.00	\$2,880.00	No	\$0.00
18	8900	Start up and Engineering	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
19	9050	Remote Machine Room	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
20	9055	Front and rear openings	0.00	\$0.00	\$0.00	80.00	\$220.00	\$17,600.00	\$17,600.00		\$0.00
21	9056	Hall lanterns/position indicators	0.00	\$0.00	\$0.00	16.00	\$220.00	\$3,520.00	\$3,520.00		\$0.00
					124,711.00	576.00		126,720.00	251,431.00		11,674.16

ESTIMATE PROFILE

Estimate #	KG00001	Name	Holeless Hydro Template	Estimate	Total Price	\$350,877.16	
Description	Holeless Hydro Template			Line Cost	\$124,711.00		
Template	Hydraulic Holeless			Hours	576.00		
Type	Construction			Labor	\$126,720.00		
Category	Holeless Passenger duplex 3 stops 1 rear (1)			SubTotal	\$251,431.00		
Status	Open			% OH: 45.00	Overhead	\$57,024.00	
Salesperson	John Dodds			SubTotal	\$308,455.00		
Created On	4/3/2022			% Profit: 10.00	Profit	\$30,845.50	
Bid Date	4/5/2022			% Sales Tax Rate	9.75	Sales Tax	\$11,576.66
Prospect Name	Cozart Condo			Total Price	\$350,877.16		
Address	1234 Lori Way						
Remarks	Memphis, TN 38134						

Expense Items

Line	Cost Code	Description	Units	Cost	Line Cost	Hours	Rate	Labor	Amount	Tax	Tax Cost
1	101	Elevator Package H	2.00	\$56,000.00	\$112,000.00	0.00	\$0.00	\$0.00	\$112,000.00	Yes	\$10,920.00
2	1500	Oil	6.00	\$150.00	\$900.00	0.00	\$0.00	\$0.00	\$900.00	Yes	\$87.75
3	1450	Pipe and fittings	2.00	\$250.00	\$500.00	0.00	\$0.00	\$0.00	\$500.00	Yes	\$48.75
4	5200	Telephone	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
5	5010	Paint	3.00	\$45.00	\$135.00	0.00	\$0.00	\$0.00	\$135.00	Yes	\$13.16
6	2300	Rails	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
7	7400	Drilling	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
8	2350	PVC Jack Protection	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
9	5400	Protective Pads	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
10	5500	Misc Materials	2.00	\$500.00	\$1,000.00	0.00	\$0.00	\$0.00	\$1,000.00	Yes	\$97.50
11	5000	Misc Espense	2.00	\$500.00	\$1,000.00	0.00	\$0.00	\$0.00	\$1,000.00	No	\$0.00
12	8000	Permit	2.00	\$400.00	\$800.00	0.00	\$0.00	\$0.00	\$800.00	No	\$0.00
13	6000	Freight	1.00	\$4,200.00	\$4,200.00	0.00	\$0.00	\$0.00	\$4,200.00	Yes	\$409.50
14	4010	Lodging	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
15	4000	Per Diem	36.00	\$36.00	\$1,296.00	0.00	\$0.00	\$0.00	\$1,296.00	No	\$0.00
16	9000	Labor	0.00	\$0.00	\$0.00	480.00	\$220.00	\$105,600.00	\$105,600.00	No	\$0.00
17	5900	Service	24.00	\$120.00	\$2,880.00	0.00	\$0.00	\$0.00	\$2,880.00	No	\$0.00
18	9900	Start up and Engineering	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
19	9020	Remote Machine Room	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
20	9025	Front and rear openings	0.00	\$0.00	\$0.00	80.00	\$220.00	\$17,600.00	\$17,600.00	No	\$0.00
21	9030	Hall lanterns/position indicators	0.00	\$0.00	\$0.00	16.00	\$220.00	\$3,520.00	\$3,520.00	No	\$0.00
				124,711.00	576.00	126,720.00	251,431.00	11,576.66			

**** Add Another Cost Item ****

0000101	Holeless Hydraulic Package
0001450	Pipes and fittings
0001500	oil
0001550	Vegetable Oil
0002200	wiring material
0003050	Protection Pads
0004000	Per Diem
0004010	Lodging
0005000	Miscellaneous
0005010	Paint
0005500	Misc Material
0005900	NIS
0006000	Freight
0007040	Forklift
0008000	Permit State
0009000	Labor
0009010	Adjusting
0009020	Remote Machine Room
0009030	Additional Labor
ZZZ	Billing

ELEVATOR WORLD July 2022



Managing by the Numbers To Improve Profitability

By Rudy Boyance | July 6, 2022

Why trend reports are your friend. by Rudy Boyance In my work at Lift Business...

ESTIMATE PROFILE

Estimate #	KG00001	Name	Holeless Hydro Template	Estimate	Total Price	\$735,213.00
Description	8 stop geared traction mod duplex			Line Cost	\$356,626.00	
Template	Traction Mod			Hours	1,772.00	
Type	Construction			Labor	\$194,920.00	
Category	Overhead Geared			SubTotal	\$551,546.00	
Status	Open			% OH: 45.00	Overhead	\$87,714.00
Salesperson	Sean M			SubTotal	\$639,260.00	
Created On	4/3/2022			% Profit: 15.00	Profit	\$95,889.00
Bid Date	4/5/2022			Sales Tax	\$64.00	
	% Sales Tax Rate	9.75				
Prospect Name	The Kennedy Building			Total Price	\$735,213.00	
Address	1234 Flores Freeway					
Remarks	Memphis, TN 38134					

Expense Items

Line	Cost Code	Description	Units	Cost	Line Cost	Hours	Rate	Labor	Amount	Tax	Tax Cost
1	1100	Zippy do Contoller/selector 123654	2.00	\$56,000.00	\$112,000.00	192.00	\$110.00	\$21,120.00	\$133,120.00	Yes	\$10,920.00
2	1350	Westbrook Geared Machine 582159	2.00	\$15,450.00	\$30,900.00	96.00	\$110.00	\$10,560.00	\$41,460.00	Yes	\$3,012.75
3	1351	motor (included above)	16.00	\$16.00	\$256.00	0.00	\$0.00	\$0.00	\$256.00	Yes	\$0.00
3	1650	rope brake 753654	2.00	\$3,200.00	\$6,400.00	32.00	\$110.00	\$3,520.00	\$9,920.00	yes	\$624.00
3	2300	6 (12) 5/8" ropes at 1980 each	2.00	\$1,980.00	\$3,960.00	64.00	\$110.00	\$7,040.00	\$11,000.00	yes	\$386.10
3	1600	governor 321654	2.00	\$1,200.00	\$2,400.00	32.00	\$110.00	\$3,520.00	\$5,920.00	yes	\$234.00
3	2315	governor rope 2 @ 900	2.00	\$900.00	\$1,800.00	32.00	\$110.00	\$3,520.00	\$5,320.00	yes	\$175.50
4	3100	Super quick cabs w/ceilings ab102022	2.00	\$24,650.00	\$49,300.00	96.00	\$110.00	\$10,560.00	\$59,860.00	yes	\$4,806.75
4	3400	Car doors r us ss#4 sso	2.00	\$1,100.00	\$2,200.00	24.00	\$110.00	\$2,640.00	\$4,840.00	Yes	\$214.50
4	2325	Hall doors ss#4 x 16 klj58297	32.00	\$1,400.00	\$44,800.00	256.00	\$110.00	\$28,160.00	\$72,960.00	Yes	\$4,368.00
4	3500	ez open linear door op/header 4829nm6	2.00	\$3,400.00	\$6,800.00	48.00	\$110.00	\$5,280.00	\$12,080.00	Yes	\$663.00
4	2600	Signal fixtures, car, hall i215i963i	2.00	\$13,246.00	\$26,492.00	96.00	\$110.00	\$10,560.00	\$37,052.00	yes	\$2,582.97
4	5020	2019 Telephone 486273	2.00	\$1,934.00	\$3,868.00	24.00	\$110.00	\$2,640.00	\$6,508.00	yes	\$377.13
5	5010	Paint	10.00	\$45.00	\$450.00	20.00	\$110.00	\$2,200.00	\$2,650.00	Yes	\$43.88
7	7200	up and away crane Billy1022	3.00	\$8,200.00	\$24,600.00	24.00	\$110.00	\$2,640.00	\$27,240.00	Yes	\$2,398.50
10	5500	Misc Materials	2.00	\$5,000.00	\$10,000.00	0.00	\$0.00	\$0.00	\$10,000.00	Yes	\$975.00
11	5000	Misc Espense	2.00	\$3,000.00	\$6,000.00	0.00	\$0.00	\$0.00	\$6,000.00	No	\$0.00
12	8000	Permit	2.00	\$400.00	\$800.00	0.00	\$0.00	\$0.00	\$800.00	No	\$0.00
13	6000	Freight	3.00	\$4,200.00	\$12,600.00	0.00	\$0.00	\$0.00	\$12,600.00	Yes	\$1,228.50
14	4010	Lodging	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
15	4000	Per Diem	0.00	\$36.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
16	9000	Labor base	0.00	\$0.00	\$0.00	160.00	\$110.00	\$17,600.00	\$17,600.00	No	\$0.00
16	9010	Labor demolltion	0.00	\$0.00	\$0.00	160.00	\$110.00	\$17,600.00	\$17,600.00	No	\$0.00
16	9020	Labor hoistway	0.00	\$0.00	\$0.00	320.00	\$110.00	\$35,200.00	\$35,200.00	No	\$0.00
16	9030	Labor adjust and test	0.00	\$0.00	\$0.00	96.00	\$110.00	\$10,560.00	\$10,560.00	No	\$0.00
17	5900	Service	24.00	\$250.00	\$6,000.00	0.00	\$0.00	\$0.00	\$6,000.00	No	\$0.00
18	8900	Start up and Engineering	2.00	\$2,500.00	\$5,000.00	0.00	\$0.00	\$0.00	\$5,000.00	No	\$0.00
					356,626.00	1,772.00		194,920.00	551,546.00		33,010.58

Cost Item	Description	Cost Item	Description	Cost Item	Description
** Add Another Cost Item **		** Add Another Cost Item **		** Add Another Cost Item **	
0001100	Controller	0002800	Guide Rails	0005020	Phone
0001200	Selector	0002850	Cwt Rails	0005030	cartop rails
0001350	Geared Machine	0002875	counterweights	0005500	Misc Material
0001351	motor	0002900	beams and misc steel	0005900	NIS
0001355	Gearless Machine	0003000	cab	0006000	Freight
0001600	Governor	0003050	Protection Pads	0007030	Sub Contractor
0001650	Rope Gripper	0003100	panels interiors	0007040	Forklift
0002000	entrances	0003200	ceiling	0007200	crane
0002100	door detectors	0003400	doors	0008000	Permit State
0002200	wiring material	0003450	car gates	0008010	Permit Local
0002250	hoistway switches	0003500	door operator	0008030	Permit Building
0002275	loadweigher	0003550	Door Restrictor	0009000	Labor
0002300	Hoist Rope	0003600	emergency light	0009010	Adjusting
0002310	hoist rope shackles	0003650	fan / blower	0009030	Additional Labor
0002315	Governor Ropes	0004000	Per Diem	ZZZ	Billing
0002316	governor rope shackles				
0002325	Hoistway Doors	0004010	Lodging		
0002500	Pit Equipment	0004020	travel time		
0002600	signal fixtures	0004030	mileage		
0002700	Cartop Equipment	0005000	Miscellaneous		
		0005010	Paint		

ESTIMATE PROFILE

Estimate #	KG00001	Name	Samek Place	Estimate		Total Price	\$0.00
Description	Door operator replacement			Line Cost	\$0.00		
Template	Fixed Price Template			Hours	0.00		
Type	FP / Open Order			Labor	\$0.00		
Category	Service and Repair			SubTotal	\$0.00		
Status	Open			% OH: 45.00	Overhead	\$0.00	
Salesperson	Chris Short			SubTotal	\$0.00		
Created On	4/3/2022			% Profit: 25.00	Profit	\$0.00	
Bid Date	4/5/2022			Sales Tax	\$0.00		
	% Sales Tax Rate	9.75					
Prospect Name				Total Price	\$0.00		
Address							
Remarks							

Expense Items

<u>Line</u>	<u>Cost Code</u>	<u>Description</u>	<u>Units</u>	<u>Cost</u>	<u>Line Cost</u>	<u>Hours</u>	<u>Rate</u>	<u>Labor</u>	<u>Amount</u>	<u>Tax</u>	<u>Tax Cost</u>
1			0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
2			0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
3			0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
10			0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
11	8300	Misc Expense	0.00	\$500.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
12	8100	Permit	0.00	\$400.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
13	8200	Freight	1.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	Yes	\$0.00
14	9100	Lodging	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
15	9200	Per Diem	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
16	9000	Labor	0.00	\$0.00	\$0.00	0.00	\$0.00	\$0.00	\$0.00	No	\$0.00
					<u>0.00</u>	<u>0.00</u>		<u>0.00</u>	<u>0.00</u>		<u>0.00</u>

Cost Item Description

** Add Another Cost Item **	
0004000	Per Diem
0004010	Lodging
0005000	Miscellaneous
0005500	Misc Material
0005600	Material
0006000	Freight
0008000	Permit State
0008010	permit - local
0009000	Labor
ZZZ	Billing