

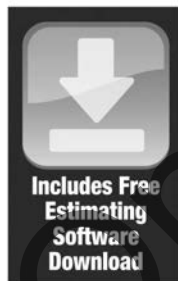
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2021 NATIONAL PAINTING COST ESTIMATOR

By Dennis D. Gleason, CPE

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Contents

Introduction - How to Use This Book..... 5

Part I - General Painting Costs

Baseboard.....	43
Beams.....	45
Bookcases and shelves.....	48
Cabinets.....	52
Ceilings.....	57
Closets.....	88
Corbels.....	92
Cutting-in.....	92
Decks.....	94
Doors.....	95
Fascia.....	118
Fence.....	123
Fireplaces.....	127
Firewood boxes.....	128
Floors.....	129
Garage door backs.....	137
Gutters & downspouts.....	138
High time difficulty factors.....	139
Mail box structures.....	140
Masonry.....	140
Molding.....	153
Overhangs.....	159
Pass-through shelves.....	162
Plant-on trim.....	162
Plaster or stucco.....	168
Pot shelves.....	172
Railings.....	173
Registers, HVAC.....	182
Roof jacks.....	183
Roofing.....	184
Sheet metal.....	196
Shutters or blinds.....	201
Siding.....	202
Stairs.....	219
Touchup, brush as required.....	222
Trellis or lattice.....	223
Valances for light fixtures.....	224
Walls.....	225
Window screen frames.....	276
Window seats.....	277
Window sills.....	277
Windows.....	278
Window conversion factors.....	292
Wine racks.....	293

Part II - Preparation Costs

Acid wash gutters & downspouts.....	296
Airblast, compressed air.....	296
Burn off paint.....	297
Caulk.....	298
Cut cracks.....	298
Fill wood floors.....	299
Putty, application.....	299
Sand.....	299
Sandblast.....	302
Scribing.....	309
Strip, remove, bleach.....	311
Unstick windows.....	312
Wash.....	313
Waterblast (Power wash).....	315
Window-protective coating.....	315
Wire brush.....	316

Part III - Industrial, Institutional and Heavy Commercial Painting Costs

Conduit.....	318
Decking and siding.....	326
Doors, hollow metal.....	330
Ductwork.....	331
Fire escapes.....	348
Fire sprinkler systems.....	349
Grates and grilles.....	350
Ladders.....	354
Masonry.....	354
Mechanical equipment.....	356
Piping.....	357
Radiators.....	371
Structural steel.....	372
Tank, silo, vessel, or hopper.....	400
Walls, concrete, tilt-up.....	412
Windows, steel factory sash.....	418

Part IV - Wallcovering Costs

Adhesive coverage.....	422
Wallcovering application.....	424
Borders.....	424
Flexible wood sheet and veneer.....	425
Surface preparation, wallcovering.....	425
Vinyl wallcovering.....	426
Wall fabric.....	430
Wallpaper.....	434

Index..... 440

List of Figures

Figure	Title.....	Page
1	The basis for cost estimates in this book.....	6
2	Customize the tables.....	7
3	Sandblasting pricing table.....	11
4	Pavement marking pricing table.....	12
5	Waterblasting pricing table.....	13
6	Labor productivity categories.....	13
7	Material coverage rates.....	15
8	Material price discounts.....	16
9	Material prices at 20% discount.....	17
10	Material prices at 30% discount.....	20
11	Material prices at 40% discount.....	23
12	Sundry inventory checklist.....	27
13	Hourly wage rates for wallcovering application.....	29
14	Labor burden percentages.....	30
15	Typical equipment purchase and rental prices.....	33
16	Risk factors and profit margin.....	36
17	Bidding variables.....	36
18	Sample painting estimate.....	38
19	Blank painting estimate.....	40
20	Interior opening count allowance table.....	102
21	Conduit/pipe area conversion table.....	325
22	Square corner decking factors.....	327
23	Structural steel conversion tables.....	391
24	Surface area of spheres.....	399
25	Sample field production times and rates form.....	419
26	Blank field production times and rates form.....	420

How to Use This Book

Paint estimating is more of an art than a science. There's no price that's exactly right for every job and for every bidder. That's because every painting job is unique. No single material cost, no labor estimate, no pricing system fits all types of work. And just as every job varies, so do painting companies. No two painting contractors have the same productivity rates, the same labor burden, the same overhead expense and the same profit requirements.

The best paint estimates are always custom-made for a particular job. They're based on the contractor's actual productivity rate, material cost, labor cost, overhead percentage and profit expectations. No estimating book, no computerized estimating system, no estimating service can possibly account for all the variables that make every job and every painting company different. Only a skilled estimator using professional judgment and a proven estimating system can produce consistently reliable estimates on a wide variety of painting jobs.

So, Why Buy This Book?

That's easy. This is the most complete, authoritative and reliable unit cost guide ever made available to paint estimators. No matter what types of work you estimate, no matter what your costs are, this book will help produce consistently accurate painting cost estimates in dollars and cents. But it isn't a substitute for expertise. It's not a simple way to do in minutes what an experi-

enced paint estimator might not be able to do in hours. Instead, this unit cost guide will aid you in developing a good estimate of costs for any painting operation on any project. Think of this manual as one good estimating tool. But it's not (or at least shouldn't be) the only estimating tool you'll use.

For most jobs, I expect that the figures you see here will prove to be good estimates. But anyone who understands paint estimating will understand why judgment is needed when applying figures from this manual — or any other paint estimating guide. It's your responsibility to decide which conditions on the job you're bidding are like conditions assumed in this manual, and which conditions are different. Where conditions are different, you'll need good professional judgment to arrive at a realistic estimated cost.



Inside the back cover of this book you'll find a software download certificate. To access the download, follow the instructions printed there. The download includes the National Estimator, an easy-to-use estimating program with all the cost estimates in this book. The software will run on PCs using Windows XP, Vista, 7, 8, or 10 operating systems. When the National Estimator program has been installed, click Help on the menu bar to see a list of topics that will get you up and running. Or, go online to www.craftsman-book.com and click on Support, then Tutorials, to view an interactive tutorial for National Estimator.

National Painting Cost Estimator

	Manhour productivity	Labor cost per hour	Labor burden percent	Labor burden dollars	Labor cost plus burden	Material price discount	Overhead percent	Profit
Slow (1P)	Low	\$23.00	24.0%	\$5.52	\$28.52	20%	19.0%	16%
Medium (2P)	Average	29.50	28.9%	8.53	38.03	30%	25.0%	12%
Fast (3P)	High	36.00	35.3%	12.71	48.71	40%	31.0%	7%

Notes: These rates are for painters. Hourly rates for wallcovering are different. See page 29. Slow, Medium and Fast jobs are defined on page 13. Labor burden percentages used in this book are summarized on page 31. National Estimator uses hourly rates in the Labor cost plus burden column. National Estimator shows productivity rates (Slow, Medium and Fast) and copies the words Slow, Medium or Fast to your estimate. It also copies the crew productivity code, either 1P (Slow), 2P (Medium), or 3P (Fast) to your estimating form. National Estimator allows you to enter any percentage you select for overhead and profit.

Figure 1

The basis for painting cost estimates in this book

How to Use the Tables

The estimating tables in this book show typical costs and bid prices for every painting operation you're likely to encounter, whether paint is applied by brush, roller, mitt or spray. Selecting the right cost table and the correct application method is easy. Tables are divided into four parts:

Part I: General Painting Costs

Part II: Preparation Costs

Part III: Industrial, Institutional and Heavy Commercial Painting Costs

Part IV: Wallcovering Costs

Each section is arranged alphabetically by operation. If you have trouble finding the tables you need, use the Table of Contents at the front of the book or the Index at the back of the book.

Once you've found the right table and the appropriate application method, you have to select the correct application rate. For each of the application methods (brush, roll, mitt or spray), the tables show three application rates: "Slow," "Medium," or "Fast." That's a very important decision when using this book, because each application rate assumes different manhour productivity, material coverage, material cost per gallon, hourly labor cost, labor burden, overhead and profit.

Your decision on the application rate to use (or which combination of rates to use) has to be based on your evaluation of the job, your painters and your company. That's where good common sense is needed.

Figure 1 shows crew codes, labor costs, labor burdens, material discounts, and profit for each of the three production rates for painting.

The "Slow" application rate in Figure 1 assumes lower productivity (less area covered per manhour), a lower labor cost (due to a less skilled crew), a lower labor burden (due to lower fringe benefits), a lower discount on materials (because of low volume), higher overhead (due to lower volume) and a higher profit margin (typical on small repaint or custom jobs). Figures in this "Slow" application row will apply where painters with lower skill levels are working on smaller or more difficult repaint jobs.

Look at the "Fast" row in Figure 1. These estimates will apply where a skilled crew (higher hourly rate and larger fringe benefits) is working under good supervision and good conditions (more area covered per manhour) on larger (volume discount on materials) and more competitive jobs (lower profit margin). Figures in the "Fast" application row assume high productivity and lower material coverage, (unpainted surfaces absorb more paint), like that of a residential tract job.

Each of the three application rates is described more completely later in this section.

	Pricing variables			Unit cost estimate					
	1	2	3	4	5	6	7	8	9
	Labor SF per man-hour	Material coverage SF/gallon	Material cost per gallon	Labor cost per 100 SF	Labor burden 100 SF	Material cost per 100 SF	Overhead per 100 SF	Profit per 100 SF	Total cost per 100 SF
Walls, gypsum drywall, orange peel or knock-down, roll, per 100 SF of wall area									
Flat latex, water base (material #5)									
Roll 1st coat									
Slow	400	300	36.00	5.75	1.38	12.00	3.63	3.64	26.40
Medium	538	275	31.50	5.48	1.59	11.45	4.63	2.78	25.93
Fast	675	250	27.00	5.33	1.88	10.80	5.58	1.65	25.24
Your customized figures				3.56	.85	11.45	3.97	2.38	22.21

Figure 2
Customize the tables

The Easy Case: No Adjustments

Let's suppose the "Slow" application rate fits the job you're estimating almost perfectly. Your crew's productivity is expected to be low. The labor cost will be \$23.00 per hour. Labor burden (fringes, taxes and insurance) will be 24.0 percent. Discount on materials will be 20 percent. Overhead will be 19 percent and profit will be 16 percent. Then your task is easy. All of your costs match the costs in the "Slow" row. No modifications are needed. The same is true if your costs fit the "Medium" or "Fast" rows.

But that's not always going to happen. More often, the job, your crew and your company won't fit exactly into any of the three rows. What then? More evaluation is required. You'll combine costs from several application rate rows to reach an accurate bid price. I call that *customizing your costs* and it's nearly always required for an accurate estimate.

Customizing Your Costs

Every company has a different combination of work speed and experience, taxes, benefits, spread rates, equipment needs, percentage for overhead, and profit margin. These are the cost variables in paint estimating.

This book is designed so you can quickly and easily adjust estimates to reflect actual costs on the job you're estimating. It's important that you *read the rest of this section before using the cost tables in this book*. That's the only way to get from this manual all the accuracy and flexibility that's built into it.

In the remainder of this section I'll describe the assumptions I've made and the methods I used to compile the cost tables in this manual. Once you understand them, you'll be able to combine and modify costs in the estimating tables so your bids fit the job, your crew and your company as closely as possible.

When you start using the cost tables in this book, I suggest you circle numbers in the "Slow," "Medium," or "Fast" application rate rows that best fit your company and your jobs. To improve accuracy even more, write your own figures in the blank row below the "Fast" row in each table, like I've done in Figure 2.

A Practical Example

Figure 2 is part of an estimating table taken from page 228 of this book, General Painting Costs. I'm going to use it to show how to customize estimates to match

National Painting Cost Estimator

your actual costs. In Figure 2 I've circled some of the costs I plan to use in a sample estimate and calculated others.

In column 1, *Labor SF per manhour*, I've circled 675 because I feel the journeyman painter assigned to this job can paint walls at the "Fast" rate of 675 square feet per hour. That's the number I plan to use for my estimate.

In column 2, *Material coverage SF/gallon*, I've reviewed my past performance and I expect coverage will be about 275 square feet per gallon of paint. So I've circled that figure.

In column 3, *Material cost per gallon*, I've circled 31.50 for my cost per gallon for flat water base latex (including tax and an allowance for consumable supplies), based on a 30 percent discount from the retail price.

So far, so good. That completes the first three columns, what I call the *pricing variables*. Now we can begin on the *unit cost estimate*, columns 4 through 9. Each of these columns show a price per 100 square feet of wall.

We'll start with column 4, *Labor cost per 100 SF*. Notice that I've entered 3.56 for this column. Here's why. Look back at Figure 1 and the "Slow" labor rate at \$23.00. (See Figure 13 on page 29 for the wage rates for wallcovering.) Since I'm in a part of the country where prices, and wages, are lower than the national average, my experienced painters work for \$24, closer to the "Slow" labor cost, though they produce at the "Fast" rate of 675 SF per manhour. This gives me an advantage because my labor costs are lower than those in Figure 1. To calculate the labor cost per 100 SF, divide \$24.00 by 675 and multiply by 100: $24/675 = .0356 \times 100 = 3.56$.

In column 5, *Labor burden 100 SF*, I've entered .85. This figure is a result of my labor cost at $\$3.56 \times 24.0$ percent, my labor burden (taxes, insurance and benefits) from the "Slow" row of Figure 1. Even though the labor rate is "Fast" and the labor cost is higher than the "Slow" rate, for this example labor burden will be most like work done at the "Slow" rate because this company doesn't offer many benefits.

In column 6, *Material cost per 100 SF*, I've circled 11.45, the number in the "Medium" row. Since I've used numbers in the "Medium" row in both columns 2 and 3, I can take the figure in column 6 for material costs directly from the table, without any calculations.

In column 7, *Overhead per 100 SF*, I've calculated the overhead dollar value by adding the labor cost, labor burden and material cost then multiplying that sum by the "Medium" overhead at 25 percent: $\$3.56 + \$.85 + \$11.45 = \$15.86 \times .25 = \$3.97$.

In column 8, *Profit per 100 SF*, I've calculated the profit dollar value by adding the labor cost, labor burden, material cost and overhead then multiplying that sum by the "Medium" profit at 12 percent from Figure 1. The result is $\$3.56 + \$.85 + \$11.45 + \$3.97 = \$19.83 \times .12 = \2.38 .

Column 9, *Total cost per 100 SF*, is the bid price — it's the sum of columns 4 through 8 for each row. Because I've circled costs that fall in more than one row, I can't use any figure in column 9. Instead, I simply add the circled or calculated figures in columns 4 through 8: $\$3.56 + \$.85 + \$11.45 + \$3.97 + \$2.38 = \22.21 . That's my bid price per 100 square feet on this job. It's the combination of costs that fit my company, my painters and the job.

Using Your Good Judgment

Of course, judgment is required when using these tables, as it is when making any estimate. For example, if your journeymen painters earn the top rate of \$36.00 but work at the "Medium" production rate or slower, your labor cost per unit will be higher than the highest cost listed in column 4. An adjustment will be required.

Because figures in columns 7 and 8 are percentages of figures in columns 4, 5 and 6, you have to be careful when you blend costs from different rows. Let's look at an extreme (and unlikely) example.

Suppose you use costs from the "Slow" application row for columns 4 (5.75), 5 (1.38) and 6 (12.00) of Figure 2. The total of those three costs is \$19.13. Then you decide to use overhead from the "Fast" row because your overhead is about 31 percent of cost, not 19 percent of cost as in the "Slow" row (Figure 1). "Fast" overhead is listed as \$5.58 in Figure 2. The correct overhead figure is \$5.93, 31 percent of the sum of "Slow" costs in columns 4, 5 and 6. Be aware of this small discrepancy and calculate figures for all the categories yourself if extreme accuracy is essential.

Converting Unit Prices

The last column in Figure 2 shows the total cost per 100 square feet of wall. Some estimating tables in this book show a total cost per 100 linear feet (such as for baseboard) or total costs per unit (such as for doors). To convert a cost per 100 square feet to a cost per square foot, move the decimal point two places to the left. Thus the cost per 100 square feet for the “Fast” rate in Figure 2 is \$25.24 or about 25 cents per square foot.

General Qualifications

It’s important that you understand the conditions the tables are based upon. I call these conditions the job qualifications. A qualifications statement follows each estimating table to help you understand what’s included and what’s excluded. Please read those *qualifications* before using costs from this manual in your estimates. The following points apply to *all* tables in this book:

Included Costs

- Minor preparation, both time and material. Normal preparation for new residential construction is included in the “Fast” row and for new commercial jobs in the “Medium” row. Minimal preparation is included for repaint jobs in the “Slow” row.
- Minimum setup and cleanup
- Equipment such as ladders, spray rigs and brushes are included in overhead for the “Fast” rate (residential tracts) or “Medium” (commercial) work. Add equipment costs at their rental rate for “Slow” (repaint) jobs.

Excluded Costs

- Equipment costs such as ladders, spray rigs, etc. for “Slow” (repaint) jobs. Add these at their rental rate whether or not you own the equipment.
- Extensive surface preparation. Add the cost of time and materials needed for more than “normal” preparation work. Also add time to remove and replace hardware and accessories, protect

adjacent surfaces, and do any extensive setup, cleanup, or touchup. (See the discussion of SURRPTUCU on the next page.)

- Mobilization or demobilization
- Supervision
- Material handling, delivery, or storage
- Sample preparation
- Mixing coatings
- Excessive material waste or spillage
- Equipment rental or placement costs
- Scaffolding rental and erection costs
- Subcontract costs
- Contingency allowance
- Owner allowances
- Commissions, bonuses, overtime, premium pay for shift adjustments (evening work), travel time or per diem.
- Bonds, fees, or permits
- Additional insurance to meet owner requirements
- Work at heights above 8 feet or beyond the reach of a wand or extension pole. (See the table for High Time Difficulty Factors on page 139.)

Surface Preparation

The Preparation estimating tables that follow Part I: General Painting Costs, apply to both interior and exterior surfaces.

Surface preparation is one of the hardest parts of the job to estimate accurately. Any experienced painter can make a reasonably good estimate of the quantity of paint and time needed for application. But the amount of prep work needed will vary widely — especially for repaint jobs. Some will need very little work. Others will take more time for prep than for painting.

National Painting Cost Estimator

Preparation work for new construction jobs is relatively standard and consistent. You'll have to mask cabinets before spraying sealer on wet area walls, caulk at the baseboards, putty the nail holes in wood trim, and occasionally use a wire brush to smooth and clean a surface. The time required for this work is fairly predictable.

Labor cost for normal preparation of unpainted surfaces in new residential construction is included in the "Fast" labor costs and for new commercial construction in the "Medium" labor cost. The cost of materials for normal surface preparation on unpainted surfaces is included in the sundries allowance that's part of the "Fast" or "Medium" material cost.

But if more than normal surface prep work is needed, estimate the extra manhours and materials required and add these costs to your estimate.

Add for Repaint Preparation

The "Slow" unit costs include no surface preparation other than a quick wipedown. Preparation on a repaint job may take longer than the painting itself. That's why you have to estimate surface prep as a separate item and add that cost to your estimate.

A misjudgment in estimating preparation work can be very expensive. That's why I recommend that you bid surface preparation by the hour, using your shop rate for "time and material" jobs, or some other specified hourly rate. That protects you against cost overruns if the preparation takes longer than anticipated. But there's a danger here. Owners may be angry about the cost because they don't understand what's involved in preparation and why it takes so long. You can avoid this with a "not to exceed" bid that contains a maximum price for the prep work. Your bid should define the scope of preparation work in detail and list exactly what's included and excluded. Be sure to consider all the labor, material, and equipment costs involved.

If you have to bid repaint work, be sure to include all the miscellaneous costs. The acronym I use to identify these miscellaneous costs is SURRPTUCU: Setup (SU), Remove and Replace (RR), Protection (P), Touchup (TU) and Cleanup (CU). Add these costs to your repaint estimate if they require anything beyond minimum attention.

- 1) *Setup* includes unloading the vehicle, spreading the tarp and setting up the tools — everything that has to be done before prep or painting can begin.
- 2) Remove and replace everything that will interfere with painting, including door and cabinet hardware, the contents of cabinets, light fixtures, bathroom accessories, switch covers and outlet plates, among others.
- 3) *Protection* for furniture and adjacent surfaces such as floors, cabinets, plumbing or electrical fixtures, windows, and doors. Protection methods include masking, applying visqueen, laying drop cloths and applying a protective coating on windows.
- 4) *Touchup* time varies with the speed and quality of the painting job and how fussy the owner is. The more careful your painters are, the less touchup time needed. You can estimate touchup time accurately only if you know how well your crews perform. The Touchup table in this book is based on a percentage of total job cost.
- 5) *Cleanup* time is usually about the same as setup time, about 20 to 30 minutes each day for repaint jobs. Cleanup time begins when work stops for the day and ends when the crew is back in the truck and ready to go home. It includes cleaning tools, dismantling the paint shop and loading the vehicle.

Subcontractors

Painting contractors don't hire many subcontractors. But once in a while you'll need a specialist for sandblasting, waterblasting, wallcovering, scaffolding or pavement marking. Subcontract costs are not included in the estimating tables. Add the cost of any subcontract work that will be required.

Figure 3 shows some typical rates quoted by sandblasting subcontractors. Of course, prices in your area will probably be different. You could also figure sandblasting unit costs from the sandblasting estimating tables included in Part II, Preparation Costs, in this book.

Minimum charges: \$611.00, scaffolding not included		Epoxy coated - add	1.34 to 1.48/SF
Additional insurance: May be required to cover adjacent personal and real property which may not be protected.		With portable equipment - add	.78 to 1.12/SF
Sandblasting water soluble paints	\$1.12 to 1.28/SF	Commercial blast - 67% white stage	
Sandblasting oil paints	1.19 to 1.34/SF	Field welded, new, uncoated	
Sandblasting heavy mastic		ground runs	1.19 to 1.41/SF
(depends on coating thickness)	1.54 to 1.69/SF	above ground	1.48 to 2.33/SF
Sandblasting brick - light blast	1.12 to 1.28/SF	Previously painted surfaces - add	.71 to 1.28/SF
Sandblasting masonry block walls		Epoxy coated - add	1.28 to 1.48/SF
Clean up & remove grime - light	1.05 to 1.12/SF	With portable equipment - add	.91 to 1.12/SF
- heavy	1.61 to 1.76/SF	Near white blast - 95% white stage	
Sandblasting structural steel		Field welded, new, uncoated	
Pricing rules of thumb:		ground runs	1.41 to 1.62/SF
Pipe up to 12" O.D.	1.61 to 2.39/SF	above ground	1.62 to 2.47/SF
Structural steel up to 2 SF/LF	1.48 to 1.71/SF	Previously painted surfaces - add	.71 to 1.28/SF
Structural steel from 2 to 5 SF/LF	1.76 to 1.97/SF	Epoxy coated - add	1.28 to 1.48/SF
Structural steel over 5 SF/LF	(depends on shape)	With portable equipment - add	.91 to 1.12/SF
Tanks and vessels up to 12'0" O.D.	2.33 to 2.69/SF	White blast - 100% uniform white stage	
Tanks and vessels over 12'0" O.D.	2.33 to 2.69/SF	Field welded, new, uncoated	
Brush off blast - light blast (loose mill scale)		ground runs	2.12 to 2.47/SF
Field welded, new, uncoated		above ground	2.33 to 2.74/SF
ground runs	.71 to .91/SF	Previously painted surfaces - add	.71 to 1.19/SF
above ground	1.05 to 1.97/SF	Epoxy coated - add	1.28 to 1.48/SF
Previously painted surfaces - add	.71 to 1.28/SF	With portable equipment - add	.71 to 1.06/SF

Figure 3
Sandblasting pricing table

Figure 4 shows typical subcontract bids for pavement marking. Again, prices in your area may be different.

If you do much repainting, you'll probably want to buy a waterblasting rig. Even if you own the blaster, include a charge in each estimate for the equipment as though you rented it from a rental yard just for that job. Figure the unit costs for waterblasting from Part II of this book, Preparation Costs.

Consider using a waterblasting subcontractor if you don't need the service often. Figure 5 shows some typical rates for waterblasting. Make up a table like this based on quotes from subcontractors in your area. For a more detailed table, see Sandblasting in the Preparation section, page 303.

When you hire a subcontractor, make sure the quoted price includes everything that contractor has to do — all labor, material (with tax, if applicable), equipment,

overhead and profit. Add your overhead and profit percentage to the subcontractor's bid price when you enter that item on the estimate.

Contingencies

Occasionally you'll add a contingency allowance on bids for repaint projects where there are unknowns that can't be forecast before work actually begins. Contingency allowances are rarely needed when estimating new construction. When necessary, the contingency amount is usually from 3 to 5 percent. It can go higher, however, if there are unusual conditions or unknowns that make it hard to produce an accurate estimate. Include a contingency allowance in your estimates only if you have reason to expect:

- An uncertain scope of work (unknown job conditions)
- An inexperienced owner or general contractor
- Incomplete drawings

National Painting Cost Estimator

Pricing rules of thumb:	
Number of parking spaces: Figure on one space per 300 SF of pavement	
Single line striping with light graphics application	\$11.00 per space
Single line striping with heavy graphics application	19.20 per space
Single striping, light graphics and 3' wheel stop	27.30 per space
Single striping, heavy graphics and 3' wheel stop	35.40 per space
<hr/>	
Equipment pricing:	
Simple "inverted spray can" approximate cost	\$248.00
Professional striping machine cost range	5,100 to 5,620
Professional road/highway striper	284,000
<hr/>	
Subcontractor pricing:	
Move on:	\$167.00 to 204.00
<hr/>	
Striping prices:	
Single line striping	\$.50 to .65 per lineal foot
Bike lane striping	.65 to .76 per lineal foot
Fire lane, red curb	.65 to .76 per lineal foot
<hr/>	
Symbol pricing:	
Templates - 8'0" template	\$192.00 to 229.00 each
Arrows	43.50 to 51.00 each
Handicap symbol, one color	17.90 to 24.20 each
two color	32.00 to 38.30 each
No parking fire lane stencil	3.45 to 4.21 each
<hr/>	
Wheel stops:	
3'0" stops	\$24.20 to 30.70 each if pinned on asphalt 32.00 to 38.30 each if glued and pinned
6'0" stops	38.30 to 46.00 each if pinned on asphalt 46.00 to 52.50 each if glued and pinned (add for stops pinned to concrete)
<hr/>	
Signs and posts:	
Sign only 12" x 18"	\$53.60 to 75.40
Post mounted 12" x 18"	141.00 to 194.00
<hr/>	
Pavement markers:	
One way pavement markers	\$11.40 each
Two way pavement markers	15.30 each

Figure 4
Pavement marking pricing table

Minimum charges: \$638.00, scaffolding not included	
Additional insurance: May be required to cover adjacent personal and real property	
Pricing rules of thumb:	
Up to 5,000 PSI blast	4 hour minimum \$141.00/hour
5,000 to 10,000 PSI blast	8 hour minimum \$204.00/hour
10,000 PSI blast	8 hour minimum \$252.00/hour
Wet sandblasting	4 hour minimum \$162.00/hour

Figure 5
Waterblasting pricing table

- Delays in beginning the project
- Owner involvement in supervision
- Below-standard working conditions

heading are divided according to coating material, then by application method, and further into the “Slow,” “Medium,” and “Fast” application rates.

Don't use contingency allowances as a substitute for complete estimates. Include contingency only to cover what can't be estimated, not what you don't have time to estimate accurately.

Column 1: Labor Productivity

This column shows units of work completed per manhour. My estimates assume that painters are experienced and motivated professionals. The labor productivity categories are shown in Figure 6.

Column Headings Defined

Take another look at Figure 2. The heading describes the surface to be coated: the type, texture, and often, condition. Sections within each surface

My experience is that a painting company that can handle larger projects will have highly skilled, better qualified and more productive painters. The estimating tables also assume that repainting a surface usually takes about 35 percent more time than painting newly constructed surfaces. Much of this extra time is spent protecting adjacent areas.

Slow	Medium	Fast
Repaint jobs	New commercial projects	New residential production
Custom painting	Industrial painting	Repetitious painting
Tenant improvements	—	—
Small jobs	Medium-sized jobs	Large projects
Single units	Two to four units	Five or more units
Low production	Average production	High production
High difficulty	Average difficulty	Low difficulty
Poor conditions	Average conditions	Good conditions
High quality	Average quality	Minimum quality
Semi-skilled crew	Skilled crew	Highly skilled crew
No supervision	Some supervision	Good supervision

Figure 6
Labor productivity categories

National Painting Cost Estimator

To establish your company's production levels, ask your field superintendent to monitor the time needed to complete each task and to keep records of crew productivity. You can use the Field Production Times and Rates form on pages 419 and 420 to track your painters' productivity. Make copies of the blank form and have your field superintendent or job foreman give one to each painter on every job. Your superintendent should check the forms frequently to insure they are accurate and kept up to date. Your best guide to productivity on future jobs is productivity on jobs already completed, and this form will help you keep track of your production time. Refer back to Figure 2 on page 7. You can use the results collected on these forms to complete the customized figures row under the "Fast" operation in Figure 2 for every operation in the National Painting Cost Estimator. Examples of how to use Figure 2 are on pages 7 through 9. The more you know about your painters' performance, the more accurate your estimates will be. But don't expect your estimates and actual production to always match exactly. Painters are human beings, not robots. You can't expect them to work at the same rate at all times.

Reduced Productivity

The tables in this book assume no overtime work. Excessive overtime puts a strain on your craftsmen and reduces productivity. A few consecutive days of overtime can drag productivity down to well below average. It's good practice not to assign overtime work on more than two consecutive days.

Work efficiency is also lower when men, materials and equipment are confined in a small area or required to work in cluttered, poorly lit or dirty rooms. Painters need elbow room to work efficiently and get maximum productivity. They're also more productive in a clean environment where they can see what they're doing. It's easier — and safer — to work in a well-lighted area that's relatively clear of debris. If the work area is confined or dirty, reduce estimated productivity accordingly.

Supervision

Supervision expense is not included in the cost tables. Add the cost of supervision to your estimates.

Most supervision is done by foremen. Every crew should have a project foreman designated, usually the most experienced and reliable painter on the job. When not supervising, project foremen should be painting.

Thus the project foreman is a working supervisor. Part of the foreman's time will be productive (applying coatings) and part will be nonproductive (directing the work).

If you have more than three or four jobs going at one time, you need a field superintendent. The field superintendent is the foreman's supervisor. His or her primary responsibility is to be sure that each foreman has the manpower, materials and equipment needed to get the job done. The field superintendent should monitor job progress to be sure manhour productivity and materials used are in line with estimates. Field superintendents usually are not working supervisors; all their time is nonproductive. Figure the field superintendent's salary as overhead expense, because you can't charge his salary to a specific job.

Your project foremen and field superintendent can make or break a job. The better they are, the more work will be done. You want a field superintendent who assigns the right painters to the right foreman, and a foreman who puts the right painters on the right tasks. The most experienced tradesmen should work on tasks that require more skill. Other painters should be used where less skill is needed. The project foreman is also responsible for job safety and quality control.

Your estimates will be more competitive if you can assume high productivity. That's only possible when you have good supervision, from both foremen and superintendent, and motivated crews.

Allowances for Supervision

Supervision isn't considered productive labor. A foreman isn't painting when he's scheduling, organizing a job and instructing his workers. Here are my rule-of-thumb allowances for nonproductive labor on painting jobs.

Custom homes. Allow 2.5 hours of nonproductive supervision for a home up to 1,500 square feet, 3 hours on a home between 1,500 and 2,000 square feet, 4 hours on a custom home between 2,000 and 2,500 square feet, and 5 hours on a larger home.

Model homes in a tract. One hour of nonproductive supervision for each day your crew will be on the job.

Most tract homes. One hour per house.

Higher-quality tract homes. Two hours per house.

Slow application and light coverage (Repaint jobs)	Medium application and medium coverage (Commercial projects)	Fast application and heavy coverage (Residential tracts)
Repaint jobs	Commercial projects	Residential production
Light usage	Moderate usage	Heavy usage
Low absorption	Moderate absorption	High absorption
Light application	Medium application	Heavy application
Low waste	Moderate waste	High waste
Quality paint	Standard paint	Production paint
Semi-skilled painters	Skilled crew	Highly skilled crew

Figure 7
Material coverage rates

Apartments and condos. Allow 1 hour per unit if there are 10 units or less. For 11 to 30 units, allow 0.75 hours of nonproductive time per unit. If there are more than 30 units, allow 0.5 hour per unit.

Nonproductive labor on commercial, industrial, institutional and government projects varies considerably. More complex jobs will require proportionately more nonproductive labor. Use your knowledge based on past experience to estimate supervision either as a percentage of job cost or by the square foot of floor.

Column 2: Material Coverage

The second column in the cost tables shows the estimated material coverage in units (usually square feet or linear feet) per gallon. Figure 7 shows the conditions likely to apply for each of the three material coverage rates. Every condition listed in each of these categories won't necessarily occur on every painting operation. For example, it's possible to have high waste and use low quality paint on a repaint job. But it's more likely that waste will be low and paint quality high on jobs like that.

The "Slow" (repaint) application rate assumes light coverage, "Medium" (commercial project) application rate assumes medium coverage and "Fast" (residential tract) application rate assumes heavy coverage. Light

coverage is typical on "Slow" (repaint) jobs because previously painted surfaces usually absorb 10 to 15 percent less paint than an unpainted surface. All coverage rates are based on paint that's been thinned according to the manufacturer's recommendations.

Of course, coverage varies with the paint you're using and the surface you're painting. Paint manufacturers usually list the recommended coverage rate on the container label. I've listed estimated coverage rates in the tables throughout this book.

Calculating Film Thickness

Many project specifications for commercial, industrial and government jobs identify the coating (film) thickness you have to apply to each surface. The thickness is given in mils, or thousandths of an inch. One mil is 0.001 inch.

The thickness of the dry paint film depends on the percentage of solids in the paint. If you apply a gallon of paint containing 100 percent solids over 1,600 square feet, the dry film will be 1 mil thick — that is, if 100 percent of the paint adheres to the wall. But if there's 10 percent waste (because of paint that's left in the can, on brushes, or spilled), only 90 percent of the material ends up on the surface.

Slow application	Medium application	Fast application
Repaint jobs	Commercial projects	Residential tracts
Low volume	Medium volume	High volume
20% discount	30% discount	40% discount

Figure 8
Material price discounts

Here's a formula for coverage rates that makes it easy to calculate mil thickness, including the waste factor. Coverage rate equals:

$$\frac{\% \text{ of solids} \times 1600}{\text{mil thickness}} \times (1.00 - \text{waste factor})$$

Here's an example. Assume you're applying paint with 40 percent solids (by volume), using a roller. The waste factor is 10 percent. You need a thickness of 5 mils.

Here's the calculation for the coverage rate:

$$\frac{.40 \times 1600}{5} \times (1.00 - .10) = 115.2 \text{ per gallon}$$

You may have to apply several coats to get a thickness of 5 mils. In any case, you'll have to use one gallon of paint for each 115.2 square feet of surface.

Waste Factors

Be sure to consider waste and spillage when you figure coverage rates. Professional painters waste very little paint. They rarely kick over a five-gallon paint bucket. But there's always some waste. My material coverage formulas include a typical waste allowance for each application method, whether it's brush, roller or spray. Of course, actual waste depends on the skill of your painters no matter what application method they use.

These are the waste factors I've built into the tables:

Brush	3 to 5%
Roll	5 to 10%
Airless spray	20 to 25%
Conventional spray.....	25 to 35%

Changes in Paint Formulation

In the late 1970s, the California State Air Resources Board established a "model rule" for lowering the solvent in oil-based paints. They mandated replacing solvent-based paint with water-based formulas. The objective was to lower the amount of solvents escaping into the air. This change in the formulation of oil-based paints is being adopted nationwide.

Changes in paint formulation will affect coverage rates and the cost for non-flat paints. Review actual coverage rates and paint prices and make adjustments where necessary before using the estimates in this book.

Column 3: Material Pricing

The third column in the cost tables shows the cost of materials. The "Slow," "Medium," and "Fast" prices in each table are based on the discounts usually offered by suppliers for volume purchases by contractor customers. The material discounts used in this book are defined in Figure 8.

The more paint a contractor buys over a given period, the greater the discount that contractor can expect. Most paint contractors get a discount of at least 20 percent off retail. Contractors buying in heavy volume usually get discounts that approach 40 percent off retail.

Material Pricing Tables

Figures 9, 10 and 11 show the material prices I've used for each of three application rates throughout this book. In the cost estimating tables each coating is identified by a material number. To find out more about the cost of any of these coatings, refer to the material number listed in Figure 9, 10 or 11.

Material prices at 20% discount

All pricing is based on production grade material purchased in 5 gallon quantities.

	Retail price guide	Contractor price at a 20% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Interior:					
Sealer, off white (wet area walls & ceilings)					
#1 -	Water base	33.35	26.68	33.35	36.02
#2 -	Oil base	42.80	34.24	42.80	46.22
Undercoat (doors, casings and other paint grade wood)					
#3 -	Water base	34.20	27.36	34.20	36.94
#4 -	Oil base	44.75	35.80	44.75	48.33
Flat latex (walls, ceilings & paint grade baseboard)					
#5 -	Water base latex paint	33.35	26.68	33.35	36.02
Acoustic spray-on texture					
#6 -	Primer	26.55	21.24	26.55	28.67
#7 -	Finish	31.95	25.56	31.95	34.51
#8 -	Dripowder mixed (pound)	1.45	1.16	1.45	1.57
Enamel (wet area walls & ceilings and openings)					
#9 -	Water base enamel	49.35	39.48	49.35	53.30
#10 -	Oil base enamel	56.90	45.52	56.90	61.45
System Estimate (cabinets, bookshelves, molding, interior windows)					
#11a -	Wiping stain, oil base	57.00	45.60	57.00	61.56
#11b -	Sanding sealer, lacquer	47.15	37.72	47.15	50.92
#11c -	Lacquer, semi gloss	49.55	39.64	49.55	53.51
#11 -	Stain, seal & 2 coat lacquer SYSTEM				
	Average cost (11a + b + (2 x c))		40.65	50.81	54.87
#12 -	Shellac, clear	65.20	52.16	65.20	70.42
#13 -	Penetrating oil stain	53.60	42.88	53.60	57.89
#14 -	Penetrating stain wax (molding)	46.45	37.16	46.45	50.17
#15 -	Wax, per pound (floors)	17.25	13.80	17.25	18.63
#16 -	Glazing (mottling over enamel)	45.50	36.40	45.50	49.14
#17 -	Spray can, each (HVAC registers)	11.15	8.92	11.15	12.04
Exterior:					
Solid body/color stain (beams, light valance, fascia, overhang, siding, plant-on trim, wood shelves)					
#18 -	Water base stain	45.30	36.24	45.30	48.92
#19 -	Oil base stain	56.40	45.12	56.40	60.91
Semi-transparent stain (beams, siding, T & G ceiling)					
#20 -	Water base stain	46.20	36.96	46.20	49.90
#21 -	Oil base stain	53.95	43.16	53.95	58.27
#22 -	Polyurethane (exterior doors)	78.00	62.40	78.00	84.24
#23 -	Marine spar varnish, flat or gloss (exterior doors)				
	Interior or exterior	81.70	65.36	81.70	88.24

Figure 9

Material prices at 20% discount

Material prices at 20% discount (cont.)

	Retail price guide	Contractor price at a 20% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Exterior enamel (exterior doors & trim)					
#24 - Water base	50.70	40.56	50.70	54.76	54.80
#25 - Oil base	57.90	46.32	57.90	62.53	62.50
Porch & deck enamel - interior or exterior					
#26 - Water base enamel	53.30	42.64	53.30	57.56	57.60
#27 - Oil base enamel	61.65	49.32	61.65	66.58	66.60
#28 - Epoxy, 1 part, water base	67.80	54.24	67.80	73.22	73.20
#29 - Epoxy, 2 part SYSTEM	111.90	89.52	111.90	120.85	120.90
System Estimate (exterior windows)					
#30a - Wiping stain, oil base	52.90	42.32	52.90	57.13	57.10
#30b - Sanding sealer, varnish	59.05	47.24	59.05	63.77	63.80
#30c - Varnish, flat or gloss	74.95	59.96	74.95	80.95	81.00
#30 - Stain, seal & 1 coat varnish SYSTEM					
Average cost (30a + b + c)		49.84	62.30	67.28	67.30
Masonry paint (masonry, concrete, plaster)					
#31 - Water base, flat or gloss	41.50	33.20	41.50	44.82	44.80
#32 - Oil base paint	60.55	48.44	60.55	65.39	65.40
#33 - Block filler	34.35	27.48	34.35	37.10	37.10
#34 - Waterproofing, clear hydro seal	37.55	30.04	37.55	40.55	40.60
Metal primer, rust inhibitor					
#35 - Clean metal	55.30	44.24	55.30	59.72	59.70
#36 - Rusty metal	74.15	59.32	74.15	80.08	80.10
Metal finish, synthetic enamel, gloss, interior or exterior					
#37 - Off white	58.90	47.12	58.90	63.61	63.60
#38 - Colors (except orange/red)	61.40	49.12	61.40	66.31	66.30
Anti-graffiti stain eliminator					
#39 - Water base primer & sealer	45.70	36.56	45.70	49.36	49.40
#40 - Oil base primer & sealer	53.70	42.96	53.70	58.00	58.00
#41 - Polyurethane 2 part SYSTEM	173.45	138.76	173.45	187.33	187.30
Preparation:					
#42 - Caulking, per fluid ounce	0.51	0.41	0.51	0.55	0.55
Paint remover, per gallon					
#43 - Light duty	40.95	32.76	40.95	44.23	44.20
#44 - Heavy duty	51.25	41.00	51.25	55.35	55.40
#45 - Putty, per pound	7.40	5.92	7.40	7.99	8.00
#46 - Silica sand, per pound	0.61	0.49	0.61	0.66	0.66
#47 - Visqueen, 1.5 mil, 12' x 200' roll	49.65	39.72	49.65	53.62	53.60
#48 - Wood filler, per gallon	51.25	41.00	51.25	55.35	55.40

Figure 9 (continued)
Material prices at 20% discount

Material prices at 20% discount (cont.)

	Retail price guide	Contractor price at a 20% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Industrial:					
#49 - Acid wash (muriatic acid)	19.60	15.68	19.60	21.17	21.20
#50 - Aluminum base paint	101.55	81.24	101.55	109.67	109.70
Epoxy coating, 2 part SYSTEM					
#51 - Clear	148.70	118.96	148.70	160.60	160.60
#52 - White	145.35	116.28	145.35	156.98	157.00
Heat resistant enamel					
#53 - 800 to 1200 degree range	138.30	110.64	138.30	149.36	149.40
#54 - 300 to 800 degree range	126.20	100.96	126.20	136.30	136.30
#55 - Industrial bonding & penetrating oil paint	61.35	49.08	61.35	66.26	66.30
Industrial enamel, oil base, high gloss					
#56 - Light colors	60.55	48.44	60.55	65.39	65.40
#57 - Dark (OSHA) colors	72.50	58.00	72.50	78.30	78.30
#58 - Industrial waterproofing	49.70	39.76	49.70	53.68	53.70
#59 - Vinyl coating (tanks)	140.00	112.00	140.00	151.20	151.20
Wallcovering:					
Ready-mix:					
#60 - Light-weight vinyl (gal)	13.30	10.64	13.30	14.36	14.40
#61 - Heavy weight vinyl (gal)	15.10	12.08	15.10	16.31	16.30
#62 - Cellulose, clear (gal)	16.05	12.84	16.05	17.33	17.30
#63 - Vinyl to vinyl (gal)	23.30	18.64	23.30	25.16	25.20
#64 - Powdered cellulose, 2 - 4 ounces	7.80	6.24	7.80	8.42	8.40
#65 - Powdered vinyl, 2 - 4 ounces	9.35	7.48	9.35	10.10	10.10
#66 - Powdered wheat paste, 2-4 ounces	7.15	5.72	7.15	7.72	7.70
Note: Typically, powdered paste is in 2 to 4 ounce packages which will adhere 6 to 12 rolls of wallcovering.					

Figure 9 (continued)
Material prices at 20% discount

Material prices at 30% discount

	Retail price guide	Contractor price at a 30% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Interior:					
Sealer, off white (wet area walls & ceilings)					
#1 -	Water base	33.35	23.35	29.19	31.53
#2 -	Oil base	42.80	29.96	37.45	40.45
Undercoat (doors, casings and other paint grade wood)					
#3 -	Water base	34.20	23.94	29.93	32.32
#4 -	Oil base	44.75	31.33	39.16	42.29
Flat latex (walls, ceilings & paint grade baseboard)					
#5 -	Water base latex paint	33.35	23.35	29.19	31.53
Acoustic spray-on texture					
#6 -	Primer	26.55	18.59	23.24	25.10
#7 -	Finish	31.95	22.37	27.96	30.20
#8 -	Dripowder mixed (pound)	1.45	1.02	1.28	1.38
Enamel (wet area walls & ceilings and openings)					
#9 -	Water base enamel	49.35	34.55	43.19	46.65
#10 -	Oil base enamel	56.90	39.83	49.79	53.77
System Estimate (cabinets, bookshelves, molding, interior windows)					
#11a -	Wiping stain, oil base	57.00	39.90	49.88	53.87
#11b -	Sanding sealer, lacquer	47.15	33.01	41.26	44.56
#11c -	Lacquer, semi gloss	49.55	34.69	43.36	46.83
#11 -	Stain, seal & 2 coat lacquer SYSTEM				
	Average cost (11a + b + (2 x c))		35.57	44.46	48.02
#12 -	Shellac, clear	65.20	45.64	57.05	61.61
#13 -	Penetrating oil stain	53.60	37.52	46.90	50.65
#14 -	Penetrating stain wax (molding)	46.45	32.52	40.65	43.90
#15 -	Wax, per pound (floors)	17.25	12.08	15.10	16.31
#16 -	Glazing (mottling over enamel)	45.50	31.85	39.81	42.99
#17 -	Spray can, each (HVAC registers)	11.15	7.81	9.76	10.54
Exterior:					
Solid body/color stain (beams, light valance, fascia, overhang, siding, plant-on trim, wood shelves)					
#18 -	Water base stain	45.30	31.71	39.64	42.81
#19 -	Oil base stain	56.40	39.48	49.35	53.30
Semi-transparent stain (beams, siding, T & G ceiling)					
#20 -	Water base stain	46.20	32.34	40.43	43.66
#21 -	Oil base stain	53.95	37.77	47.21	50.99
#22 -	Polyurethane (exterior doors)	78.00	54.60	68.25	73.71
#23 -	Marine spar varnish, flat or gloss (exterior doors)				
	Interior or exterior	81.70	57.19	71.49	77.21

Figure 10
Material prices at 30% discount

Material prices at 30% discount (cont.)

	Retail price guide	Contractor price at a 30% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Exterior enamel (exterior doors & trim)					
#24 - Water base	50.70	35.49	44.36	47.91	47.90
#25 - Oil base	57.90	40.53	50.66	54.71	54.70
Porch & deck enamel - interior or exterior					
#26 - Water base enamel	53.30	37.31	46.64	50.37	50.40
#27 - Oil base enamel	61.65	43.16	53.95	58.27	58.30
#28 - Epoxy, 1 part, water base	67.80	47.46	59.33	64.08	64.10
#29 - Epoxy, 2 part SYSTEM	111.90	78.33	97.91	105.74	105.70
SYSTEM ESTIMATE (exterior windows)					
#30a - Wiping stain, oil base	52.90	37.03	46.29	49.99	50.00
#30b - Sanding sealer, varnish	59.05	41.34	51.68	55.81	55.80
#30c - Varnish, flat or gloss	74.95	52.47	65.59	70.84	70.80
#30 - Stain, seal & 1 coat varnish SYSTEM					
Average cost (30a + b + c))		43.61	54.51	58.87	58.90
Masonry paint (masonry, concrete, plaster)					
#31 - Water base, flat or gloss	41.50	29.05	36.31	39.21	39.20
#32 - Oil base paint	60.55	42.39	52.99	57.23	57.20
#33 - Block filler	34.35	24.05	30.06	32.46	32.50
#34 - Waterproofing, clear hydro seal	37.55	26.29	32.86	35.49	35.50
Metal primer, rust inhibitor					
#35 - Clean metal	55.30	38.71	48.39	52.26	52.30
#36 - Rusty metal	74.15	51.91	64.89	70.08	70.10
Metal finish, synthetic enamel, gloss, interior or exterior					
#37 - Off white	58.90	41.23	51.54	55.66	55.70
#38 - Colors (except orange/red)	61.40	42.98	53.73	58.03	58.00
Anti-graffiti stain eliminator					
#39 - Water base primer & sealer	45.70	31.99	39.99	43.19	43.20
#40 - Oil base primer & sealer	53.70	37.59	46.99	50.75	50.80
#41 - Polyurethane 2 part SYSTEM	173.45	121.42	151.78	163.92	163.90
Preparation:					
#42 - Caulking, per fluid ounce	0.51	0.36	0.45	0.49	0.49
Paint remover, per gallon					
#43 - Light duty	40.95	28.67	35.84	38.71	38.70
#44 - Heavy duty	51.25	35.88	44.85	48.44	48.40
#45 - Putty, per pound	7.40	5.18	6.48	7.00	7.00
#46 - Silica sand, per pound	0.61	0.43	0.54	0.58	0.58
#47 - Visqueen, 1.5 mil, 12' x 200' roll	49.65	34.76	43.45	46.93	46.90
#48 - Wood filler, per gallon	51.25	35.88	44.85	48.44	48.40

Figure 10 (continued)
Material prices at 30% discount

Material prices at 30% discount (cont.)

	Retail price guide	Contractor price at a 30% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Industrial:					
#49 - Acid wash (muriatic acid)	19.60	13.72	17.15	18.52	18.50
#50 - Aluminum base paint	101.55	71.09	88.86	95.97	96.00
Epoxy coating, 2 part SYSTEM					
#51 - Clear	148.70	104.09	130.11	140.52	140.50
#52 - White	145.35	101.75	127.19	137.37	137.40
Heat resistant enamel					
#53 - 800 to 1200 degree range	138.30	96.81	121.01	130.69	130.70
#54 - 300 to 800 degree range	126.20	88.34	110.43	119.26	119.30
#55 - Industrial bonding & penetrating oil paint	61.35	42.95	53.69	57.99	58.00
Industrial enamel, oil base, high gloss					
#56 - Light colors	60.55	42.39	52.99	57.23	57.20
#57 - Dark (OSHA) colors	72.50	50.75	63.44	68.52	68.50
#58 - Industrial waterproofing	49.70	34.79	43.49	46.97	47.00
#59 - Vinyl coating (tanks)	140.00	98.00	122.50	132.30	132.30
Wallcovering:					
Ready-mix:					
#60 - Light-weight vinyl (gal)	13.30	9.31	11.64	12.57	12.60
#61 - Heavy weight vinyl (gal)	15.10	10.57	13.21	14.27	14.30
#62 - Cellulose, clear (gal)	16.05	11.24	14.05	15.17	15.20
#63 - Vinyl to vinyl (gal)	23.30	16.31	20.39	22.02	22.00
#64 - Powdered cellulose, 2 - 4 ounces	7.80	5.46	6.83	7.38	7.40
#65 - Powdered vinyl, 2 - 4 ounces	9.35	6.55	8.19	8.85	8.90
#66 - Powdered wheat paste, 2-4 ounces	7.15	5.01	6.26	6.76	6.80

Note: Typically, powdered paste is in 2 to 4 ounce packages which will adhere 6 to 12 rolls of wallcovering.

Figure 10 (continued)
Material prices at 30% discount

Material prices at 40% discount

	Retail price guide	Contractor price at a 40% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Interior:					
Sealer, off white (wet area walls & ceilings)					
#1 -	Water base	33.35	20.01	25.01	27.01
#2 -	Oil base	42.80	25.68	32.10	34.70
Undercoat (doors, casings and other paint grade wood)					
#3 -	Water base	34.20	20.52	25.65	27.70
#4 -	Oil base	44.75	26.85	33.56	36.24
Flat latex (walls, ceilings & paint grade baseboard)					
#5 -	Water base latex paint	33.35	20.01	25.01	27.01
Acoustic spray-on texture					
#6 -	Primer	26.55	15.93	19.91	21.50
#7 -	Finish	31.95	19.17	23.96	25.88
#8 -	Dripowder mixed (pound)	1.45	0.87	1.09	1.18
Enamel (wet area walls & ceilings and openings)					
#9 -	Water base enamel	49.35	29.61	37.01	39.97
#10 -	Oil base enamel	56.90	34.14	42.68	46.09
System Estimate (cabinets, bookshelves, molding, interior windows)					
#11a -	Wiping stain, oil base	57.00	34.20	42.75	46.17
#11b -	Sanding sealer, lacquer	47.15	28.29	35.36	38.19
#11c -	Lacquer, semi gloss	49.55	29.73	37.16	40.13
#11 -	Stain, seal & 2 coat lacquer SYSTEM				
	Average cost (11a + b + (2 x c))		30.49	38.11	41.16
#12 -	Shellac, clear	65.20	39.12	48.90	52.81
#13 -	Penetrating oil stain	53.60	32.16	40.20	43.42
#14 -	Penetrating stain wax (molding)	46.45	27.87	34.84	37.63
#15 -	Wax, per pound (floors)	17.25	10.35	12.94	13.98
#16 -	Glazing (mottling over enamel)	45.50	27.30	34.13	36.86
#17 -	Spray can, each (HVAC registers)	11.15	6.69	8.36	9.03
Exterior:					
Solid body/color stain (beams, light valance, fascia, overhang, siding, plant-on trim, wood shelves)					
#18 -	Water base stain	45.30	27.18	33.98	36.70
#19 -	Oil base stain	56.40	33.84	42.30	45.70
Semi-transparent stain (beams, siding, T & G ceiling)					
#20 -	Water base stain	46.20	27.72	34.65	37.42
#21 -	Oil base stain	53.95	32.37	40.46	43.70
#22 -	Polyurethane (exterior doors)	78.00	46.80	58.50	63.18
#23 -	Marine spar varnish, flat or gloss (exterior doors)				
	Interior or exterior	81.70	49.02	61.28	66.18

Figure 11
Material prices at 40% discount

Material prices at 40% discount (cont.)

	Retail price guide	Contractor price at a 40% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Exterior enamel (exterior doors & trim)					
#24 - Water base	50.70	30.42	38.03	41.07	41.10
#25 - Oil base	57.90	34.74	43.43	46.90	46.90
Porch & deck enamel - interior or exterior					
#26 - Water base enamel	53.30	31.98	39.98	43.18	43.20
#27 - Oil base enamel	61.65	36.99	46.24	49.94	49.90
#28 - Epoxy, 1 part, water base	67.80	40.68	50.85	54.92	54.90
#29 - Epoxy, 2 part SYSTEM	111.90	67.14	83.93	90.64	90.60
System Estimate (exterior windows)					
#30a - Wiping stain, oil base	52.90	31.74	39.68	42.85	42.90
#30b - Sanding sealer, varnish	59.05	35.43	44.29	47.83	47.80
#30c - Varnish, flat or gloss	74.95	44.97	56.21	60.71	60.70
#30 - Stain, seal & 1 coat varnish SYSTEM Average cost (30a + b + c))		37.38	46.73	50.47	50.50
Masonry paint (masonry, concrete, plaster)					
#31 - Water base, flat or gloss	41.50	24.90	31.13	33.62	33.60
#32 - Oil base paint	60.55	36.33	45.41	49.04	49.00
#33 - Block filler	34.35	20.61	25.76	27.82	27.80
#34 - Waterproofing, clear hydro seal	37.55	22.53	28.16	30.41	30.40
Metal primer, rust inhibitor					
#35 - Clean metal	55.30	33.18	41.48	44.80	44.80
#36 - Rusty metal	74.15	44.49	55.61	60.06	60.10
Metal finish, synthetic enamel, gloss, interior or exterior					
#37 - Off white	58.90	35.34	44.18	47.71	47.70
#38 - Colors (except orange/red)	61.40	36.84	46.05	49.73	49.70
Anti-graffiti stain eliminator					
#39 - Water base primer & sealer	45.70	27.42	34.28	37.02	37.00
#40 - Oil base primer & sealer	53.70	32.22	40.28	43.50	43.50
#41 - Polyurethane 2 part SYSTEM	173.45	104.07	130.09	140.50	140.50
Preparation:					
#42 - Caulking, per fluid ounce	0.51	0.31	0.39	0.42	0.42
Paint remover, per gallon					
#43 - Light duty	40.95	24.57	30.71	33.17	33.20
#44 - Heavy duty	51.25	30.75	38.44	41.52	41.50
#45 - Putty, per pound	7.40	4.44	5.55	5.99	6.00
#46 - Silica sand, per pound	0.61	0.37	0.46	0.50	0.50
#47 - Visqueen, 1.5 mil, 12' x 200' roll	49.65	29.79	37.24	40.22	40.20
#48 - Wood filler, per gallon	51.25	30.75	38.44	41.52	41.50

Figure 11 (continued)
Material prices at 40% discount

Material prices at 40% discount (cont.)

	Retail price guide	Contractor price at a 40% discount	Add 15% sundries & 10% escalation	Price with sales tax at 8%	Estimating prices with tax
Industrial:					
#49 - Acid wash (muriatic acid)	19.60	11.76	14.70	15.88	15.90
#50 - Aluminum base paint	101.55	60.93	76.16	82.25	82.30
Epoxy coating, 2 part SYSTEM					
#51 - Clear	148.70	89.22	111.53	120.45	120.50
#52 - White	145.35	87.21	109.01	117.73	117.70
Heat resistant enamel					
#53 - 800 to 1200 degree range	138.30	82.98	103.73	112.03	112.00
#54 - 300 to 800 degree range	126.20	75.72	94.65	102.22	102.20
#55 - Industrial bonding & penetrating oil paint	61.35	36.81	46.01	49.69	49.70
Industrial enamel, oil base, high gloss					
#56 - Light colors	60.55	36.33	45.41	49.04	49.00
#57 - Dark (OSHA) colors	72.50	43.50	54.38	58.73	58.70
#58 - Industrial waterproofing	49.70	29.82	37.28	40.26	40.30
#59 - Vinyl coating (tanks)	140.00	84.00	105.00	113.40	113.40
Wallcovering:					
Ready-mix:					
#60 - Light-weight vinyl (gal)	13.30	7.98	9.98	10.78	10.80
#61 - Heavy weight vinyl (gal)	15.10	9.06	11.33	12.24	12.20
#62 - Cellulose, clear (gal)	16.05	9.63	12.04	13.00	13.00
#63 - Vinyl to vinyl (gal)	23.30	13.98	17.48	18.88	18.90
#64 - Powdered cellulose, 2 - 4 ounces	7.80	4.68	5.85	6.32	6.30
#65 - Powdered vinyl, 2 - 4 ounces	9.35	5.61	7.01	7.57	7.60
#66 - Powdered wheat paste, 2-4 ounces	7.15	4.29	5.36	5.79	5.80
Note: Typically, powdered paste is in 2 to 4 ounce packages which will adhere 6 to 12 rolls of wallcovering.					

Figure 11 (continued)
Material prices at 40% discount

National Painting Cost Estimator

Figure 9 shows prices at a 20 percent discount off retail. It applies to “Slow” work and assumes light coverage on a previously painted surface. These costs would be typical for a lower-volume company handling mostly repaint or custom work.

Figure 10 reflects a 30 percent discount. It applies to “Medium” work and assumes medium coverage, as in commercial work.

Figure 11 is the 40 percent discount table. It applies to “Fast” work and assumes heavier coverage typically required on unpainted surfaces in new construction. This discount is usually available only to large, high-volume painting companies that purchase materials in large quantities.

Here’s an explanation of the columns in Figures 9, 10 and 11:

Retail price guide: This is an average based on a survey of up to a dozen paint manufacturers or distributors, for standard grade, construction-quality paint, purchased in five gallon quantities.

Material pricing and discount percentages will vary from supplier to supplier and from area to area. Always keep your supplier’s current price list handy. It should show your current cost for all the coatings and supplies you use. Also post a list of all suppliers, their phone numbers, and the salesperson’s name beside your phone.

Prices change frequently. Paint quality, your supplier’s discount programs, their marketing strategy and competition from other paint manufacturers will influence the price you pay. Never guess about paint prices — especially about less commonly used coatings. Don’t assume that a product you haven’t used before costs about the same as similar products. It might not. A heavy-duty urethane finish, for example, will cost about twice as much as a heavy-duty vinyl coating. If you don’t know that, your profit for the job can disappear very quickly.

Prices at discount: The retail price, less the appropriate discount.

Allowance for sundries: It’s not practical to figure the cost of every sheet of sandpaper and every rag you’ll use on a job. And there’s no way to accurately

predict how many jobs you’ll get out of each brush or roller pole, roller handle, ladder, or drop cloth. But don’t let that keep you from including an allowance for these important costs in your estimates. If you leave them out, it’s the same as estimating the cost of those items as zero. That’s a 100 percent miss. Too many of those, and you’re out of the painting business. It’s better to estimate any amount than to omit some costs entirely.

Figure 12 is a sundries inventory checklist. Use it to keep track of the actual cost of expendable tools and equipment.

I’ve added 15 percent to the paint cost to cover expendable tools and supplies. This is enough for sundries on most jobs. There is one exception, however. On repaint jobs where there’s extensive prep work, the cost of sundries may be more than 15 percent of the paint cost. When preparation work is extensive, figure the actual cost of supplies. Then add to the estimate that portion of the sundries cost that exceeds 15 percent of the paint cost. You might have to double the normal sundries allowance. When it comes to prep work, make sure your estimate covers all your supplies.

Price with sales tax at 8 percent: This column increases the material cost, including sundries, by 8 percent to cover sales tax. If sales tax in your area is more or less than 8 percent, you can adjust the material cost, or use the price that’s closest to your actual cost.

In most cases contractors have to pay sales tax. If you don’t pay the tax yourself, you may have to collect it from the building owner or general contractor and remit it to the state taxing authority. In either case, include sales tax in your estimate.

Estimating prices with tax: The figures in the last column of Figures 9 through 11 are rounded to the nearest dime unless the total is under a dollar. Those prices are rounded to the nearest penny.

This system for pricing materials isn’t exact. But it’s quick, easy and flexible. Compare your current material costs with costs in Figures 9, 10 and 11. If your costs are more than a few percent higher or lower than my costs, make a note on the blank line below “Fast” in the estimating tables.

Sundry Inventory Checklist									
Suppliers: <u>D-Dumphy Paints</u>									
<u>F-Fisher Paints</u>									
<u>S-Superior Paints</u>									
<u>P-Pioneer Paints</u>									
Supplier	Product number	Product	Inventory quantity	Unit	Cost	7/21	7/27	8/2	8/10
D	# —	Bender paint pads	3	Each	\$ 5.25				
D	#792	Brush - 3" nylon Peacock	2	Each	\$ 27.80		1		
D	#783	Brush - 4" nylon Scooter	2	Each	\$ 41.20			1	
D	#115	Brush - 5" nylon Pacer	2	Each	\$ 69.90			1	
D	#784	Brush - 3" bristle	2	Each	\$ 25.80			1	
D	#2170	Caulking bags	2	Each	\$ 5.57				
D	Latex	Caulking-DAP Acrylic latex	12	Each	\$ 2.94		12		
D	#2172	Caulking gun (Newborn)	2	Each	\$ 10.50		1		
P	# —	Hydraulic fluid	2	Qt	\$ 11.92				
P	# —	Lemon oil	2	Pint	\$ 5.96		1		
F	# —	Masking paper 18" wide	3	Roll	\$ 30.50				
F	Anchor	Masking tape 1 1/2"	24	Roll	\$ 4.46		12		12
P	#2176	Lacquer - 5 gallons	2	5's	\$ 135.00			1	
P	#2173	Sanding sealer - 5 gallons	2	5's	\$ 129.00		1		
P	#9850	Resin sealer - 5 gallons	2	5's	\$ 116.00				
P	#131	PVA sealer (clear) - 5 gallons	2	5's	\$ 122.00		1		
F	#8500	Particle masks 100/box	1	Box	\$ 20.00			1	
P	# —	Putty (Crawfords)	3	Qt	\$ 13.50		2		
F	#R-10	Respirators	1	Each	\$ 55.70				1
F	#R-49	Respirator cartridges 20/box	2	Box	\$ 64.70				
F	#R-51	Respirator filters 20/box	2	Box	\$ 46.20			1	
P	# —	Rags - 10 pound sack	2	Sack	\$ 33.20				
F	#AR 691	Roller covers 9" x 3/4"	6	Each	\$ 6.14		2		
F	#AR 692	Roller covers 9" x 3/8"	6	Each	\$ 6.27	3			2
F	#AR 671	Roller covers 7" x 3/4"	3	Each	\$ 5.09			1	
F	#AR 672	Roller covers 7" x 3/8"	3	Each	\$ 5.57		1		

Figure 12
Sundry inventory checklist

National Painting Cost Estimator

Supplier	Product number	Product	Inventory quantity	Unit	Cost	7/21	7/27	8/2	8/10
F	#AR 611	Roller covers mini	3	Each	\$ 4.28			1	
F	#95	Roller frames 9"	6	Each	\$ 7.89	1	2		
F	#75	Roller frames 7"	5	Each	\$ 7.62	3		3	
F	#TSR	Roller frames mini	2	Each	\$ 4.41				
D	#40	Roller poles 4' wood tip	3	Each	\$ 3.89		1		
D	#10	Roller poles 6' wood tip	10	Each	\$ 6.02			2	
P	# 1	Roller pole tips metal	2	Each	\$ 4.82			2	
P	# —	Sandpaper (120C production)	2	Slve	\$ 71.80				1
P	# —	Sandpaper (220A trimite)	2	Slve	\$ 55.80				
P	# —	Sandpaper (220A garnet)	1	Slve	\$ 50.80		1		
D	# —	Spackle (Synkloid)	3	Qt	\$ 7.83	1		1	
D	#42/61	Spray bombs (black ^b /white ^w)	12	Each	\$ 4.56	^b 12			^w 12
F	# —	Spray gun tips #3 or #4	10	Each	\$ 11.30			3	
F	#2762	Spray gun couplers	10	Each	\$ 3.08			5	
F	#S-71	Spray socks 48/box	1	Box	\$ 24.60				
D	#5271	Stip fill	1	Gal	\$ 13.20			1	
D	#5927	Strainer bags	2	Each	\$ 2.14	1			
D	#JT-21	Staples - 5/16"	2	Box	\$ 3.48				
P	50 Gal	Thinner, lacquer	1	Drum	\$ 618.00				
P	50 Gal	Thinner, paint	1	Drum	\$ 308.00				1
P	# —	Thinner, shellac (alcohol)	1	Gal	\$ 14.44				
D	# —	Visqueen 1.5 mil 12' x 200'	3	Roll	\$ 36.10				
D	#5775	Work pots (2 gal. plastic)	3	Each	\$ 4.15		1		2
	#				\$				
	#				\$				
	#				\$				
	#				\$				
		Order date:				7/21	7/27	8/2	8/10
		Ordered by: (initials)				jj	jj	jj	jj
		Purchase order no.				0352	0356	0361	0371

Figure 12 (continued)
Sundry inventory checklist

	Residential Wallcovering				Commercial Wallcovering				Flexible Wood Wallcovering			
Production Rate	Computer Program Crew Code	Labor Cost per Hour	Labor Burden per Hour	Labor Cost + Burden	Computer Program Crew Code	Labor Cost per Hour	Labor Burden per Hour	Labor Cost + Burden	Computer Program Crew Code	Labor Cost per Hour	Labor Burden per Hour	Labor Cost + Burden
Slow	1W	\$22.50	\$5.40	\$27.90	4W	\$21.50	\$5.16	\$26.66	7W	\$22.00	\$5.28	\$27.28
Medium	2W	29.00	8.38	37.38	5W	27.50	7.95	35.45	8W	28.25	8.16	36.41
Fast	3W	35.50	12.53	45.03	6W	33.50	11.83	45.33	9W	34.50	12.18	46.68

Figure 13
Hourly wage rates for wallcovering application

Price Escalation

Escalation is the change in prices between the time you bid a job and the time you pay for labor and materials. Painting contractors seldom include escalation clauses in their bids because they don't expect lengthy delays. That's why escalation isn't included as a separate item in the estimating forms, Figures 18 and 19.

Any minor price escalation will be covered by the 15 percent added to material prices for sundries. But don't rely on that small cushion to absorb major inflationary cost increases. Plan ahead if prices are rising. In that case, add 10% of your material costs as an escalation factor and include this figure as a separate line item in the estimate.

Many formal construction contracts include an escalator clause that allows the contractor to recover for cost increases during the time of construction — especially if there was an unreasonable delay through no fault of the subcontractor. This clause may give you the right to collect for increases in both labor and material costs.

If work is delayed after you've been awarded the contract, you may be able to recover for cost increases under the escalator clause. This is more likely on public projects than on private jobs. Also, if there's a significant delay due to weather, you may have a good argument for adjusting the contract amount.

You can protect yourself against escalation if you include an expiration date on your bids. If the contract award is delayed beyond your expiration date, you can review your costs and make necessary adjustments.

But be careful here. Increase the bid too much and you'll probably lose the contract. So raise your bid only if necessary, and then only by the amount of the actual cost increases. Don't try to make a killing on the job just because the bid prices have expired.

Column 4: Labor Cost

Column 4 in Figure 2 on page 7 shows the labor cost per unit. This figure is based on the productivity rate in column 1 and the wage rate in Figure 1. The wage rate for "Slow" (repaint) work is assumed to be \$23.00 per hour. The wage rate for "Medium" (commercial) work is \$29.50 per hour. The wage rate for "Fast" (residential tract) work is \$36.00 per hour. Wage rates for wallcovering are different (Figure 13).

Wage Rates Vary

Wages vary from city to city. Recently I saw a survey of hourly union rates for painters in U.S. cities. The lowest rate shown was \$17.91 an hour for painters in Raleigh, North Carolina. The highest rate was \$46.15 for painters in Nome, Alaska. You might ask, "Why don't all the painters in Raleigh move to Nome?"

I don't know the answer, except to suggest that painters aren't starving in Raleigh. Nor are they getting rich in Nome. Working conditions and the cost of living are very different in those two cities. However, on private jobs using non-union tradesmen, wage rates usually don't vary as much from city to city. The wage you pay depends on the demand for painting and how many painters are available for work.

National Painting Cost Estimator

Wages also change over time. For example, wage rates increased between 2009 and 2019. The national average union wage (including fringes) for painters in large cities went from \$34.62 in 2009 to \$37.82 per hour in 2019. In 2019, the average union wage for commercial work increased to as high as \$52.69 per hour. Always base your estimates on the actual wages you'll pay your **most experienced** painters.

Wages for Higher Skilled Specialists

Wages also vary with a workers' skill, dependability and with job difficulty. Generally higher paid painters are more productive than lower paid painters. Here's a chart to determine how much more per hour to estimate for supervision and for painting and surface preparation specialists. These figures are in addition to the basic journeyman rate.

Foremen	\$2.00 to 6.00
Field superintendents	\$9.00 to 12.00
Swing stage brush painters, spray painters, or paperhangers	\$1.00
Iron, steel and bridge painters (ground work)	\$2.00
Sandblasters, iron, steel, or bridge painters (swing stage)	\$4.00
Steeplejacks	\$5.00

Most government and defense painting contracts require compliance with the Davis Bacon Act, which specifies that contractors pay at least the prevailing wage for each trade in the area where the job is located.

Calculate Your Labor Rate

Use the wage rate in Figure 1 (\$23.00, \$29.50 or \$36.00 for "Slow," "Medium," or "Fast") that's appropriate for your company. Or, use a rate somewhere in between the rates listed. If you use your own wage rate, divide the hourly wage by the labor productivity (such as square feet per manhour in column 1). That's your labor cost per unit. Multiply by 100 if the units used are 100 linear feet or 100 square feet. ($\$22 \div 400 \times 100 = \5.50 .)

Column 5: Labor Burden

For each dollar of wages your company pays, at least another 28 cents has to be paid in payroll tax and for insurance. That's part of your labor burden. The rest is fringe benefits such as vacation pay, health benefits and pension plans.

Federal taxes are the same for all employers. State taxes vary from state to state. Fringe benefits vary the most. Generally, larger companies with more skilled painters offer considerably more fringe benefits than smaller companies.

In the estimating tables, the labor burden percentage varies with the application rate. For "Slow" (repaint) work, it's assumed to be 24.0 percent of \$23.00 or \$5.52 per hour. For "Medium" (commercial) work, the estimating tables use 28.90 percent of \$29.50 or \$8.53 per hour. For "Fast" (residential tract) work, the labor burden is 35.3 percent of \$36.00 or \$12.71 per hour.

Figure 14 shows how the labor burden percentages were compiled for each application rate.

FICA — Social Security tax: This is the portion paid by employers and is set by federal law. A similar amount is withheld from each employee's wage and deposited with a Federal Reserve bank by the employer.

FUTA — Federal Unemployment Insurance tax: Paid entirely by the employer and set by federal law. No portion is deducted from employee wages.

SUI — State Unemployment Insurance: Varies from state to state.

WCI — Workers' Compensation Insurance: Provides benefits for employees in case of injury on the job. Workers' comp is required by state law. Rates vary by state, job description and the loss experience of the employer.

Liab. Ins. — Liability Insurance: Covers injury or damage done to the public by employees. Comprehensive contractor's liability insurance includes current operations, completed operations, bodily injury, property damage, protective and contractual coverages with a \$1,000,000 policy limit.

	Fixed burden					Fringe benefits					
	FICA	FUTA	SUI	WCI	Liab. Ins.	Vac	Med	Life	Pension	Training	Total
Slow	7.65%	0.6%	3.0%	5.5%	6.25%	0	1.0%	0	0	0	24.00%
Medium	7.65%	0.6%	4.5%	6.5%	6.65%	.5%	2.0%	.25%	.25%	0	28.90%
Fast	7.65%	0.6%	6.0%	8.5%	7.05%	1.5%	3.0%	.25%	0.5%	.25%	35.30%

Figure 14
Labor burden percentages

Fringe benefits: *Vac* is vacation pay. *Med* is medical insurance. *Life* is life insurance contribution. *Pension* is a pension plan contribution. *Training* is an apprentice training fund.

Vacation, life, pension and training payments depend on the agreement between employers and employees. These are voluntary contributions if not required by a collective bargaining agreement. Smaller companies are less likely to provide these benefits. The cost of fringe benefits in a painting company can range from zero to more than 10 percent of wages.

Column 6: Material Cost per Unit

This column is the result of dividing column 3 (material cost) by column 2 (material coverage) for each application rate. For example, in Figure 2 in the “Medium” row, a material cost of \$31.50 is divided by material coverage of 275, then multiplied by 100 to arrive at \$11.45 per 100 square feet. That’s the figure listed for “Medium” in column 6.

Column 7: Overhead

The overhead rate for “Slow” (repaint) jobs is assumed to be 19 percent. For “Medium” (commercial projects), overhead is 25 percent. For “Fast” (residential tracts), overhead is 31 percent. The overhead cost per unit in each row is calculated by adding the labor cost per unit, labor burden per unit, and material cost per unit and then multiplying by the appropriate overhead percentage.

There are two types of overhead, direct overhead and indirect overhead. Only indirect overhead is included in the “Overhead” column of the estimating cost tables. Enter your direct overhead costs on a separate line on your take-off sheet.

Direct overhead is job site overhead, expenses you charge to a specific job. Examples include performance bonds, special insurance premiums, or rental of a job site storage trailer. These expenses are not included in the estimating tables and have to be added to your estimates. On many jobs, there may be little or no direct overhead.

Indirect overhead is office overhead, expenses that aren’t related to any particular job and that tend to continue whether the volume of work increases or decreases. Examples are non-trade salaries, office rent, vehicles, sales and financial expenses, insurance, taxes and licenses.

The percentage of income spent on overhead is assumed to be lower for high volume companies and higher for low volume companies. A large company working many projects at the same time can spread overhead costs over many projects — charging a smaller percentage of overhead to each job. The more jobs, the lower the overhead per job — assuming overhead doesn’t increase faster than business volume.

On the other hand, a small business may have to absorb all overhead on a single job. Even painting contractors who work out of their homes have overhead expenses.

National Painting Cost Estimator

Here's one overhead expense every paint contractor has and that you might overlook: the cost of estimating jobs. That's part of the salary cost of the employee who does the estimating.

Figure Overhead Carefully

Estimating indirect (office) overhead isn't as easy as estimating labor and material. There aren't as many clear-cut answers. That's why indirect overhead is often underestimated. Don't make that mistake in your estimates. Underestimating overhead is the same as giving up part of your profit. After all, indirect overhead expenses are real costs, just like paint, labor and taxes.

In large painting companies, management accumulates indirect overhead costs and translates them into a percentage the estimator should add to the costs of each job. In smaller companies, the estimator should keep a record of indirect overhead expenses. With a good record of overhead expense, you can calculate your overhead percentage for future periods very accurately. Then it's easy to add a percentage for indirect overhead costs into your estimate.

Computing Your Overhead Percentage

Here's how to decide which overhead rate to use in the cost estimating tables:

- 1) List all your overhead expenses for at least the last six months; a year would be better. You need overhead cost information that goes back far enough to eliminate the effect of seasonal changes in business volume

If your company is new, estimate your annual overhead by projecting overhead costs for the first full year. For example, if you've been in business for five months and overhead has been \$5,500 so far, you can expect annual overhead to be about \$13,200 (\$5,500 divided by 5 and multiplied by 12).

- 2) Here's how to calculate your indirect overhead percentage:

$$\frac{\text{Annual indirect overhead}}{\text{Annual job expenses}} = \text{Overhead \%}$$

Calculate your indirect overhead by adding together your real (or anticipated) annual expenses for the following:

Salaries. Include what you pay for all employees except trade workers, plus payroll-related expenses for all employees.

Office and shop expense. Rent or mortgage, utilities, furniture and equipment, maintenance, office supplies and postage, storage sheds, warehouses, fences or yard maintenance.

Vehicles. Lease or purchase payments, maintenance, repairs and fuel.

Sales promotion. Advertising, entertainment and sales-related travel.

Taxes. Property tax and income tax, and sales tax (if not included in your material prices).

Licenses. Contractor's and business licenses.

Insurance. General liability, property and vehicle policies.

Interest expense. Loan interest and bank charges. Also consider loss of interest on payments retained by the general contractor until the job is finished.

Miscellaneous expenses. Depreciation and amortization on building and vehicles, bad debts, legal and accounting fees, and educational expenses.

Direct overhead is easier to figure. It's all job expenses except tradesman labor, payroll taxes and insurance, materials, equipment, subcontracts, and contingency expenses. Permits, bonds, fees and special insurance policies for property owners are also examples of direct overhead. Add the direct overhead expense on the appropriate lines in your estimate. Direct overhead is not included in the estimating tables in this manual.

Field Equipment May Be Part of Overhead

As you may have noticed, there's no equipment cost column in the estimating tables. Instead, field equipment expense is included in the overhead percentage for "Fast" and "Medium" work but not "Slow" work.

Equipment Rental Rates

Use the following rates only as a guide. They may not be accurate for your area.
Verify equipment rental rates at your local yard.

	Rental				Rental		
	Day	Week	Month		Day	Week	Month
Acoustical sprayer	63.80	191.00	477.00	Dehumidifier - 5000 Btu, 89 lb, 8.7 amp	77.90	233.00	581.00
Air compressors				Ladders			
Electric or gasoline, wheel mounted				Aluminum extension			
5 CFM, 1.5 HP, electric	38.40	117.00	295.00	16' to 36'	42.10	126.00	316.00
8 CFM, 1.5 HP, electric	46.00	135.00	338.00	40' to 60'	63.80	190.00	477.00
10 CFM, 5.5 HP, gasoline	52.50	156.00	391.00	Step - fiberglass or wood			
15 CFM, shop type, electric	58.70	177.00	443.00	6'	11.20	33.80	84.20
50 CFM, shop type, electric	77.90	233.00	581.00	8'	14.10	42.10	106.00
100 CFM, gasoline	106.00	316.00	792.00	10'	16.90	50.70	126.00
125 CFM, gasoline	119.00	359.00	897.00	12'	19.70	59.10	148.00
150 CFM, gasoline	134.00	401.00	1,000.00	14'	22.50	67.70	169.00
175 CFM, gasoline	147.00	443.00	1,110.00	16'	28.10	84.20	211.00
190 CFM, gasoline	161.00	485.00	1,220.00	20'	36.60	109.00	274.00
Diesel, wheel mounted				Ladder jacks - No guardrail.	11.20	28.10	70.20
to 159 CFM	119.00	359.00	1,070.00	Masking paper dispenser	28.10	70.20	176.00
160 to 249 CFM	147.00	442.00	1,320.00	Painter's pic (walkboards); No guardrail.			
250 to 449 CFM	218.00	654.00	1,950.00	(Also known as airplane planks, toothpicks and banana boards)			
450 to 749 CFM	324.00	971.00	2,920.00	16' long	11.20	33.80	84.20
750 to 1199 CFM	443.00	1,320.00	3,980.00	20' long	22.50	67.70	169.00
1200 CFM & over	647.00	1,940.00	7,230.00	24' long	28.10	84.20	211.00
Air hose - with coupling, 50' lengths				28' long	33.80	101.00	252.00
1/4" I.D.	8.42	25.60	63.80	32' long	39.60	119.00	295.00
3/8" I.D.	9.95	29.40	74.00	Planks - plain end microlam scaffold plank			
1/2" I.D.	11.20	32.10	84.20	9" wide	14.10	42.10	106.00
5/8" I.D.	12.80	38.30	95.70	10" wide	16.90	50.70	126.00
3/4" I.D.	14.10	42.10	106.00	12" wide	19.70	59.10	148.00
1" I.D.	15.40	46.00	116.00	Pressure washers (See Water pressure washers)			
1-1/2" I.D.	22.50	67.70	170.00	Sandblast compressor and hopper			
Boomlifts				To 250 PSI	84.20	252.00	634.00
3' x 4' to 3' x 8' basket				Over 250 to 300 PSI	120.00	359.00	897.00
20' two wheel drive	197.00	591.00	1,770.00	Over 600 to 1000 PSI	154.00	464.00	1,160.00
30' two wheel drive	238.00	718.00	2,150.00	Sandblast machines			
40' four wheel drive	274.00	823.00	2,470.00	150 lb pot with hood, 175 CFM compressor	324.00	971.00	2,440.00
50' - 1000 lb.	453.00	1,350.00	4,050.00	300 lb pot with hood, 325 CFM compressor	579.00	1,720.00	4,340.00
Telescoping and articulating booms, self propelled, gas or diesel powered, 2-wheel drive				600 lb pot with hood, 600 CFM compressor	1,050.00	3,150.00	7,860.00
21' to 30' high	281.00	843.00	2,520.00				
31' to 40' high	352.00	1,050.00	3,160.00				
41' to 50' high	458.00	1,380.00	4,130.00				
51' to 60' high	561.00	1,690.00	5,070.00				
Burner, paint	16.90	51.00	126.00				

Figure 15
Typical equipment purchase and rental prices

	Rental				Rental		
	Day	Week	Month		Day	Week	Month
Sandblast hoses - 50' lengths, coupled				Titan 660, 1 HP, electric	112.00	338.00	1,010.00
3/8" I.D.	14.10	42.10	107.00	Gasoline, .75 gpm	120.00	359.00	1,110.00
3/4" I.D.	19.70	59.10	147.00	Emulsion pumps			
1" I.D.	25.20	75.40	190.00	65 gal, 5 HP engine	98.30	296.00	887.00
1-1/4" I.D.	28.10	84.20	212.00	200 gal, 5 HP engine	112.00	334.00	1,010.00
1-1/2" I.D.	31.00	93.10	233.00	Emulsion airless, 1.25 gpm, gasoline	120.00	359.00	1,110.00
Sandblast accessories				Conventional pumps, gas, portable			
Nozzles, all types	25.20	76.70	190.00	High pressure, low vol. (HVLP)	63.80	190.00	570.00
Hood, air-fed	39.40	119.00	296.00	8 CFM complete	84.20	252.00	759.00
Valves, remote control (deadman, all sizes)	42.10	126.00	316.00	17 CFM complete	92.00	274.00	823.00
Sanders				85 CFM complete	106.00	316.00	949.00
Belt - 3"	19.70	59.10	148.00	150 CFM complete	154.00	464.00	1,400.00
Belt - 4" x 24"	23.90	71.40	180.00	Spray rig accessories: 6' wand	9.95	29.60	74.00
Disc - 7"	31.00	93.10	233.00	Striper, paint (parking lot striping)			
Finish sander, 6"	16.90	50.70	126.00	Aerosol	28.10	84.20	211.00
Floor edger, 7" disk, 29#, 15 amp.	28.10	84.20	211.00	Pressure regulated	41.00	119.00	296.00
Floor sander, 8" drum, 118#, 14 amp.	63.40	189.00	477.00	Swing stage, rental			
Palm sander, 4" x 4"	14.10	42.10	106.00	Any length drop, motor operated, excluding safety gear and installation or dismantling. Note: Must be set up by a professional to ensure safety.			
Palm sander, 4-1/2" x 9-1/4"	16.90	50.70	126.00	Swing stage	141.00	421.00	1,260.00
Scaffolding , rolling stage, caster mounted, 30" wide by 7' or 10' long				Basket	71.40	212.00	633.00
4' to 6' reach	56.10	112.00	225.00	Bosun's chair	71.40	212.00	633.00
7' to 11' reach	70.20	141.00	281.00	Swing stage safety gear, purchase only			
12' to 16' reach	98.30	197.00	394.00	Safety harness (126.00)			
17' to 21' reach	134.00	267.00	534.00	4' lanyard with locking snap at each end (92.00)			
22' to 26' reach	148.00	295.00	591.00	DBI rope grab for 5/8" safety line (98.30)			
27' to 30' reach	161.00	323.00	647.00	Komet rope grab for 3/4" safety line (141.00)			
Casters - each	14.10	28.10	42.10	Texturing equipment			
Scissor lifts				Texturing gun - w/ hopper, no compressor	7.14	21.20	63.80
Electric powered, rolling with 2' x 3' platform, 650 lb capacity				Texturing mud paddle mixer	9.95	29.50	89.50
30' high	106.00	316.00	949.00	Texturing outfit - 1 HP w/ gun, 50' hose, 75 PSI	15.50	46.40	139.00
40' high	183.00	550.00	1,640.00	Wallpaper hanging kit	23.90	71.40	215.00
50' high	211.00	634.00	1,900.00	Wallpaper steamer			
Rolling, self-propelled, hydraulic, electric powered				Electric, small, 10 amp	28.10	84.20	252.00
to 20' high	154.00	626.00	1,400.00	Electric, 15 amp	42.10	126.00	380.00
21' to 30' high	190.00	569.00	1,710.00	Pressurized, electric	53.40	161.00	482.00
31' to 40' high	238.00	718.00	2,150.00	Water pressure washer (pressure washer, water blaster, power washer)			
Rolling, self-propelled, hydraulic, diesel powered				1000 PSI, electric, 15 amp	63.80	190.00	569.00
to 20' high	176.00	529.00	1,590.00	2000 PSI, gas	106.00	316.00	949.00
21' to 30' high	218.00	654.00	1,950.00	2500 PSI, gas	112.00	338.00	1,010.00
31' to 40' high	281.00	845.00	2,520.00	3500 PSI, gas	124.00	372.00	1,110.00
Spray rigs							
Airless pumps, complete with gun and 50' of line							
Titan 447, 7/8 HP, electric	98.30	296.00	887.00				

Figure 15 (continued)
Typical equipment purchase and rental prices

New Construction and Commercial Work: The overhead percentage for “Fast” (residential tract) work and “Medium” (commercial) projects *includes* equipment costs such as ladders, spray equipment, and masking paper holders. Those items are used on many jobs, not just one specific job. The overhead allowance covers equipment purchase payments, along with maintenance, repairs and fuel. If you have to rent equipment for a specific new construction project, add that rental expense as a separate cost item in your estimate.

Repaint Jobs: Overhead rates for “Slow” (repaint) work do *not* include equipment costs. When you estimate a repaint job, any small or short-term job, or a job that uses only a small quantity of materials, *add* the cost of equipment at the rental rate — even if the equipment is owned by your company.

Rental yards quote daily, weekly and monthly equipment rental rates. Figure 15 shows typical rental costs for painting equipment. Your actual equipment costs may be different. Here’s a suggestion that can save you more than a few minutes on the telephone collecting rental rates. Make up a blank form like Figure 15 and give it to your favorite rental equipment suppliers. Ask each supplier to fill in current rental costs. Use the completed forms until you notice that rates have changed. Then ask for a new set of rental rates.

Commissions and Bonuses

Any commissions or bonuses you have to pay on a job aren’t included in the estimating tables. You must add these expenses to your bid.

Painting contractors rarely have a sales staff, so there won’t be sales commissions to pay on most jobs. There’s one exception, however. Most room addition and remodeling contractors have salespeople. And many of their remodeling projects exclude painting. In fact, their contract may specify that the owner is responsible for the painting. These jobs may be a good source of leads for a painting contractor. Develop a relationship with the remodeling contractor’s sales staff (with the remodeling contractor’s approval, of course). If you have to pay a sales commission for the referral, this is direct overhead and has to be added to the estimate.

Some painting contractors pay their estimators a bonus of 1 to 3 percent per job in addition to their salary. If you offer an incentive like this, add the cost to your estimate, again as a direct overhead item.

An Example of Overhead

Here’s an example of how overhead is added into an estimate. A painting company completed 20 new housing projects in the last year. Average revenue per project was \$50,000. Gross receipts were \$1,000,000 and the company made a 5 percent profit.

Gross income	\$1,000,000
Less the profit earned (5%)	<u>- 50,000</u>
Gross expenses	950,000
Less total direct job cost	- 825,000
Indirect overhead expense	125,000
<u>125,000 (overhead cost)</u>	= 0.1515 or 15.15%
825,000 (direct job cost)	

When you’ve calculated indirect overhead as a percentage of direct job cost, add that percentage to your estimates. If you leave indirect overhead out of your estimates, you’ve left out some very significant costs.

Column 8: Profit

The estimating tables assume that profit on “Slow” (repaint) jobs is 16 percent, profit on “Medium” (commercial) projects is 12 percent and profit on “Fast” (residential tract) jobs is 7 percent. Calculate the profit per unit by first adding together the costs in columns 4 (labor cost per unit), column 5 (labor burden per unit), column 6 (material costs per unit), and column 7 (overhead per unit). Then multiply the total by the appropriate profit percentage to find the profit per unit.

It’s my experience that larger companies with larger projects can survive with a smaller profit percentage. Stiff competition for high volume tract work forces bidders to trim their profit margin. Many smaller companies doing custom work earn a higher profit margin because they produce better quality work, have fewer jobs, and face less competition.

Risk factor	Normal profit (assume 10%)		Difficulty factor	=	Proposed profit range
High risk	10%	x	1.5 to 3.5	=	15% to 35%
Average risk	10%	x	1.3 to 1.4	=	13% to 14%
Moderate risk	10%	x	1.0 to 1.2	=	10% to 12%
Low risk	10%	x	0.5 to 0.9	=	5% to 9%

Figure 16
Risk factors and profit margin

Profit and Risk

Profit is usually proportionate to risk. The more risk, the greater the potential profit has to be to attract bidders. Smaller companies handling custom or repaint work have more risk of a major cost overrun because there are many more variables in that type of work. It's usually safe to estimate a smaller profit on new work because new work tends to be more predictable. The risk of loss smaller.

How do you define risk? Here's my definition: Risk is the *headache factor*, the number and size of potential problems you could face in completing the project. Repaint jobs have more unknowns, so they're a greater risk. And dealing with an indecisive or picky homeowner can be the greatest headache of all. You may need to use a profit margin even higher than the 15 to 35 range indicated for high-risk work in Figure 16.

Tailoring Your Profit Margin

Of course, your profit margin has to be based on the job, your company and the competition. But don't cut your profit to the bone just to get more work. Instead, review your bid to see if there are reasons why the standard costs wouldn't apply.

I use the term *standard base bid* to refer to my usual charge for all the estimated costs, including my standard profit. Before submitting any bid, spend a minute or two deciding whether your standard base bid will apply.

Risk Factors

Your assessment of the difficulty of the job may favor assigning a risk factor that could be used to modify your profit percentage. The higher the risk, the higher potential profit should be. My suggestions are in Figure 16.

As you might expect, opinions on difficulty factors can vary greatly. There's a lot of knowledge involved. You need experience and good judgment to apply these factors effectively.

Bidding Variables

Of course, your profit may be affected by an error in evaluating the job risk factor. You can greatly reduce the risk by accurately evaluating the bidding variables in Figure 17. Make adjustments to your standard base bid for example, if you expect your crews to be more or less efficient on this project, or if you expect competition to be intense. If there are logical reasons to modify your standard base bid, make those changes.

But remember, if you adjust your standard base bid, you're not changing your profit margin. You're only allowing for cost variables in the job. Adjust your standard base costs for unusual labor productivity, material or equipment cost changes, or because of unusual overhead conditions. Review the following bidding variables when deciding how to adjust your standard base bid.

<p>Reputations and Attitudes</p> <ul style="list-style-type: none"> ■ Owner ■ Architect ■ General Contractor ■ Lender ■ Inspector 	<p>The Site</p> <ul style="list-style-type: none"> ■ Location (distance from shop and suppliers) ■ Accessibility ■ Working conditions ■ Security requirements ■ Safety considerations
<p>The Project</p> <ul style="list-style-type: none"> ■ Building type ■ Project size ■ Your financial limits ■ Start date ■ Weather conditions ■ Manpower availability and capability 	<p>Competition</p> <ul style="list-style-type: none"> ■ Number bidding ■ Their strength, size and competence <p>Desire for the work</p>

Figure 17
Bidding variables

The Bottom Line

The profit margin you include in estimates depends on the way you do business, the kind of work you do, and your competition. Only you can decide what percentage is right for your bids. Don't take another paint estimator's advice on the "correct" profit margin.

There's no single correct answer. Use your own judgment. But here are some typical profit margins for the kinds of work most painting contractors do.

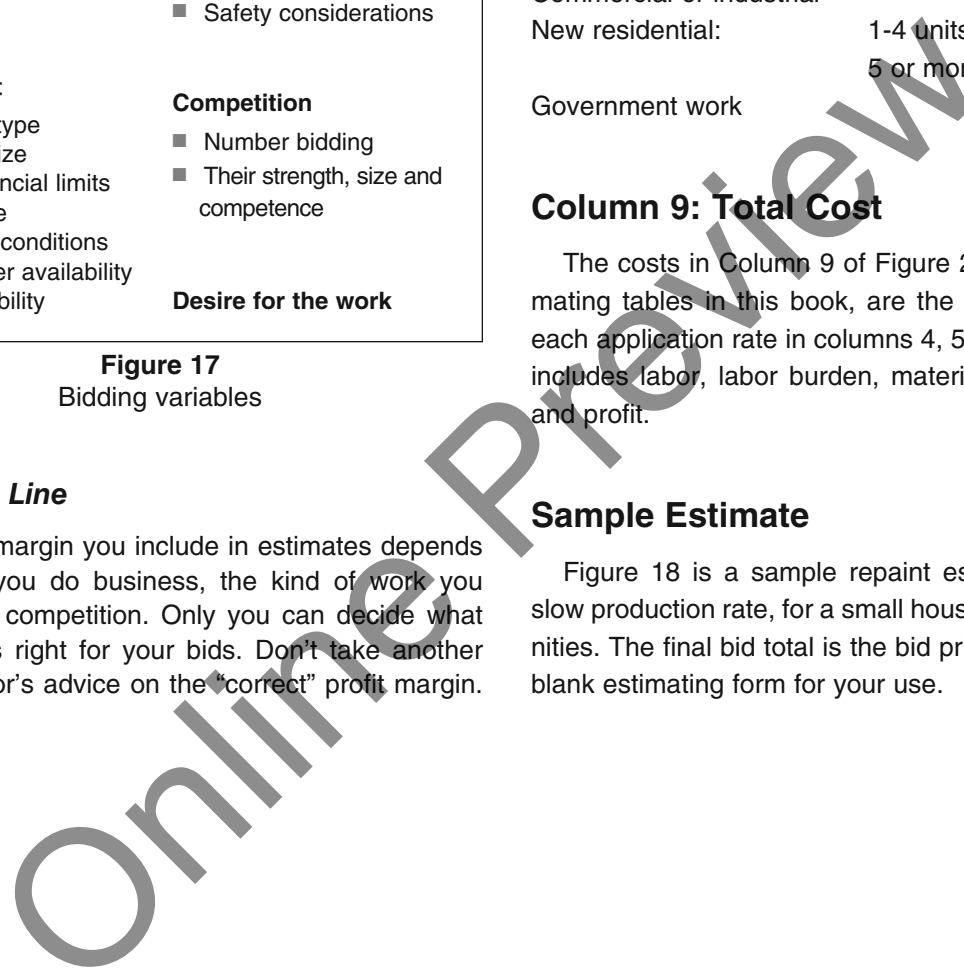
Repaints:	Custom	20 to 35%
	Average	15 to 20%
Commercial or industrial		10 to 15%
New residential:	1-4 units	10 to 12%
	5 or more	5 to 7%
Government work		5 to 7%

Column 9: Total Cost

The costs in Column 9 of Figure 2, and all the estimating tables in this book, are the totals per unit for each application rate in columns 4, 5, 6, 7, and 8. That includes labor, labor burden, material cost, overhead and profit.

Sample Estimate

Figure 18 is a sample repaint estimate, using the slow production rate, for a small house with many amenities. The final bid total is the bid price. Figure 19 is a blank estimating form for your use.



Date 1/7/21
 Customer Dan Gleason
 Address 3333 A Street
 City/State/Zip Yourtown, USA 77777
 Phone (619)555-1212
 Estimated by CHS

Due date 1/15/21
 Job name Gleason Repair
 Job location 3333 A Street
 Estimate # 14-012
 Total square feet 1,020 SF (5 rooms)
 Checked by Jack

Interior Costs

Operation	Material	Application Method	Dimensions	Quantity SF/LF/Each	Unit Cost	Total Cost	Formula Page
1 Ceilings - T & G	Semi-Trans-WB	R + B	17.5x15.3x13	348 SF	x .43 = \$	150.00	86
2 Beams to 13H	Solid Body-WB	R + B	17.5 x 7	122.5 LF	x 2.47 = \$	303.00	45
3 Ceilings - GYP. Drywal	Orange Peel-Flat	R	127 + 127	254 SF	x .29 = \$	74.00	65
4 Ceilings - GYP. Drywall	Sealer-WB	R	75 + 15 + 40	130 SF	x .28 = \$	36.00	65
5 Ceilings - GYP. Drywall	Enamel-WB	R	75 + 15 + 40	130 SF	x .35 = \$	46.00	65
6 Walls - GYP. Drywall	Orange Peel-Flat	R	675+392+392	1,459 SF	x .26 = \$	379.00	228
7 Walls - Above 8' (clip)	Orange Peel-Flat	R	70+85=155x13	201.5 SF	x .26 = \$	52.00	228
8 Walls - GYP. Drywall	Sealer-WB	R	280+128+208	616 SF	x .30 = \$	185.00	228
9 Walls - GYP. Drywall	Enamel-WB	R	280+128+208	616 SF	x .39 = \$	240.00	228
10 Doors-Flush	Undercoat-WB	R + B	Opening Count	10 Ea	= 161.26 = \$	161.00	108
11 Doors-Flush	Enamel-WB	R + B	Opening Count	10 Ea	= 183.11 = \$	183.00	108
12 Baseboard - Prime	Flat w/walls	R + B	64 + 49 + 49	162 LF	x .11 = \$	18.00	43
13 Baseboard - Finish	Enamel-WB	B	11+16+35	62 LF	x .50 = \$	31.00	43
14 Railing - W.I. - Preprimed	Enamel/Off-white	B	42" High	15 LF	x 2.72 = \$	41.00	180
15 Valance-Light-2" x 8"	Solid Body Stain	B	2 x 8	10 LF	x 2.06 = \$	21.00	224
16 Registers	Spray Can	Spray	1,020 SF Home	1,020 SF	x .07 = \$	71.00	182
17					x = \$		
18					x = \$		
Total Interior Costs (includes overhead and profit) = \$						1,991.00	

Exterior Costs

Operation	Material	Application Method	Dimensions	Quantity SF/LF/Each	Unit Cost	Total Cost	Formula Page
1 Roof Jacks - 1 Story	Finish-enamel	B	1 Story	1 House	x 29.37 = \$	29.00	183
2 S.M. Diverter-3" W	Finish-enamel	B	14	14 LF	x .27 = \$	4.00	198
3 S.M. Vents & Flashing	Finish-enamel	B	1 Story	1 House	x 62.67 = \$	63.00	199
4 Fascia - 2 x 8	Solid-water	Roll	66 + 59	125 LF	x .89 = \$	111.00	120
5 Overhang - 24"	Solid-water	R + B	(132+76)x15	312 SF	x .79 = \$	246.00	160
6 Siding - R.S. Wood	Solid-water	Roll	(1/2x24x4.5)x2	108 SF	x .55 = \$	59.00	210
7 Plaster / Stucco	Masonry - WB	Roll	255+255+204+204	918 SF	x .47 = \$	431.00	169
8 Door - Panel (Entry)	Enam2.coats-WB	R + B	Entry	1 Ea	x 74.03 = \$	74.00	101
9 Door - Flush	Enam2.coats-WB	R + B	Exterior	1 Ea	x 30.50 = \$	31.00	98
10 Plant-On Trim - 2 x 4	Solid-water	R + B	66 + 62 + 52	180 LF	x .71 = \$	128.00	162
11 Pass Through-Preprimed	Finish-enamel	B	10	10 LF	x 2.04 = \$	20.00	162
12 Pot Shelf	Solid-water	R + B	27	27 LF	x 2.29 = \$	62.00	172
13					x = \$		
14					x = \$		
15					x = \$		
16					x = \$		
17					x = \$		
18					x = \$		
Total Exterior Costs (includes overhead and profit) = \$						1,258.00	

Figure 18
 Sample painting estimate

Preparation Costs

Operation	Dimensions	Quantity SF/LF/Each	Unit cost Per SF	Total cost	Formula Page
1 Sand/Putty Wood Ceil (Siding x 1.3)	17.5 x 15.3 x 1.3	348 SF	x .22 = \$	77.00	300
2 Sand and Putty Int. Wall	675 + 392 + 392	1,459 SF	x .21 = \$	306.00	300
3 Lt. Sand Doors/Frames (Enamel)	14 Ea x 21 SF x 2 Sides	588 SF	x .26 = \$	153.00	301
4 Wash Int. Walls/Ceil-Enamel	280 + 128 + 208	616 SF	x .21 = \$	129.00	313
5 Waterblast Exterior Stucco	125 + 210 + 108 + 918	1,361 SF	x .06 = \$	82.00	315
6 Sand and Putty Ext. Trim	125 + 210 + 108	443 SF	x .39 = \$	173.00	300
7 Caulk Ext. Windows-1/8" gap	20 + 15 + 10 + 20 + 12	77 SF	x .71 = \$	55.00	298
8			x = \$		
9			x = \$		
10			x = \$		
Total Preparation Costs (includes overhead and profit) =				\$ 975.00	

SURRPTUCU Costs

Operation	Description	Labor hours	Labor cost (at \$28.52)	Approximate material cost	Totals	Formula Page
SetUp	2 Days @1/day	2.0	57.04	—	57.00	6
Remove/Replace	Hardware & Plates	1.25	35.65	—	36.00	6
Protection	Furniture & Floors	2.0	57.04	25.00	82.00	6
TouchUp is applied as a percentage of the total costs. See Extensions						
CleanUp	2 Days @1/day	2.0	57.04	—	57.00	6

Equipment Costs

Equipment description	Rental days	Daily cost	Total cost	Formula Page
Pressure Washer	1	106.00	\$ 106.00	34
Ladders, 6', 2 Ea	1	22.40	\$ 22.00	33
Palm Sander 4" x 4"	1	14.10	\$ 14.00	34
			\$	
			\$	
			\$	
Total Equipment Costs			\$ 142.00	

Extensions

Supervision (2 Hr.)	\$ 57.00
Setup	\$ 57.00
Remove/replace	\$ 36.00
Protection	\$ 82.00
Cleanup	\$ 57.00
Equipment	\$ 142.00
Subcontracts	\$ 0
Commissions	\$ 0
Other costs	\$ 0
Subtotal	\$ 431.00
Overhead (19 %)	\$ 82.00
Profit (16 %)	\$ 69.00
Subtotal	\$ 151.00
Preparation	\$ 975.00
Interior total	\$ 1,991.00
Exterior total	\$ 1,258.00
Subtotal	\$ 4,224.00
Touchup (10 %)	\$ 422.00
Contingency (0 %)	\$ 0
Total base bid	\$ 5,228.00
Adjustment (-2 %)	\$ <-105.00>
Final bid total	\$ 5,123.00
Price per SF (1020)	\$ 5.02
Price per room (5)	\$ 1,025.00

Subcontractor Costs

Trade	Bid Amount
Pavement marking	\$ 0
Sandblasting	\$ 0
Scaffolding	\$ 0
Wallcovering	\$ 0
Waterblasting	\$ 0
Other	\$ 0
Other	\$ 0
Other	\$ 0
Total Subcontractor Costs	\$ —

Figure 18 (continued)
Sample painting estimate

Date _____
 Customer _____
 Address _____
 City/State/Zip _____
 Phone _____
 Estimated by _____

Due date _____
 Job name _____
 Job location _____
 Estimate # _____
 Total square feet _____
 Checked by _____

Interior Costs

	Operation	Material	Application Method	Dimensions	Quantity SF/LF/Each	Unit Cost	Total Cost
1	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
2	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
3	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
4	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
5	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
6	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
7	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
8	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
9	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
10	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
11	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
12	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
13	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
14	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
15	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
16	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
17	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
18	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
	Total Interior Costs (includes overhead and profit) = \$						_____

Exterior Costs

	Operation	Material	Application Method	Dimensions	Quantity SF/LF/Each	Unit Cost	Total Cost
1	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
2	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
3	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
4	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
5	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
6	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
7	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
8	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
9	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
10	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
11	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
12	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
13	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
14	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
15	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
16	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
17	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
18	_____	_____	_____	_____	_____ x _____	_____ = \$	_____
	Total Exterior Costs (includes overhead and profit) = \$						_____

Figure 19
 Blank painting estimate

Index

- A**
- Accessories, remove and replace 9
 - Acid wash gutters & downspouts 296
 - Acoustic spray-on texture 61
 - Adhesive coverage 422
 - Adjustments to costs 7
 - Adobe block 144-146
 - Air compressors, rental 33
 - Air hose, rental 33
 - Airblast 296
 - Allowance
 - for supervision 14
 - overhead 32
 - sundries 10, 26
 - Aluminum base paint 19, 22, 25, 358
 - Aluminum siding 202
 - Anti-graffiti stain eliminator 18, 21, 24, 62, 140, 225
 - Apartments, allowance for supervision 14
 - Application method 6
 - Application rate 5, 13, 15, 30, 424
 - Arched roof 184
- B**
- Back-painting 94, 309-311
 - Bags, strainer 28
 - Balusters 173, 177
 - Banana board 33
 - Bare duct 331-338
 - Bare piping 357-365
 - Bargaining, collective 31
 - Baseboard 43-44
 - preparation 10
 - Basis for estimates 5
 - Baths, painting 231
 - Beams 45-47
 - Bender paint pads 27
 - Benefits 8
 - employee 30-31
 - fringe 7, 30-31
 - health 30
 - Beveled siding 214-219
- Bid**
- expiration date 29
 - standard base 36-37
 - surface preparation 10
 - Bidding variables 36-37
 - Bifold doors 102
 - Blank estimating form 40-41
 - Blank painting estimate 40
 - Bleach 311
 - Blinds and shutters 201
 - Block filler... 18, 21, 24, 140-141
 - Board and batten siding... 214-219
 - Boiler room 357
 - Bond, performance 31
 - Bonds 9
 - Boneyard 43-44
 - Bonuses 9, 35
 - Bookcases
 - paint grade 48-49
 - stain grade 50-51
 - Boomlift, rental 33
 - Borders, wallpaper 424-425
 - Bottom line 37
 - Brick
 - masonry 141-146
 - sandblasting 11
 - Bridge painters, wages 30
 - Brush-off blast 11, 303
 - Brushes 27
 - Burden
 - employer's 8
 - fixed 30
 - labor 5, 6
 - Burlap 433
 - Burn off paint 297
 - Butt joint 435
 - Butt siding 214-219
- C**
- Cabinet
 - faces 52
 - masking 9
 - paint grade 52-54
 - stain grade 55-56
 - Calculate
 - labor rate 30
 - overhead 32
 - paint film thickness 15
 - profit percentage 35
 - Canvas
 - insulated ductwork 339-347
 - jacketed piping 365-370
 - sheeting 433, 436
 - Cap
 - railing 173
 - sheet metal 196
 - Carport overhang 159
 - Casters, scaffolding 33
 - Categories, labor productivity ... 13
 - Caulk 10, 298
 - Caulking 19, 22, 25, 27
 - Caulking gun 27
 - Ceiling panels, suspended... 57-59
 - Ceiling pans 60
 - Ceilings, drywall
 - acoustic spray-on texture ... 61
 - anti-graffiti stain eliminator... 62
 - orange peel texture 63-68
 - sand finish texture 67-74
 - smooth finish 75-79
 - Ceilings, tongue & groove
 - paint grade 80-85
 - stain grade 86-88
 - Cellulose, powdered
 - doors 19, 22, 25, 422
 - Chain link fence 123
 - Clay brick tile 144-146
 - Cleanup 9, 10
 - Closets 91
 - doors 102
 - moldings 91, 102
 - poles 88-89, 102
 - shelves 89-90, 102
 - Coatings, mixing 9
 - Collective bargaining
 - agreement 31
 - Color codes, piping 359-370
 - Color samples 9
 - Colors, OSHA 19, 22, 25
 - Column headings defined 13
 - Commercial
 - jobs 9
 - sandblasting 11, 304
 - supervision, allowance for ... 14
 - Commercial blast 304
 - Commercial wallcoverings
 - fabric 430-431
 - paper 434-436
 - vinyl 426-427
 - Commissions 9, 35
 - Competition between manufacturers 26
 - Competition, bidding 35-37
 - Composition
 - roof shingles 185-189
 - siding shingles 203-207
 - Compressed air 295
 - Compressors, painting 356
 - Computing overhead 32
 - Concrete floors 129-132
 - Concrete Masonry Units
 - 147-152, 354-355
 - Concrete tilt-up walls 412-417
 - Condos, allowance for supervision 14
 - Conduit 318-325
 - Conduit/pipe area conversion table 325
 - Contingency allowance 9, 11
 - Contractors, remodeling 35
 - Conversion table, conduit/pipe area 325
 - Converting unit prices 9
 - Corbels 92
 - Cork wallcovering 427, 429
 - Cornice, overhang 159
 - Corrugated metal 326
 - Corrugations, estimating 326-329
 - Cost estimates, basis for 6
 - Cost overruns 10
 - Cost per unit 31
 - Cost Plus Fee 296, 315
 - Cost tables, using 6
 - Costs
 - customizing 7
 - delivery 9
 - equipment purchase & rental... 9
 - labor 6, 29
 - material 6, 8, 16, 31
 - miscellaneous 10
 - nonproductive labor 14
 - pavement marking 10, 12
 - preparation materials 10
 - rental 33-34
 - sandblasting 10-11
 - subcontract 9-10
 - supervision 14

- total, Column 9.....8
 variables7
 waterblasting11, 13
 Cotton wall fabric 433-434
 Coverage
 material.....6, 15
 powdered adhesive.....422
 Cracks, repair.....298
 Crews
 productivity13
 skill levels.....6
 Custom homes, allowance
 for supervision14
 Customizing cost tables7
 Cut cracks298
 Cutting-in92-94
- D**
- Dark (OSHA) colors ... 19, 22, 25
 Davis Bacon Act.....30
 Deck enamel or epoxy
 18, 21, 24
 Deck overhang and
 surface.....94, 161
 Decking
 corrugated metal..... 326-327
 flat pan metal..... 328-329
 Decking factors,
 square corner327
 Decorative railing173
 Deficient working conditions...11
 Definitions, column headings...13
 Delayed work29
 Delivery costs9
 Demobilization.....9
 Direct overhead..... 31, 32, 35
 Discount tables..... 17-25
 Discounts
 material.....16
 supplier.....26
 volume.....16
 Diverters, sheet metal.....198
 Door
 frames95, 96, 102
 trim95, 96
 Doors
 Dutch.....102
 exterior97-101
 flush.....98, 109-111
 French.....99, 111-112
 hollow metal.....330
 interior103, 109, 111, 113
 louvered.....100, 113-115
 opening count method... 102-108
 panel116-118
 panel, entry101
 two-coat system.....98-101
 Downspouts
 acid wash.....296
 galvanized.....138-139
 Drip powder mixed17, 20, 23
 Drop siding214-219
 Dry pressed brick.....144-146
 Drywall ceilings
 acoustic spray-on texture61
 orange peel texture63-68
 sand finish texture69-74
 smooth finish.....75-79
 taping.....312
 Drywall walls
 orange peel texture226-233
 sand finish234-239
 smooth finish.....240-245
 taping.....312
 Ductwork
 bare duct.....331-338
 canvas insulated339-347
 Dutch doors.....102
- E**
- Eaves, overhang159-161
 Edge scraping.....309-311
 Efficiency, work.....14
 Electric conduit.....318-325
 Employee benefits.....30
 Employer's burden.....8
 Enamel
 exterior18, 21, 24
 heat resistant.....19
 oil based17, 20, 23
 water based.....17, 20, 23
 Entry
 doors97-102
 overhang161
 Epoxy coating system
 19, 22, 25
 Equipment
 costs.....9
 field.....32
 placement9
 purchase costs.....33-34
 rental.....9, 33-34
 sandblasting.....33
 spray28, 34
 Escalation.....26, 29
 Estimate, sample38-39
 Estimating
 accuracy.....8
 basis for5
 errors.....10
 exterior system18, 21, 24
 form40-41
 interior system.....17, 20, 23
 price escalation.....26-29
 reliable.....5
 unit cost8
 Evening work9
 Excluded preparation costs ... 9-10
 Expendable tools and
 supplies26
 Expense
 overhead5, 31
 supervision14
 Expiration date, bid.....29
 Exposed aggregate finish
 412-417
 Extensive preparation26
 Exterior
 enamel18, 21, 24
 floors.....129-136
 preparation.....9
 railings.....173-174
 trim162-167
 Extra heavy structural
 steel373-377
- F**
- Fascia118-122
 Fast application rate.....6, 13
 Federal taxes30-31
 Fees9
 Felt431, 433
 Fences
 chain link.....123
 picket124-126
 wire mesh123
 wood.....123
 Fiber ceiling panels.....57-59
 FICA30-31
 Field equipment32-35
 Field production14
 times & rates form ... 419-420
 Field superintendent.....14, 30
 Figures
 Basis for cost estimates.....6
 Bidding variables36
 Blank painting estimate.....40
 Conduit/pipe area conversion
 table325
 Customizing the tables7
 Equipment purchase & rental
 rates33
 Interior opening count
 allowance table.....102
 Labor burden percentages...30
 Material coverage rates15
 Material price discounts.....16
 Material prices at
 discount17, 20, 23
 Pavement marking
 pricing table.....12
 Risk factors and profit
 margin36
 Sample painting estimate ...38
 Sandblasting pricing table...11
 Square corner decking
 factors.....327
 Structural steel conversion
 tables391
 Sundry inventory checklist...27
 Surface area of spheres399
 Wage rates, wallcovering ...29
 Waterblasting pricing table ...13
 Fill wood floors.....299
 Filled block355
 Filler
 block18, 21, 24
 wood.....19, 22, 25
 Film thickness, calculating ...15
 Fir siding214-219
 Fire escapes.....348-349
 Fire sprinkler systems349
 Fireplace
 masonry127
 trim128
 Firewood boxes.....128
 Fixed burden30
 Flashing, sheet metal
 196-197, 199-200
 Flat latex17, 20, 23
 Flat pan metal328
 Flat roofs184
 Flexi-wall systems425
 Flexible wood sheet and
 veneer.....425
- Flexwood.....425
 Flock wallpaper.....435
 Floors
 concrete129-132
 wood.....133-136
 Flush doors.....98
 Foil wallpaper435
 Forced Air Unit doors.....102
 Foremen, project.....14, 30
 Form
 estimating40-41
 field production times & rates
 419-420
 Formulation, paint.....16
 Frames, door95-96
 French doors ...99, 102, 111-112
 Fringe benefits7, 30-31
 FUTA30-31
- G**
- Gambrel roof.....184
 Garage door backs137
 General painting costs... 42-293
 General qualifications9
 Glazing.....17, 20, 23
 Glove application
 324-325, 337-338, 363
 Good neighbor fence.....123
 Graffiti eliminator... 62, 140, 225
 Granite masonry.....153
 Grasscloth433
 Grates, steel.....350-353
 Grating deck, fire escapes...348
 Gravel stop, sheet metal.....198
 Grilles, steel352-353
 Guaranteed maximum price...10
 Gutters.....138-139
 acid wash.....296
 Gypsum drywall ceilings
 acoustic spray-on texture61
 orange peel texture68-73
 sand finish texture74-79
 smooth finish.....62-66
 taping.....312
 Gypsum drywall walls... 225-245
 orange peel texture226-233
 sand finish234-239
 smooth finish.....240-245
 taping.....312
- H**
- Hand-crafted wallpaper ... 435-436
 Hand-pasted wall covering
 428-429, 432-434
 Handling, material9
 Handrail, wood.....175
 Hardware, remove and
 replace.....9-10
 Headache factor35
 Health benefits30
 Heat resistant enamel ... 19, 22, 25
 Heavy commercial painting
 costs317-418
 Heavy mastic, sandblasting ...11
 Heavy structural steel ... 372-377
 Hemlock siding214-219

National Painting Cost Estimator

High time difficulty factors...139
 Hollow metal doors.....330
 Home office overhead.....31
 Homeowner, traits.....35
 Hopper
 roofs, exterior 406-411
 walls, exterior 400-405
 Hot water radiators371
 Hourly wage rate, cost book...10
 How to use the tables.....6
 HVAC registers.....182
 Hydraulic fluid.....27

I

Incentives35
 Included costs9
 Indirect overhead 31-32
 Industrial
 allowance for supervision...14
 bonding..... 19, 22, 25
 enamel 19, 22, 25
 material..... 19, 22, 25
 painting costs..... 317-418
 waterproofing 19, 22, 25
 Inflationary cost increases...29
 Injury, compensation for.....30
 Institutional painting
 costs 317-418
 for supervision 14
 Insulated piping..... 365-370
 Insurance 30-31
 additional..... 9
 liability31
 medical31
 unemployment..... 30-31
 Interior
 floors..... 129-136
 railings..... 175-178
 surface preparation.....9
 Interior opening count
 allowance table102
 Inventory, sundries.....26
 Iron painters, wages30

J

Job conditions, unknown11
 Job qualifications9
 Jobs
 commercial9
 private.....29
 repaint.....9, 35
 residential tract.....9
 time and material.....10
 Joint lap siding 214-219
 Journeyman painters8
 Judgment, using8

K

Kitchens, painting231

L

Labor
 burden..... 5, 6, 30

cost6, 29
 rate, calculating30
 surface preparation10
 Labor burden percentages...30
 Labor productivity categories
 13
 Lacquer, semi gloss,
 interior..... 17, 20, 23
 Ladder jack, purchase33
 Ladders..... 9, 33, 354
 rental.....33
 Lattice223
 Lemon oil27
 Liability insurance31
 Life insurance31
 Light fixture valances224
 Light structural steel ... 378-384
 Linen wall fabric.....431, 433
 Linen doors102
 Liquid paste, wallpaper.....423
 Lites, window..... 290-291
 Loss, risk of35
 Louvered doors
 100, 102, 113-115
 Low productivity.....14

M

Machine pasted wallcovering
 426-431
 Mail box structures140
 Manhour productivity6
 Mantel128
 Marble masonry153
 Margin of profit 35-36
 Marine spar varnish
 18, 21, 24, 98-101
 Marking table, pavement12
 Masking materials.....27
 Masking paper dispenser33
 Masks, particle27
 Masonry
 anti-graffiti stain
 eliminator140
 block filler140
 CMU, rough surface
 147-149, 354
 CMU, smooth surface
 150-152, 355
 granite.....153
 marble.....153
 new brick..... 141-143
 paint..... 18, 21, 24
 sandblasting11
 stone153
 used brick 144-146
 Material
 costs..... 6, 8, 10
 coverage rates.....6, 15
 handling9
 prices16, 26
 storage9
 waste9, 16
 Material cost per unit.....31
 Material formulation,
 changes in16
 Material price discounts...16, 26
 20 percent 17-19

30 percent 20-22
 40 percent 23-25
 Material pricing tables 17-25
 exterior paints..... 18, 21, 24
 industrial paints 19, 22, 25
 interior paints 17, 20, 23
 preparation..... 19, 22, 25
 wallcovering 19, 22, 25
 Maximum price, guaranteed...10
 Maximum productivity,
 conditions for14
 Mechanical equipment.....356
 Medical insurance31
 Medium application rate...6, 13
 Medium finish,
 plaster walls 246-252
 Medium structural steel
 385-390
 Metal
 ceiling pans.....60
 finish-synthetic 18, 21, 24
 primer 18, 21, 24
 stair stringers.....220
 surfaces..... 138-139
 Minor price escalation29
 Miscellaneous costs10
 Mitt application
 324-325, 337-338, 363
 Mixing boxes, painting356
 Mixing coatings9
 Mobilization.....9
 Model homes, allowance
 for supervision14
 Molding..... 153-158
 closet..... 89, 91, 102
 exterior 153, 157-158
 interior 153-158
 Mullions & muntins.....290

N

National Estimator, installing...5
 Natural fabric433
 Near white blast11, 306
 New construction preparation...9
 Newels.....173, 177
 Non-productive time,
 supervisors14
 Normal preparation10
 "Not to exceed" bid10

O

Office
 home31
 overhead 31-32
 rental, portable.....34
 Oil paints, sandblasting.....11
 Oil-based paint.... 16, 17, 20, 23
 Opening count method
 88, 95-97, 102, 103-108
 Orange peel texture
 ceilings 63-68
 walls 226-234
 OSHA colors..... 19, 22, 25,
 356-388, 400-408, 410
 Overhang 159-161
 Overhang difficulty factors...159

Overhead 6, 8, 36
 allowance.....32, 35
 computing.....32, 35
 direct.....35
 expense.....5
 indirect..... 31-32
 office.....31
 rate.....31
 Overtime9, 14
 Owner allowances9

P

Paint16
 aluminum-based 19, 22, 25
 burn off.....297
 coverage formula..... 15-16
 formulation16
 masonry 18, 21, 24
 oil-based 16, 17, 20, 23
 remover..... 19, 22, 25
 waste factors.....16
 water-based..... 16, 17, 20, 23
 Paint pads, bender.....27
 Paint stripper, rental.....34
 Painters
 bridge.....30
 journeyman.....8
 productivity13
 Panel doors
 exterior101
 interior 116-118
 Paper-backed vinyl 426-429
 Paraffin wax.....315
 Particle masks27
 Pass-through shelves.....162
 Passage doors102
 Paste 19, 22, 25
 Pavement marking10
 pricing table12
 Pay, premium9
 Payroll tax30
 Payroll withholding.....30
 Penetrating oil paint... 19, 22, 25
 Penetrating oil stain... 17, 20, 23
 Penetrating stain wax ... 17, 20, 23
 Pension plans 30-31
 Per diem9
 Per unit costs.....31
 Performance bonds31
 Performance by painters14
 Permits9
 Picket fence..... 124-126
 Pics33
 Pine siding..... 214-219
 Piping
 bare pipe 357-363
 insulated, canvas
 jacket 365-370
 Planks, rental.....33
 Plant-on trim 162-167
 Plaster walls, interior
 medium texture..... 246-252
 rough texture 253-259
 smooth texture 260-266
 Plaster, exterior 168-172
 anti-graffiti stain
 eliminator172
 waterproofing171

- Platform, rolling.....33
 Plywood siding 208-219
 Poles
 closet..... 88-89, 102
 roller.....28
 Polyurethane 18, 21, 24
 Porch & deck enamel
 or epoxy 18, 21, 24
 Porches, wood.....94
 Porous block354
 Portable office, rental.....34
 Pot shelves172
 Powdered adhesives
 19, 22, 25, 422
 coverage, rolls to yards
 conversion422
 Power wash.....315
 Pre-primed
 metal doors330
 railing 179-181
 Pre-trimmed wallpaper435
 Precision block.....355
 Premium pay9
 Preparation materials... 19, 22, 25
 cost10
 Preparation operations9, 10
 extensive.....26
 Prevailing wage.....30
 Price guide, retail26
 Price, maximum guaranteed ...10
 Prices at discount26
 Pricing
 material.....16
 sandblasting11
 variables 7-8
 Primer, metal..... 18, 21, 24
 Private jobs29
 Productive time, supervisors...14
 Productivity
 categories, labor13
 crew13
 low14
 manhour.....6
 rate..... 5, 14, 29
 tracking 14, 419-420
 Profit 6, 8, 26, 35
 margin..... 35-37
 percentage.....35
 requirements.....5
 risk36
 tailoring36
 Project foreman.....14
 Project variables.....37
 Protection10
 Protective window coating
 19, 22, 25, 278-290
 Public projects.....29
 Pullman cabinets.....102
 Putty...9, 10, 22, 25, 27, 299, 300
 PVA sealer27
- Q**
- Qualification statement.....9
 Quality tracts, allowance for
 supervision.....14
- R**
- Radiators371
 Rags.....27
- Railing
 exterior 173-174
 handrail, wood.....175
 interior 175-178
 wrought iron 179-181
 Rake, overhang 160-161
 Rate
 coverage15
 hourly10
 overhead31
 productivity 5, 14, 29
 wage29
 Ready-mix paste 19, 22, 25
 Reduced productivity.....14
 Redwood siding 214-219
 Registers.....182
 Remodeling contractors35
 Remove and replace..... 9-10
 Remove coatings.....311
 Remover, paint..... 19, 22, 25
 Rental equipment...9, 31-32, 35
 Repaint jobs 9-10, 35
 Repaint preparation.....10
 Requirements, profit5
 Resawn
 valances224
 wood railing173
 wood siding 208-214
 Residential tract work.....6, 9
 Residential wallcovering
 fabric.....432-434
 vinyl.....428-429
 wallpaper437-439
 Resin sealer.....27
 Respirators27
 Retail price guide.....26
 Risers.....219
 Risk factors and profit
 margin 36-37
 Roller covers 27-28
 Rolling equipment,
 rent/purchase33
 Rolls to yards conversion
 table, adhesive.....422
 Roof
 arched184
 flat..... 184, 408-411
 gambrel.....184
 hopper..... 408-411
 peaked..... 408-411
 sloping 184, 408-411
 vaulted 408-411
 Roof area conversion factors
184
 Roof jacks183
 Roof pitch difficulty factors.184
 Roofing
 composition shingle... 185-189
 waterproofing193, 195
 wood shingle or
 shakes 190-195
 Rough finish plaster walls
 253-259
 Rough sawn
 railing173
 siding 208-214
 valances224
 Run, stair219
- S**
- Safety net, purchase.....33
 Sales staff.....35
 Sales tax26
 Sample estimating form... 40-41
 Sample estimate 38-39
 Sample preparation10
 Sand finish texture
 ceilings 69-74
 walls, drywall 234-239
 Sand, silica 19, 22, 25
 white silica302
 Sandblast
 brick.....11
 brush-off blast303
 commercial blast 304-305
 equipment, rental.....33
 near white blast 306-307
 rates10
 white blast 308-309
 Sandblasters, wages30
 Sandblasting pricing table.....11
 Sanders, rental33
 Sanding 299-301
 Sanding sealer.....27
 exterior 18, 21, 24
 interior 17, 20, 23
 Sandpaper.....28
 Sash, window290, 298
 Scaffolding, rental..... 9, 33-34
 Scenic wallpaper.....436
 Scope of work10
 Scribing 309-311
 Sealer
 off white 17, 20, 23
 PVA27
 resin27
 Sealer, sanding27
 exterior 18, 21, 24
 interior 17, 20, 23
 Semi-transparent stain.....
 18, 21, 24
 Setup9, 10
 Shake siding 208-213
 Shakes, roofing 190-195
 Sheet metal.....196
 caps..... 196-197
 diverters.....198
 flashing 196-197, 199-200
 gravel stops.....198
 vents 199-200
 Shellac 17, 20, 23
 Shelves 48-51
 closet..... 89-90, 102
 paint grade..... 48-49
 pass-through162
 stain grade 50-51
 wood162
 Shift adjustments.....9
 Shingle siding 208-213
 Shingle roofing 190-195
 Shutters201
 Siding
 aluminum.....202
 composition shingle... 203-207
 corrugated metal..... 326-327
 flat pan metal..... 328-329
 waterproofing
 205, 207, 212, 219
 wood, rough or resawn
 208-213
 wood, smooth 214-219
 Silica sand 19, 22, 25, 302
 Silicone caulk.....297
 Silk wall fabric.....433
 Silo 400-412
 roofs, exterior 406-411
 walls, exterior 400-405
 Site variables.....37
 Sizing, wallpaper425
 Skill levels, crew.....6
 Skilled specialists.....30
 Slag, sandblasting302
 Sloped surfaces184
 Slow application rate6, 13
 Slump stone.....355
 Smooth finish texture
 drywall walls 240-245
 plaster walls..... 260-266
 Social security tax 30-31
 Solid body stain 18, 21, 24
 Solid deck fire escapes348
 Solids, percentage of.....15
 Solvent-based paint.....16
 Spackle.....28
 Specialist's wages30
 Spillage9
 Spindles.....173, 177
 Split coat operation102
 Spray can..... 17, 20, 23
 Spray equipment28, 34
 rental/purchase34
 Spray rigs9, 34
 Spray-on texture ceilings.....61
 Sprinklers349
 Square corner decking
 factors.....327
 Square foot estimating,
 fire escapes.....349
 Staff, sales35
 Stain
 eliminator, anti-graffiti
 18, 21, 24
 exterior seal & varnish
 18, 21, 24
 interior seal & lacquer
 17, 20, 23
 Stairs
 steps.....219
 stringers 220-222
 tread length.....219
 wood94, 219
 Standard base bid.....36
 Staples28
 State unemployment
 insurance 30-31
 Steam radiators371
 Steel factory sash windows...418
 Steel grates 350-354
 Steel painters, wages.....30
 Steeplejack30
 Steps, wood.....94, 219
 Stone, sealing153
 Storage
 containers, rental34
 material.....9
 trailer31

National Painting Cost Estimator

Strainer bags	28	Tile, clay brick	144-146	W	WCI	30-31
Stringers, stair	220-222	Tilt-up walls	412-417	Wage rates	Wet areas, painting	231
Stripper, rental	34	Time and Material... 10, 296, 314		painting	Wheat paste, powdered	
Stripping	311	Tip-off operation	102	wallcovering 19, 22, 25	
Structural steel	372-399	Tongue & groove		Wages	White blast	11, 308
extra heavy	373-377	ceilings	80-88	overtime	White silica sand	302
heavy	372-377	paneling	267-275	prevailing	Window	
light	378-384	siding	214-219	specialists	frames, screen	276
medium	385-390	Tools and supplies,		union, national average	seats	277
sandblasting	11	expendable	26	Wainscot paneling	sills	277
Structural steel conversion		Total cost	8, 37	Wall fabric	storm sash	278
tables	391-399	Touchup	9, 10, 222	commercial	Window conversion factors	292
Stucco, exterior	168-172	Tower, rolling	33	residential	Window estimating	
anti-graffiti stain		Tract work, residential	6	wallboard, taping	interior opening count	102
eliminator	172	Trailers, rental	31, 34	Wallcovering	square foot basis	290
waterproofing	171	Training fund	31	adhesive coverage	Window protective	
Subcontractor bids	10-11	Travel time	9	application rate	coating, wax	19, 22, 25, 315
Subcontractor costs	9, 10	Treads, stair	219	costs	Windows	
SUI	30-31	Trellis	223	fabric	exterior wood	
Sundries allowance	26	Trim, door	95-96	material pricing 18, 21, 24, 279-284	
Sundry inventory		Trowel finish, walls	412-417	surface preparation	interior wood	
checklist	27-28			vinyl 17, 20, 23, 285-291	
Superintendent, field	30			Wallpaper	steel factory sash	418
Supervision expense	14	U		borders	Wine racks	293-294
Supervisor, responsibility	14	Undercoat	17, 20, 23	canvas	Wiping stain	
Supplier discounts	26	Unemployment insurance	30-31	commercial	exterior	18, 21, 24
Surface area of spheres	399	Unfilled block	354	flock	interior	17, 20, 29
Surface preparation	9, 10	Union wage rates	29	foil	Wire brush	316
specialists	30	Unit cost estimate	8	hand-crafted	Wire mesh fence	123
wallcovering	425	Unit prices, converting	9	paste	Withheld taxes	30-31
SURRPTUCU	9, 10	Unknown job conditions	11	residential	Wood fence	123
Suspended ceilings	57-59	Unstick windows	312	scenic	Wood filler	19, 22, 25
Swedish putty	298	Urethane caulk	297	sizing	Wood floors	133-136
Swing stage		Used brick	144-146	walls, concrete tilt-up	fill	299
rental	34	Utility areas, painting	231	Walls, gypsum drywall	Wood paneled walls	267
wages	30			anti-graffiti stain	Wood shingles or	
System estimates		V		eliminator	shakes	190-195
exterior	18, 21, 24	Vacation pay	30-31	orange peel texture	Wood siding	
interior	17, 20, 23	Valances for light fixtures	224	sand finish	rough sawn or resawn	
T		Variables		smooth finish 208-213	
T-bar ceiling frames	57-59	bidding	36-37	Walls, interior plaster	smooth	214-219
Tables		pricing	7-8	medium texture	Wood stair stringers	222
adjustments to	7	site	37	rough texture	Wood stairs or steps	219
assumptions	7	Varnish	301	smooth texture	Wood trim	92
compilation methods	7	exterior	18, 21, 24	Walls, tank, silo,	Wood veneer	
excluded costs	9	marine spar	18, 21, 24	vessel or hopper	flexwood	425
how to use	6	Veneer, flexible wood sheet	425	Walls, wood panel	paneling	267-275
included costs	9	Vents, sheet metal	199-200	paint grade	Wood windows	279-291
order, defined	6	Vertical pipe runs	359	stain grade	Work	
preparation	9	Vessels		Wardrobe doors	delayed	29
Take-off sheet	31	roof exterior	406-411	Wash	efficiency	14
Tanks		wall exterior	400-405	Waste factor	evening	9
roof exterior	406-411	Vinyl coating, industrial		Waste, material	Work pots, plastic	28
vinyl coating, industrial	 19, 22, 25		Water soluble paints,	Workers' comp. insurance	
..... 19, 22, 25		Vinyl paste		sandblasting 30-31	
wall exterior	400-405	powdered	19, 22, 25	Water-based paint	Working conditions	11, 29
Taping wallboard	312	vinyl to vinyl ready-mix	422	Waterblasting	Wrought iron	
Taxes		Vinyl wallcovering		pricing table	railing	179-181
payroll	30-31	commercial	426-427	Waterproofing	shelf supports	162
sales	26	residential	428-429 18, 21, 24, 193, 195		
Thinner	28	Volume discounts	16	industrial	Z	
			 19, 22, 25	Zinc chromate	18, 21, 24
				Wax		
			 17, 20, 23		

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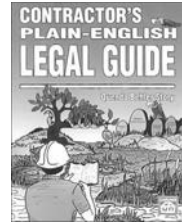
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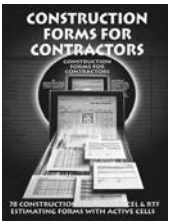


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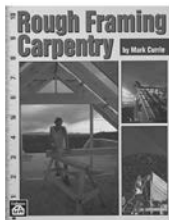
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