

POCKET PRICING CARD

Quick reference for markups, trip charges, and on-the-spot estimates

tradesmanoffice.etsy.com

1. MATERIAL MARKUP BY TRADE

Smaller items take more markup, big-ticket equipment takes less. Same rules apply across every trade.

CATEGORY	MARKUP	ELECTRICIAN	PLUMBER	HVAC	CARPENTER
Consumables / small parts	60–100%	Wire nuts, staples	Washers, tape, flux	Filters, screws, clamps	Nails, screws, sealant
Standard materials	40–60%	Wire, boxes, breakers	Pipe, fittings, valves	Refrigerant, vents, ductwork	Lumber, drywall, trim
Major equipment	20–35%	Panels, fixtures	Water heaters, faucets	Furnaces, A/C units	Doors, windows, cabinets
Subcontracted work	15–25%	Any trade — work you charge through but don't perform yourself			

2. TRIP & SERVICE CHARGES

These are multipliers of YOUR hourly rate — not flat dollar guesses. Don't know your rate? See the note below.

- **Standard trip charge** $0.75 \times \text{rate}$ *Covers fuel + first 30 min of diagnostic*
- **Same-day / urgent** $1.0 \times \text{rate}$ *Anytime you reshuffle the schedule for them*
- **After-hours (5pm–7am)** $1.5 \times \text{rate}$ *Plus minimum 2-hour billing*
- **Weekends / holidays** $2.0 \times \text{rate}$ *Same minimum as after-hours*
- **Diagnostic-only fee** $1.0 \times \text{rate}$ *If they don't move forward with the work*

DON'T KNOW YOUR HOURLY RATE?

Most contractors guess and undercharge. The Break-Even Labor Rate Calculator runs the actual math in 10 minutes.

→ [Find it in the TradesmanOffice Etsy shop](#)

3. FIVE RULES THAT KEEP YOU PROFITABLE

1. Quote in writing, every time. A verbal price is a future argument.
2. Get a deposit on any job over \$1,000. 30–50% before parts are ordered.
3. Add 10–15% to your time estimate. The job is always longer than you think.
4. Charge for the second trip. The first is the quote — every visit after is billable.
5. If the customer hesitates on price, walk away cheerfully. Discount-driven customers cost the most.