DEMO ONLY

RPM TRADE SUPPORT

INTERNAL COSTING SHEET

PREPARED FOR	PROJECT	STATUS
Example trade client	Kitchen K-002	Illustrative draft

Kitchen installation estimate

Example 10 m² kitchen. Rates are fictional cost inputs for demonstration, not live supplier prices or an installation quotation.

01 Materials and allowances

Item	Qty	Unit cost	Cost
Base / wall cabinet allowance	10	£125.00	**£1,250.00**
Laminate worktop (linear m)	4	£70.00	**£280.00**
Sink and mixer tap set	1	£180.00	**£180.00**
Appliance allowance	1	£850.00	**£850.00**
Splashback materials (m²)	4	£32.00	**£128.00**
Flooring materials (m²)	10	£25.00	**£250.00**
Fixings, trims and consumables	1	£200.00	**£200.00**

MATERIALS SUBTOTAL **£3,138.00**

02 Labour and subcontract costs

Task	Hours / qty	Rate	Cost
Strip out and preparation	8	£35.00	**£280.00**
Cabinet and worktop fitting	32	£35.00	**£1,120.00**
Plumbing connections	8	£35.00	**£280.00**
Splashback and floor finish	16	£35.00	**£560.00**
Electrical subcontract allowance	1	£450.00	**£450.00**

LABOUR SUBTOTAL **£2,690.00**

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COMMERCIAL SUMMARY

REFERENCE	PRICING METHOD	VISIBILITY
DEMO-E002	Cost + markup	Internal only

03 Selling price calculation

Cost / pricing component	Amount
Materials	£3,138.00
Labour and subcontractors	£2,690.00
Overheads and administration	£250.00
Total internal cost	£6,078.00
Markup (20% of internal cost)	£1,215.60

PROPOSED SELLING PRICE £7,293.60

Excluding VAT; VAT treatment depends on the trade client.

ESTIMATED GROSS PROFIT	GROSS MARGIN
£1,215.60	16.7%

Assumptions

Existing kitchen footprint retained; no structural changes. Check cabinet schedules, appliance specifications, service routes and supplier quotes before issue.

Commercial review

Confirm the client's actual costs, overhead recovery, markup, applicable VAT treatment and all exclusions. Do not send internal costs or profit figures to the end customer.

What the customer receives

A separate branded quotation showing agreed selling prices and scope, without internal cost or margin data.