

Fictional display shelves

Fictional demonstration · USD · Generated 2026-09-30T09:47:35.926461+00:00

A sample proposal and transparent costing worksheet. No actual customer, supplier quotation or engineering certification is represented.

Proposed price before tax / shipping

USD 1145.38

Target gross margin 40% · achieved after rounding 39.9998%

Cost build-up

Item	Net BF	With waste BF	Materials USD	Labor USD	Cost USD
White oak display shelves	20.000000	24.000000	216.00	275.00	491.00
Solid-wood cleats	5.250000	6.037500	36.23	110.00	146.23
Material Cost (USD)			252.23		
Labor Cost (USD)			385.00		
Consumables (USD)			18.00		
Finish Cost (USD)			32.00		
Direct Cost (USD)			687.23		
Gross Profit (USD)			458.15		
Price (USD)			1145.38		

Supplied quantities and rates

Item	Inches T × W × L	Pieces	USD/BF	Waste %	Hours	USD/hour
White oak display shelves	1 × 10 × 48	6	9	20	5	55
Solid-wood cleats	0.75 × 2 × 42	12	6	15	2	55

Assumptions and next step

Inputs, rates and quantities supplied by the customer. Example rates are fictional, not market prices. Dimensions in inches; material in USD per board foot. Labor hours apply to the complete line. Material and labor round half up to cents per line; totals sum those rounded costs. Waste applies to material only. Gross-margin price = cost / (1 - margin). Tax, shipping, drawing takeoffs and structural certification are excluded. The final rounded cent may slightly change achieved margin.

Agree the actual scope, exclusions, delivery date, payment terms and acceptance examples before issuing a customer proposal. Editable source accompanies the delivery.