GWJ INDUSTRIAL SUPPLIES AND CONSTRUCTION, LLC

Exterior Light Commercial Estimator — User Guide

An exterior estimating workbook — brick masonry, fiber-cement siding, roofing, slab foundation, and concrete flatwork.

What this workbook does

This workbook prices the exterior shell of a light commercial or residential project. You enter your wall dimensions, roof measurements, and slab sizes in the yellow input cells, and the workbook calculates quantities, applies waste factors, looks up your labor and material rates, and produces trade subtotals for each exterior division. A Summary tab rolls all five trades into a single bid with contingency, overhead, and profit, and a QuickBooks Export tab formats everything for accounting import.

The tabs, in plain terms

Input / Cover	Project info, markup rates, sales tax, and contingency. Set these before opening any trade tab.
Unit Prices	Your exterior labor and material rate library — brick, CMU, fiber-cement, roofing, slab, and flatwork. Update to your local market.
Brick Masonry	Enter wall dimensions and door/window openings. Net wall SF calculates automatically, and all brick, mortar, ties, and cleaning quantities price from there.
Cement Board	Hardie siding, WRB, trim, soffit, and paint. Enter wall areas in Step 1 and trim lengths in Step 2.
Roofing	Enter roof plane dimensions and slope factor. The workbook converts to squares and prices shingles, underlayment, ridge, drip edge, and flashing.
Slab Foundation	Enter slab dimensions — length, width, and thickness. Volume in CY calculates automatically and feeds concrete, rebar, vapor barrier, forms, and finishing.
Concrete Walkway	Walkways, steps, and flatwork. Same layout as Slab — enter dimensions, get quantities and pricing.
Summary	All five trade totals with contingency, overhead, profit, and grand total bid price.
QuickBooks Export	Pre-formatted import table for QuickBooks Desktop or Online.

How to use it — step by step

1. Open **Input / Cover** first. Set your markup rates — contingency %, overhead %, profit %, and sales tax %. Every trade sheet reads these.

2. Go to **Unit Prices** and update the labor and material rates to match your current New Orleans supplier and labor costs. These rates feed all five trade tabs automatically.

3. Open **Brick Masonry**. In Step 1, enter each wall section — label, length, and height. Enter the number of standard doors and total window SF per wall. Net wall SF calculates after deductions.

4. In Step 2 of Brick Masonry, the quantity rows (mortar bags, brick ties, cleaning) calculate from your net wall SF. The Face Brick line also pulls your net wall SF — just confirm the waste % looks right for your job.

5. Open **Cement Board**. Enter siding areas in Step 1 and trim lengths in Step 2. The estimate rows in Step 3 pull those quantities and price them from the Unit Prices library.

6. Open **Roofing**. Enter each roof plane — length, width, and slope factor. Use the slope factor guide in row 7 (4/12 = 1.054, 6/12 = 1.118, etc.). If the slope is flat or unknown, leave the factor blank and the workbook treats it as flat (1.0).

7. Open **Slab Foundation** and **Concrete Walkway**. Enter dimensions — the cubic yard volumes calculate automatically and feed all the cost lines beneath them.

8. Open **Summary** to see all five trades combined with your markups applied. This is your bid number.

Good-to-know tips

- The slope factor on the Roofing tab is critical — a blank or zero factor now defaults to 1.0 (flat), so the roof area will not disappear even if you forget it.
- Rates on the Unit Prices tab feed all five trade sheets. Update prices there, not on the individual trade tabs.
- The slab and walkway pump truck rows are live — if your job needs a concrete pump, enter the number of days and the $1,500/day charge will roll in automatically.
- Window SF deductions on the Brick tab are total SF per wall, not per window. Add up all your window areas per wall before entering.
- Tax applies to materials only. The Summary pulls the material column for tax — it does not tax your labor.
- The QuickBooks Subtotal column in the Export tab pulls your trade subtotals (labor + material before tax), not the taxed total. Map accordingly when setting up QB accounts.