

Section 13 - Mark Up

This section introduces you to various methods of applying Mark Up to the estimated **Nett Rates** in Candy.

This section of the Candy manual contains the following topics:

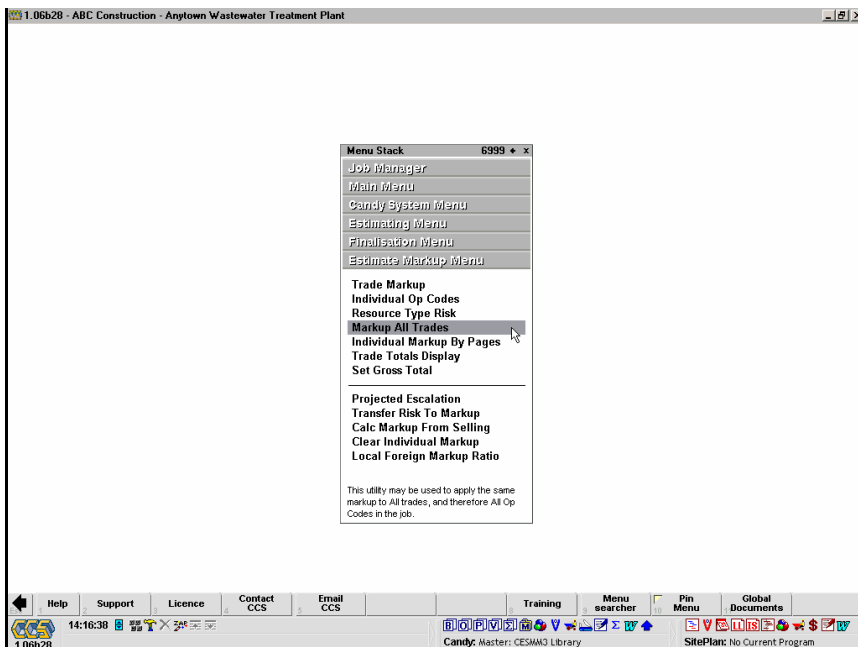
- Trade mark up - Sheet 13.01 to 13.02
- Individual mark up - Sheet 13.02 to 13.03
- Resource type risk - Sheet 13.03 to 13.04
- Set gross total - Sheet 13.04
- Projected escalation - Sheet 13.05
- Selling rates - Sheet 13.05 to 13.06
- Trade totals display - Sheet 13.07
- Markup utilities - Sheet 13.08

Mark Up Menu

The Mark Up Menu is located within the Estimating module of the CCS System.

From the **CCS Menu** follow the path **Candy System** to **Estimating** to **Finalisation** to **Markup**.

Note: The markup menu may be called up by Double Clicking in the **Applied Markup** column on a **Bill** or **Op Code** scroller document.



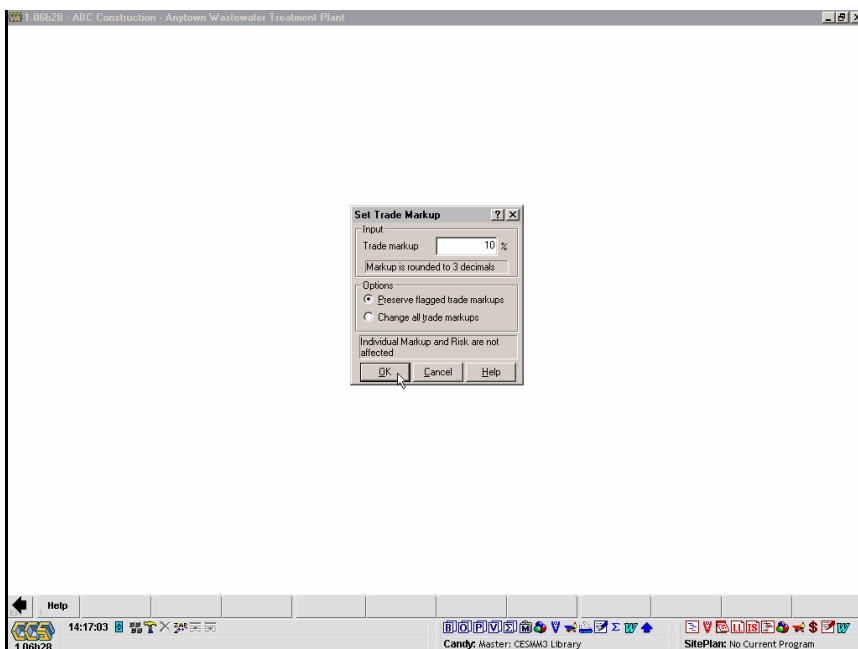
Mark Up All Trades

Initially you can apply a percentage Mark Up to everything.

From the Markup menu select **Markup All Trades**.

On this selector you can enter a percentage Mark Up for **All Trades**, i.e. all Op Codes in the job.

Type in the required percentage and use the **OK** button.

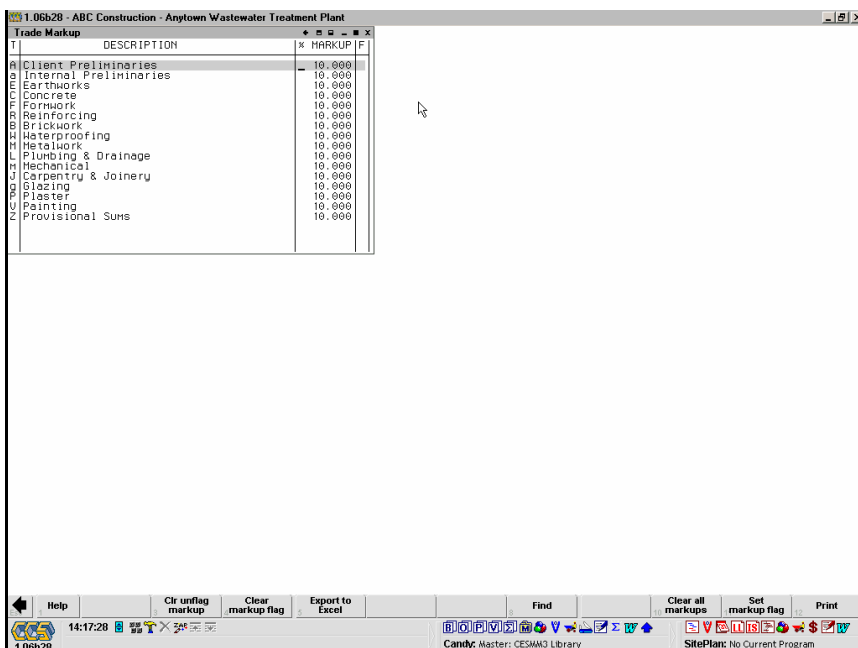


Trade Mark Up

Having initially Marked Up all trades by the same percentage, you can markup specific trades by a different percentage.

From the Markup menu select **Trade Markup**.

The trade list is displayed for the job, together with the percentage that was initially applied to all trades.



On this document you can now alter the Mark Up for specific trades.

Notice that negative Mark Up can be applied on this document.

Specific trades may be flagged for the purpose of retaining a specified Mark Up when the percentage is calculated by the system.

Position the cursor on the required trade and use the **Set Markup Flag** softkey. The selected trade is flagged with an asterisk (*).

Trade MarkUp	DESCRIPTION	MARKUP
T		
A	Client Preliminaries	15.000
a	Internal Preliminaries	15.000
E	Earthworks	20.000
C	Concrete	10.000
F	Formwork	10.000
R	Reinforcing	5.000
B	Brickwork	10.000
W	Waterproofing	10.000
M	Metalwork	-5.000
L	Plumbing & Drainage	10.000
H	Mechanical	10.000
J	Carpentry & Joinery	10.000
G	Glazing	10.000
P	Plaster	10.000
U	Painting	10.000
Z	Provisional Sums	0.000

Individual Mark Up

Individual Mark Up can be applied to Op Codes.

For instance, if it was established that certain items had been undermeasured in the client's bill, the Op Codes relating to those items could be given a higher Mark Up than the Trade Markup for those Op Codes.

From the Markup menu select **Individual Op Codes**.

The Op Code list is displayed for the job.

Use the **Zoom** softkey in order to display one line per Op Code.

OP CODE	CURRENT TRADE MARKUP	DESCRIPTION	UNIT	INDIVIDUAL MARKUP
B-93013	20.000x	Excavate in places indicated for trenches and use for backfill, compact, and dispose of surplus material	m3	*
9L8372		Manhole size 1200x1200x1500mm deep internally.	no	*
A10003		Contractor's establishment	Item	*
A10004		Services	Item	*
A10006		Contractual requirements	Item	*
A10007		Contractor's establishment	Item	*
A10009		Contractor's establishment	Item	*
A10010		Services	Item	*
B7842		230mm stock brickwork in manholes	m2	*
C10027		C10 Concrete in blinding 50mm thick	m2	*
C10028		C20 Concrete in foundations	m3	*
C10029		C25 Concrete in walls	m3	*
C10030		C25 Concrete in surface beds	m3	*
C10031		Hood float finish	m2	*
C10055		Cement and sand (1:3) grouting under bases & HD bolt pockets.	dm3	*
C7021		C20 Concrete in manholes	m3	*
C7052		Concrete benching in manholes	m3	*
E10015		Clear and strip site	m2	*
E10016		Excavate in bulk, Class A material and dispose within 2km freehaul distance	m3	*
E10017		Excavation in foundations ne 2m deep	m3	*
E10018		Excavate for working space in Class A material and backfill and compact to 95% mod. density.	m3	*

On this document you can assign **Individual Mark Ups** for specific Op Codes.

Notice that with the cursor line on this Op Code, which has been Marked Up by 30%, the current **Trade Mark Up** for the Op Code's Trade is displayed at the top of the document.

Note: Individual markups take priority over trade markup.

1.06b28 - ABC Construction - Anytown Wastewater Treatment Plant

Individual Markup

CURRENT TRADE MARKUP= 10.000% Cx3

OP CODE	D E S C R I P T I O N	UNIT	INDIVIDUAL MARKUP
9E30013	Excavate in class A material for	m3	x
9L8372	Manhole size 1200x1200x1500mm deep	no	x
A10003	Contractor's establishment	Item	x
A10004	Services	Item	x
A10005	Contractual requirements	Item	x
A10007	Contractor's establishment	Item	x
A10009	Contractor's establishment	Item	x
A10010	Services	Item	x
B7842	230mm stock brickwork in manholes	m2	x
C10027	C10 Concrete in blinding 50mm thick	m2	20.000
C10028	C20 Concrete in foundations	m3	x
C10029	C25 Concrete in walls	m3	30.000
C10030	C25 Concrete in surface beds	m3	x
C10031	Wood float finish	m2	x
C10055	Cement and sand (1:3) grouting under	dm3	x
C7821	C20 Concrete in manholes	m3	x
C7862	concrete benching in manholes	m3	x
E10015	Clear and strip site	m2	x
E10016	Excavate in bulk, Class A material and	m3	x
E10017	Excavation in foundations ne 2m deep	m3	x
E10018	Excavate for working space in Class A	m3	x
E10019	Excavate in class A material for	m3	x
E10020	Extra over all excavations in Class A	m3	x
E10021	Filling under floors and around	m3	x
E10022	Overhaul	m3.km	x
E10023	Dewatering of excavations	Sum	x
E10024	Stockpile excavated material on site	m3.km	x
E1133	Clear and strip site	m2	x
E20021	Excavate in bulk, Class A material and	m3	x
E3251	Excavate in soft for trenches ne 2m deep	m3	x
E42111	Excavation in foundations ne 2m deep	m3	15.000
E52003	Excavate for working space in Class A	m3	x
E609	Extra over all excavations in Class A	m3	x
E670	Overhaul	m3.km	x
E670a	Stockpile excavated material on site	m3.km	x
E7011	Excavate in soft for manholes	m3	x
E8110	Dewatering of excavations	Sum	x
E9121	Load and dispose of surplus material	m3	x
E8245	Filling under floors and around	m3	x
E8251	Backfill & compact to 90% MOD HASHTO	m3	x
F10033	Vertical formwork to sides of	m2	x
F10034	Vertical formwork to walls	m2	x
F10035	Formwork to sides and soffits of beams	m2	x
F10036	Formwork not exceeding 150mm high	m	x
F10052	Form vertical expansion joints with	m	x
F10053	Rake out 20mm thick filler board 13mm	m	x
F7825	Formwork to soffits of manholes	m2	x
F7826	Formwork in manholes in narrow width	m	x
F10057	Supply, bed and lay 375mm dia class 75D	m	x

Help Export to Excel Zoom Go to OpCode More keys Trade markup Worksheet

14:19:35 Candy: Master: CESMAG Library SitePlan: No Current Program



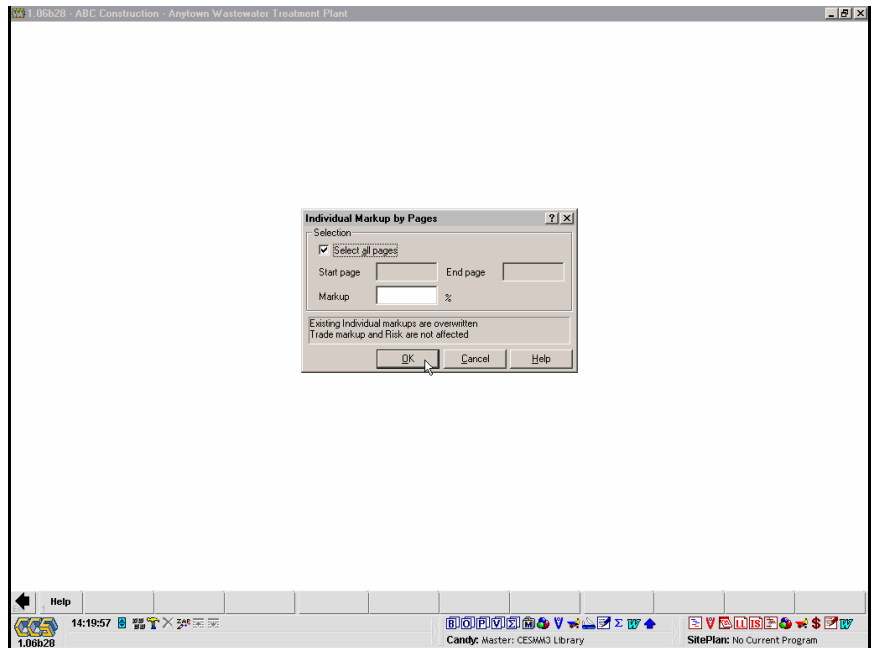
Individual Mark Up by Pages

Individual Mark Up can be applied to **Page Ranges** in the bill of quantities.

For instance, you may wish to mark up different sections of the bill by a different percentage.

From the Markup menu select **Individual Markup By Pages**.

A selector is displayed onto which the page range and the percentage mark up can be entered.

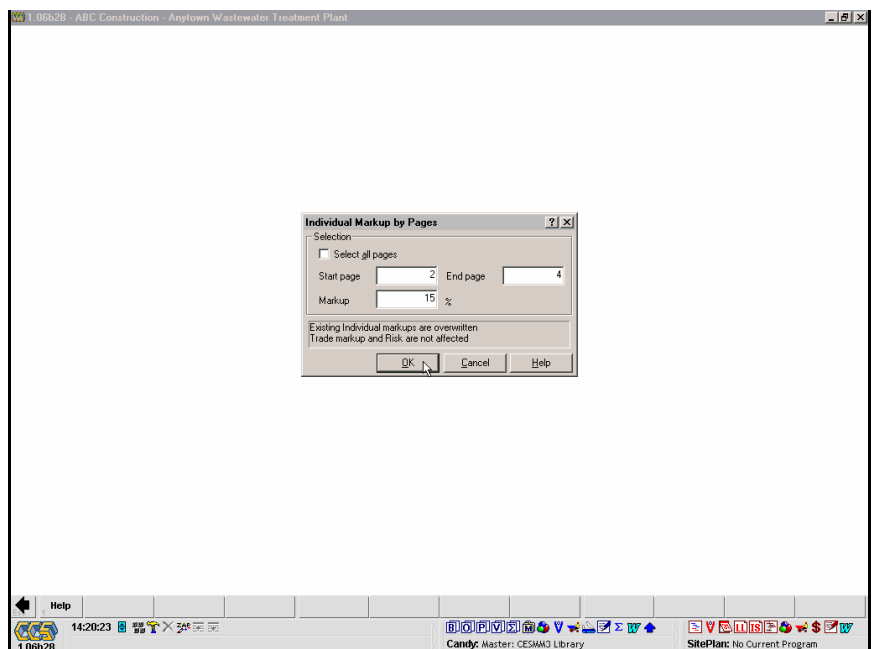


Select the option **Select all pages** to apply the individual markup to all items in the bill or enter the inclusive page range (CCS Page Numbers).

Enter the required percentage mark up.

Use the  button.

Note: If you have used repeat Op Codes in the job, you must be aware that, in applying individual mark up by page range, you may be marking up items in other sections of the bill which have the same Op Codes.



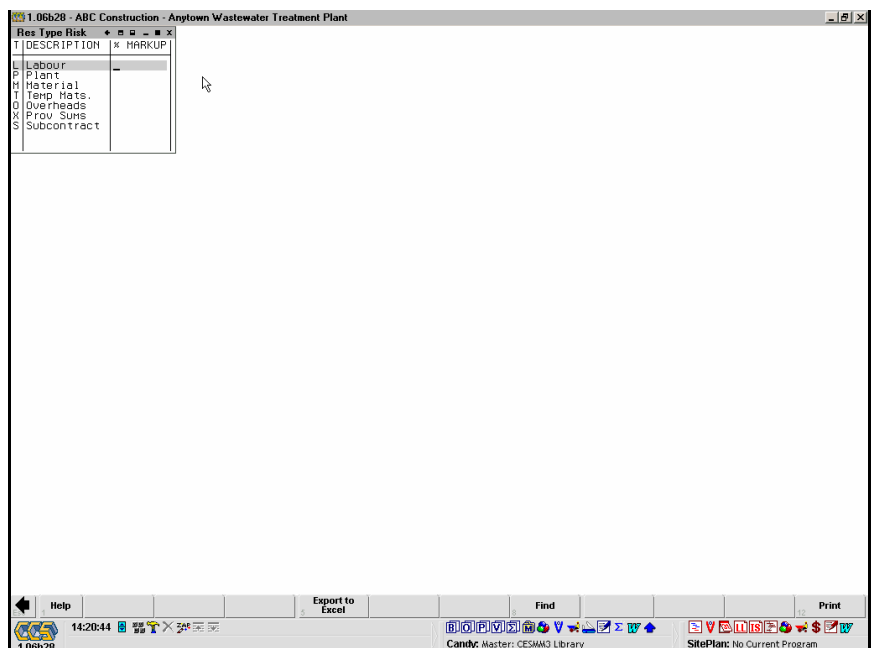
Resource Type Risk

Mark Up can be applied to **Resource Types**.

For instance, if you wished to mark up the labour content of your **Nett** price by a certain percentage, you could use **Resource Type Risk**.

From the Markup menu select **Resource Type Risk**.

The list of **Resource Types** for the job is displayed.

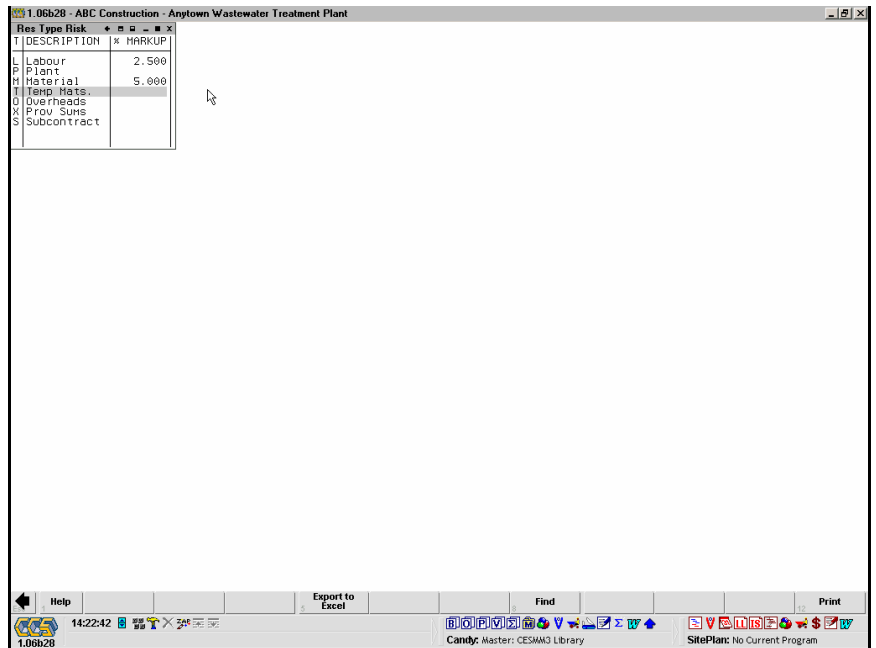


Percentages can be entered on this document to apply a mark up to the nett price.

If both markup and risk have been used, then markup on markup may be generated.

For example, a labour-only Op Code with a nett rate of 100, a 5% labour risk and a 10% trade or individual mark up, has a gross rate calculated as follows:

$$(100 \times 1.05) \times 1.10 = 115.50$$



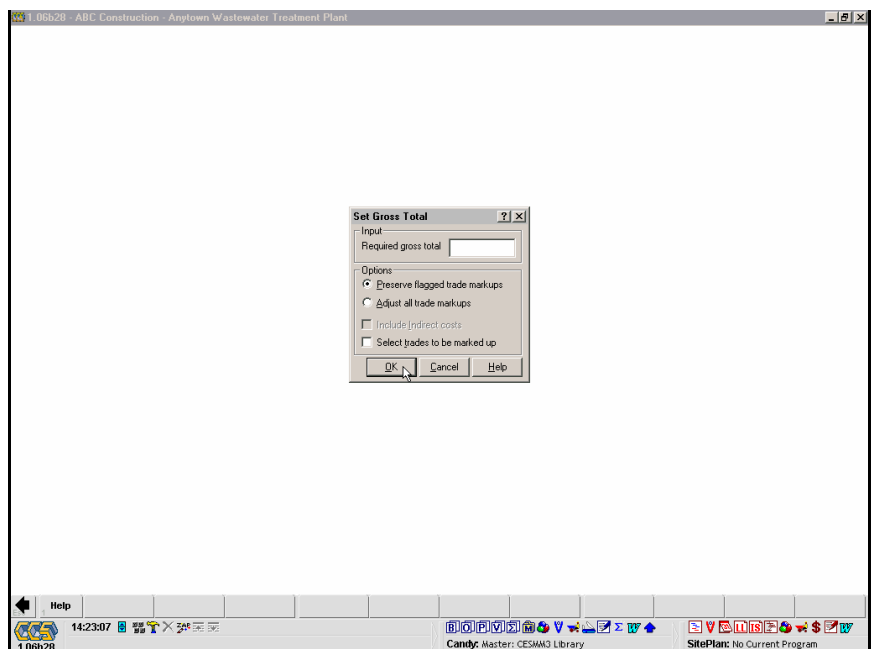
Set Gross Total

You can actually specify what the calculated **Gross Total** should be.

From the Markup menu select **Set Gross Total**.

A selector is displayed on which a **Gross Total** can be specified.

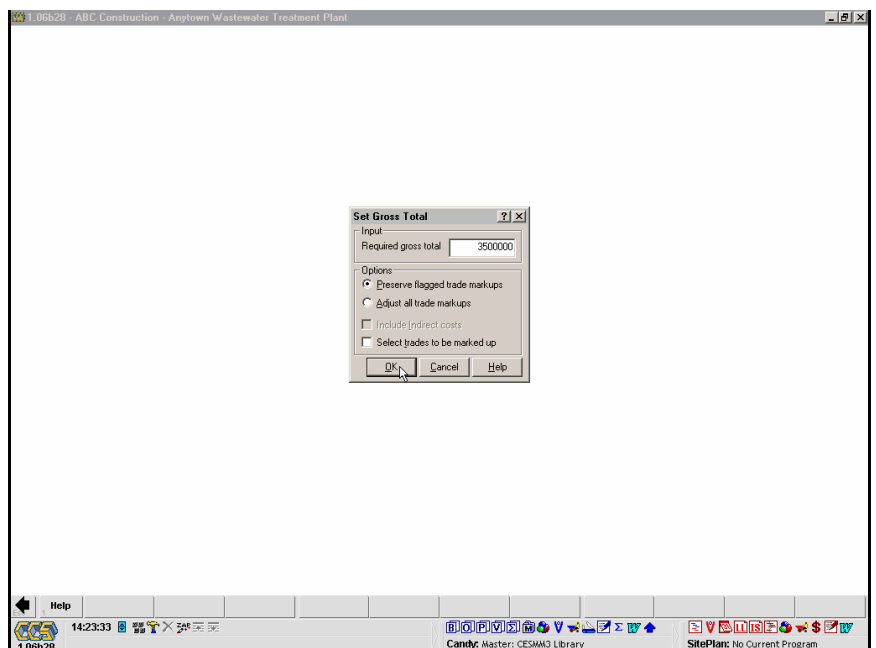
Set Gross Total works by adjusting markups.



Type in a figure.

Options are available to either adjust All Trade Mark Ups or to preserve those with a mark up flag, to Include or Exclude Indirect Costs and to select specific trades for markup adjustment.

Use the **OK** button, to adjust markups.



Projected Escalation

You may need to make an allowance for escalation in your tender price, for instance if the tender is a fixed price lump sum.

There is a utility in Candy called **Projected Escalation** which allows you to do this.

From the Markup menu select **Projected Escalation**.

On this document the **Trade List** for the job is displayed together with columns for each **Resource Type**.

T	DESCRIPTION	Labour	Plant	Material	Temp	Hat	Overhead	Prov	Suh	Subcontr
A	Client Preliminaries									
a	Internal Preliminaries									
C	Concrete									
F	Formwork									
R	Reinforcing									
B	Brickwork									
H	Waterproofing									
M	Metalwork									
L	Plumbing & Drainage									
H	Mechanical									
J	Carpentry & Joinery									
G	Glazing									
P	Plaster									
V	Painting									
Z	Provisional Sums									

Percentages can be entered against each trade for the different elements of the rate, Labour, Plant, Material etc.



Use the **Update Selling** softkey to apply the escalation.

The escalation percentages are applied to the **Nett** rate and added to the **Gross** rate.

This result then overwrites any **Unlocked Selling Rates**.

T	DESCRIPTION	Labour	Plant	Material	Temp	Hat	Overhead	Prov	Suh	Subcontr
A	Client Preliminaries	5.000	2.500	3.500						
a	Internal Preliminaries	5.000	2.500	3.500						
C	Concrete	5.000	2.500	3.500						
F	Formwork	5.000	2.500	3.500						
R	Reinforcing	5.000	2.500	3.500						
B	Brickwork	7.000	2.500	3.000						
H	Waterproofing	9.000	2.500	10.000						
M	Metalwork									
L	Plumbing & Drainage									
H	Mechanical									
J	Carpentry & Joinery									
G	Glazing									
P	Plaster									
V	Painting									
Z	Provisional Sums									

Selling Rates

You have established that :
Nett Rate + Mark Up = Gross Rate.

There is a third rate available in Candy called the **Selling Rate**.

This is an independent rate in that changes to the **Nett Rate** or the **Mark Up** do not effect it.

Having priced a job and applied mark up, **Selling Rates** can be established by copying the **Gross Rates**.

From the **CCS Menu** follow the path **Candy System** to **Estimating** to **Pricing** and select **Selling Rates**.

Menu Stack 6999

- Job Manager
- Main Menu
- Candy System Menu
- Estimating Menu
- Pricing Menu
- Worksheets
 - Selling Rates**
 - Macro Bill Worksheets
 - Split Rate Pricing
 - Transfer Items To Sub Adj
- Auto-pricing
 - Generic Auto-pricing
 - Auto-price Complex Resources
 - Transfer Gross To Selling
 - Global Variables
 - Subcontract Rate Selector
 - Auto Append/Item Re-coder
 - Cost Adjustment

An Op Code scroller, on which all the selling rates are listed.

The **Selling Rates** document is essentially an Op Code Scroller that has the Selling Rate column displayed.

Use the **Gross To Sell** softkey.

OP CODE	SELLING MARKUP=*	D E S C R I P T I O N	UNIT	SELLING RATE	BILLED QUANTITY
BE98013		Excavate in Class A material for trenches and use for backfill, compact, and dispose of surplus material	m3		390.00
9L8372		Manhole size 1200x1200x1500mm deep internally.	no		15.00
A10003		Contractor's establishment	Item		1.00
A10004		Services	Item		1.00
A10006		Contractual requirements	Item		1.00
A10007		Contractor's establishment	Item		1.00
A10009		Contractor's establishment	Item		1.00
A10010		Services	Item		1.00
B7842		230mm stock brickwork in manholes	m2		0.00
C10027		C10 Concrete in blinding 50mm thick	m2	1,695.00	
C10028		C20 Concrete in foundations	m3	1,950.00	
C10029		C25 Concrete in walls	m3	315.00	
C10030		C25 Concrete in surface beds	m3	105.00	
C10031		Wood float finish	m2	1,365.00	
C10055		Cement and sand (1:3) grouting under bases & HD bolt pockets.	dm3	17,925.00	
C7821		C20 Concrete in manholes	m3	0.00	
C7862		Concrete benching in manholes	m3	0.00	
E10015		Clear and strip site	m2	0.00	
E10016		Excavate in bulk, Class A material and dispose within 2km freehaul distance	m3	0.00	
E10017		Excavation in foundations ne 2m deep	m3	0.00	
E10018		Excavate for working space in Class A material and backfill and compact to 95% mod. AASHTO.	m3	0.00	

A selector is displayed on which you can specify a range of pages and items.

Select the option **Select all pages/items** to copy Gross to Selling for the whole bill or enter the inclusive page/item range (CCS Page Numbers).

The options on this selector allow unlocked selling rates to be overwritten, new selling rates that are about to be created can be locked and zero gross rates may or may not be transferred.

Select the required options and use the **OK** button.

*Note: This selector may also be called up by Double Clicking in the **Selling Rate** column on any scroller.*

When the transfer is complete, a message is displayed which informs you how many Selling Rates have been updated.

Hit any key to continue.

The Selling Rate document is updated with selling rates.

The asterisks (*) against the rates indicate that these are **Locked Selling Rates**.

The **Lock Sell Rate** softkey can be used for **Locking / Unlocking** selling rates.

Note: It is recommended that locked selling rates be used to lock those rates used in a tender submission or those rates that constitute a contract sum.


OP CODE	SELLING MARKUP=*	D E S C R I P T I O N	UNIT	SELLING RATE	BILLED QUANTITY
BE98013	22.167%	Excavate in Class A material for trenches and use for backfill, compact, and dispose of surplus material	m3	41,723	390.00
9L8372		Manhole size 1200x1200x1500mm deep internally.	no	4,983.79*	15.00
A10003		Contractor's establishment	Item	23,000.00*	1.00
A10004		Services	Item	70,437.50*	1.00
A10006		Contractual requirements	Item	1.00	1.00
A10007		Contractor's establishment	Item	1.00	1.00
A10009		Contractor's establishment	Item	1.00	1.00
A10010		Services	Item	1.00	1.00
B7842		230mm stock brickwork in manholes	m2	234.04*	0.00
C10027		C10 Concrete in blinding 50mm thick	m2	20.60*	1,695.00
C10028		C20 Concrete in foundations	m3	278.27*	1,950.00
C10029		C25 Concrete in walls	m3	350.27*	315.00
C10030		C25 Concrete in surface beds	m3	287.77*	105.00
C10031		Wood float finish	m2	7.27*	1,365.00
C10055		Cement and sand (1:3) grouting under bases & HD bolt pockets.	dm3	17,925.00	
C7821		C20 Concrete in manholes	m3	428.26*	0.00
C7862		Concrete benching in manholes	m3	693.96*	0.00
E10015		Clear and strip site	m2	0.00	
E10016		Excavate in bulk, Class A material and dispose within 2km freehaul distance	m3	0.00	
E10017		Excavation in foundations ne 2m deep	m3	0.00	
E10018		Excavate for working space in Class A material and backfill and compact to 95% mod. AASHTO.	m3	0.00	

Trade Totals Display

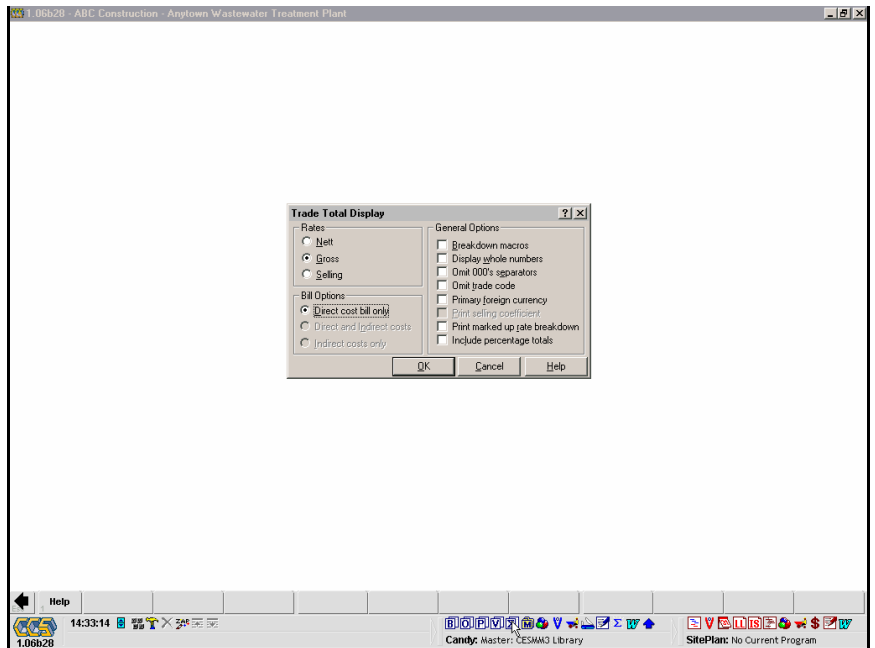
The simplest way to calculate and view the result of any **Mark Up** is to produce a **Trade Totals Display**.

From the Markup menu select **Trade Totals Display**.

Alternatively, from the **CCS Menu** follow the path **Candy System** to **Estimating** to **Candy Query** and select **Trade Totals Display**.

Select **Gross Rate** and use the  button.

Note: A **Trade Totals Display** may also be obtained by using the  button.



The **Trade Totals Display** firstly breaks the value down by **Trade**.

The trades displayed on the left-hand side of the report follow the order in which the trades are defined on the **Trade Definitions** document. This can be changed if required.

Only those trades against which some value is being reported are displayed on this report.

The top left corner of the report always displays the **Rate** that has been used in the generation of the report.

If there are any Plug Rates in the job, their value is displayed in a separate column.

The total number of **Unpriced Op Codes** is displayed in the bottom left of the report.

TRADE DESCRIPTION	GROSS AMOUNT	PLUGGED RATES	Labour	Plant	Material	Temp Mats
A Client Preliminaries	93,437.50	20,000.00	10,000.00	30,000.00	20,000.00	
E Earthworks	561,201.15		224,379.30	174,151.35	36,667.65	
C Concrete	730,537.95		218,765.75	87,428.40	320,682.30	
F Formwork	189,128.45		147,284.49			39,052.2
R Reinforcing	154,684.62		65,695.21	10,314.00	65,181.50	
L Plumbing & Drainage	147,615.30		96,451.40	3,144.00	28,005.60	2,773.2
H Mechanical	13,563.30		388.18		11,710.50	
GRAND TOTAL	1,900,287.67	20,000.00	760,885.24	305,637.75	482,647.55	32,825.4
17 Unpriced Op Codes						

Use the drag bar to display the right hand side of the **Trade Totals Display**.

Secondly, the value is broken down into **Resource Types**.

These columns across the top of the report follow the order in which the **Resource Types** are defined in the **Resource Type Definitions** document.

Select the option **Print Marked Up Rate Breakdown** to distribute the mark up through the **Resource Type** columns.

If this option is not selected, as in this example, the markup is displayed in a separate column on the right hand side of the **Trade Totals Display**.

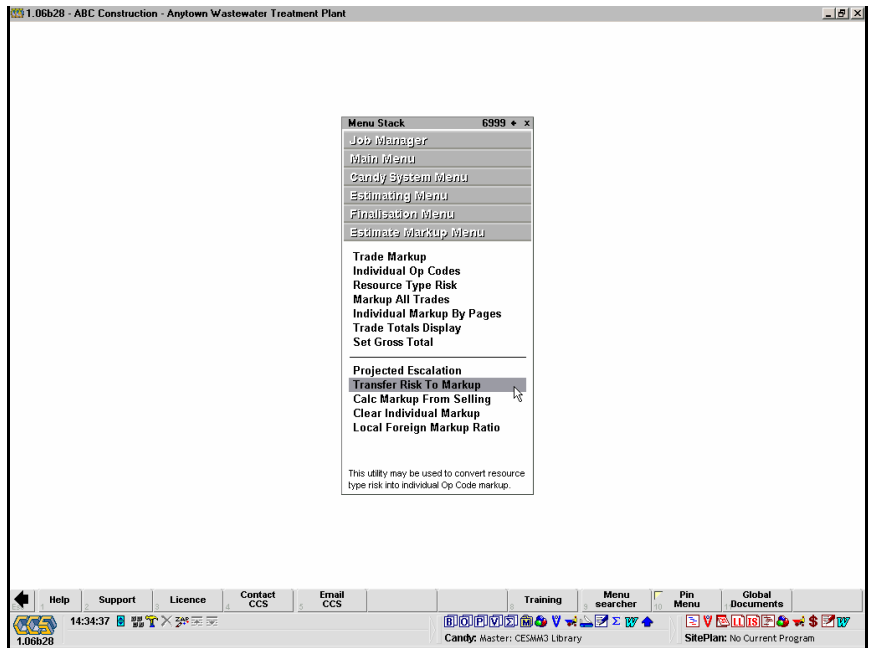
1.06b28 - ABC Construction - Anytown Wastewater Treatment Plant								
Trade Totals Display								
PLUGGED RATES	Labour	Plant	Material	Temp Mats.	Overheads	Friday, 16 August 2002	180026	14:33:39
						Prov Subs	Subcontract	MARKUP
20,000.00	10,000.00	30,000.00	20,000.00					13,437.50
	224,373.30	174,151.35	36,667.55				25,830.00	180,172.85
	216,755.75	87,429.40	320,082.30					105,261.50
	147,284.40			30,052.20				21,791.85
	65,695.21	10,314.00	65,181.50					12,582.31
	36,451.00	3,144.00	28,005.80	2,773.20				17,231.10
	388.18		11,710.50					1,864.62
20,000.00	760,885.24	305,037.75	482,647.55	32,825.40			25,830.00	273,061.73

Markup Utilities

The other options on the Markup Menu are as follows :

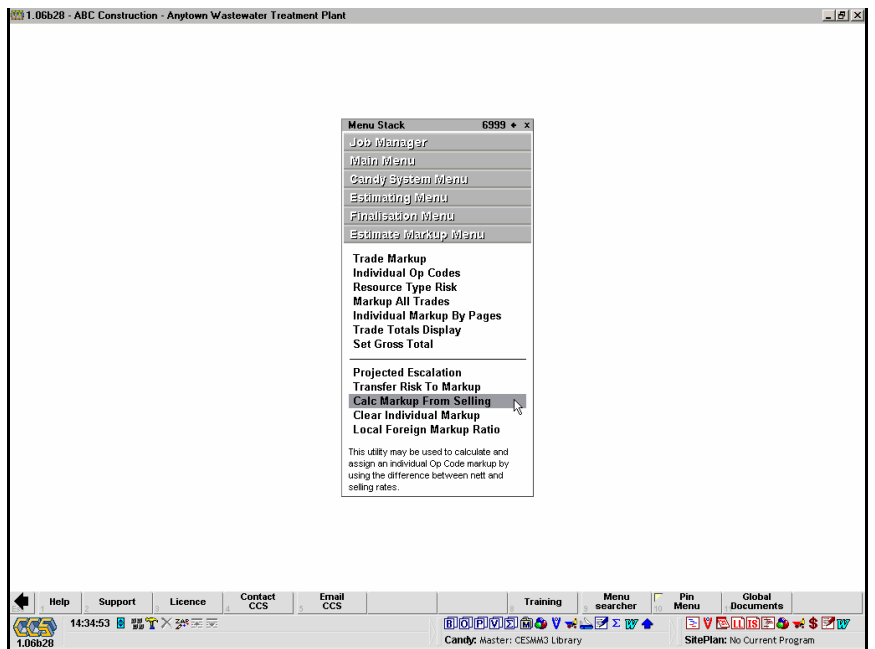
Transfer Risk to Markup converts Resource Type Risk into individual Op Code markup.

The Resource Type Risk percentages are zeroed when this is carried out.



Calc Markup from Selling calculates and assigns an individual Op Code Markup by using the difference between **Nett** and **Selling** rates.

This only works for an Op Code if both rates are not equal to zero.



Clear Individual Markup blanks out all individual Op Code Markups, resetting all Op Codes with their respective Trade Markup.

Note: Local Foreign Markup Ratio is fully explained in Candy Manual Section 23- International Utilities.

