
FIX-RIGHT™ Pricing App

HTML Price Guide Generator

USER GUIDE

How to Open, Configure, and Use the Application

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1. Overview

The FIX-RIGHT™ Pricing App is a self-contained HTML application that runs entirely in your web browser. It calculates flat-rate HVAC repair prices based on your company's specific financial inputs, approved repair material cost and displays the completed price guide on screen for review and generates a print-ready hard copy or Acrobat PDF price guide booklet that technicians carry in the field or have on their handheld device.

The application requires no internet connection after the initial file is opened and no software installation of any kind. Everything is stored within the single HTML file and your browser's local storage.

What the Application Does

Feature	Description
Company Setup	Stores your company name, address, wage rates, overhead percentages, markups, and pricing parameters.
Price Calculation	Automatically computes flat-rate prices for 600+ HVAC repair items using your financial inputs — no manual math required.
On-Screen Review	Browse the complete price guide by repair category before printing. All prices update live as you change any setup input.
Print Guide	Generates a polished, multi-page print packet: cover page, table of contents, all repair sections, and a back cover.
Excel Export / Import	Professional and MaxProfit™ users can export all pricing data to a .xlsx workbook and import an updated workbook back into the app.
Multi-Company Profiles	Store separate pricing configurations for multiple companies in the same browser, each with its own password.
Billable Efficiency Calculator	A built-in tool calculates your actual billable efficiency percentage and truck cost per hour from real business data.

⚠ Important — Data Storage

All data is stored in your browser's local storage. Clearing your browser history, cache, or site data WILL erase your saved setup.

Always export your data to Excel regularly as a backup. See Section 7 for export instructions.

2. Opening the Application

The FIX-RIGHT™ Pricing App is delivered as a single file named Claude_Update.html (or a similarly named .html file). No installation is required.

Recommended Browsers

The application is designed for modern desktop web browsers. The following are supported and recommended:

- Google Chrome (recommended — best print support)
- Microsoft Edge
- Mozilla Firefox
- Apple Safari (Mac)

i Print Quality Note

Google Chrome produces the best printed output because it accurately handles the CSS print layout, color printing, and page sizing.

If using another browser, print quality may vary. Always preview before printing.

How to Open the File

1

Locate the HTML file

Find the file Claude_Update.html (or your branded .html filename) on your computer, network drive, or USB drive.

2

Open in your browser

Double-click the file. It will open automatically in your default browser. If it opens in a text editor instead, right-click the file → Open with → Google Chrome (or your preferred browser).

3

The app loads

You will see the FIX-RIGHT™ header bar at the top and the Company Setup panel as the default starting screen. No login is required for standard use. Admin features require a separate password (see Section 6).

Navigation Bar

A sticky navigation bar appears at the top of every screen. It contains the following buttons:

Button	What It Does
Setup	Opens the Company Setup page where you enter all financial parameters.
Price Guide	Opens the on-screen interactive price guide viewer.
Print Price Guide	Generates and opens the print-ready PDF price guide.
Admin (gear icon)	Opens the Admin panel. Requires the admin password.

3. Company Setup

The Company Setup page is where all financial inputs are entered. These values drive every price in the guide. Access it by clicking Setup in the navigation bar.

3.1 Company Information

At the top of the setup page, enter your company’s identifying information:

Field	Description
Company Name	Your company’s full legal or trade name. This appears on the cover page and throughout the printed guide.
Company Address	Your company address. Appears on the cover page below the company name.

3.2 Core Financial Inputs

These are the primary numbers that determine your labor rate and all resulting repair prices. Fill these in carefully — they are the foundation of your entire price guide.

Field	What to Enter
Diagnostic / Service Charge (\$)	The flat fee charged for every service call visit, separate from any repair price. Default is \$99.
Journeyman Base Hourly Wage (\$)	Your technician’s base hourly pay rate (before benefits). This is the foundation of the labor cost calculation.
Average Truck Cost / Hour (\$)	The fully loaded cost per hour to operate one service vehicle, including fuel, insurance, depreciation, and maintenance. If using the Billable Efficiency Calculator, this is populated automatically.
Overtime Multiplier	The rate applied to calculate after-hours pricing (e.g., 1.35 = 35% premium). Typically 1.25 to 1.5.
Parts / Material Sales Tax (%)	The applicable sales tax rate on parts and materials in your service area.
Billable Efficiency (%)	The percentage of a technician’s paid hours that are actually billed to customers. Accounts for drive time, callbacks, admin, etc. Industry typical range: 40–55%. Use the Billable Efficiency Calculator for an accurate figure.
Desired Gross Profit Margin (%)	Your target gross profit on labor and materials, expressed as a percentage. This is applied when computing the final sell rate.
Service Agreement Discount (%)	The percentage discount applied to Member / Service Agreement pricing tiers.

3.3 Benefits & Insurance Breakdown

This section breaks down the employee benefit costs as a percentage of the base hourly wage. Each percentage is multiplied against the base wage to determine the true fully-loaded labor cost. User can overwrite data entry cells for these benefit /cost items.

Benefit / Cost Item	Default	Notes
Payroll Taxes (FICA, FUTA, SUTA)	12%	Federal and state employer payroll taxes
Workers' Compensation	10%	Workers' comp insurance as % of wage
Health Insurance	12%	Employer health insurance contribution
Retirement Match	3%	401(k) or equivalent employer match
Paid Time Off / Holidays	8%	PTO, sick days, and paid holidays
Miscellaneous Benefits	3%	Uniforms, training, tools, miscellaneous

3.4 Parts Markup Tiers

The Parts Markup section defines how materials are marked up before being included in the flat rate. You can configure multiple tiers based on part cost. Each tier has a default (overwritable) minimum value, a maximum value, and a multiplier.

i How Markup Tiers Work

Example: Tier 1 covers parts costing \$0–\$25 at a 3.5× multiplier. A \$10 part becomes \$35 in the price.
 Tier 2 covers \$25–\$100 at 2.5×. \$60 parts becomes \$150.

Higher-cost parts typically use lower multipliers. Set tiers to match your company's real parts purchasing patterns.

To add a new tier, click Add Tier. To remove a tier, click the red X button on that row.

3.5 Live Summary Panel

As you enter or change any financial input, the summary panel on the right side of the screen updates in real time. It shows the calculated results of your inputs:

Summary Field	What It Means
Benefits + Insurance (\$/hr)	Total benefit cost per labor hour.
True Labor + Benefits (\$/hr)	Base wage plus all benefit costs per hour.
Non-Chargeable Recovery (\$/hr)	The portion of labor cost that must be recovered across billable hours to cover non-billable time.
Break-Even Labor (\$/hr)	The minimum labor rate needed to cover all labor and benefit costs.
Break-Even Labor + Truck (\$/hr)	Break-even rate including the truck cost per hour.
Effective Sell Rate (\$/hr)	Your final calculated sell rate, used to price all repairs. This is the key output of the entire setup.

3.6 Labor Rate Override

If you prefer to set a custom sell rate rather than using the auto-calculated one, check the Override Sell Rate checkbox. Enter your desired rate in the field that appears. The system will use your override rate for all price calculations instead of the auto-calculated rate.

⚠ Use With Caution

Overriding the labor rate means your prices will not automatically adjust when you change benefit percentages or truck costs.

Only use an override if you have a specific business reason to fix the sell rate independently of your cost structure.

4. Billable Efficiency Calculator

The Billable Efficiency Calculator is a built-in tool that helps you determine your actual billable efficiency percentage and your true truck cost per hour. These are two of the most important inputs in the pricing model.

Access the calculator from the Setup page by clicking the Billable Efficiency Calculator button. When you update the values and click Calculate, the results are automatically pushed into the Financial Setup fields.

4.1 Technician Hours Section

Field	What to Enter
Holiday Days / Year	Number of paid company holidays per year.
Vacation Days / Year	Average paid vacation days used per technician per year.
Sick Days / Year	Average sick days used per technician per year.
Billable Efficiency % (on-site)	Your estimate of what percentage of on-the-job time is actually billed (typical: 85–95%). The calculator will derive the overall annual billable efficiency from this.

4.2 Vehicle Cost Section

Field	What to Enter
Vehicle Purchase Price (\$)	Total purchase price of the service vehicle.
Recovery Period (years)	Number of years over which you plan to recover the vehicle cost.
Monthly Lease Payment (\$)	If leasing, enter the monthly lease amount. Leave at 0 for purchased vehicles.
Annual Miles Driven	Estimated total miles driven per year for the vehicle.
Vehicle MPG	Miles per gallon fuel efficiency of the vehicle.
Gas Price (\$/gallon)	Current or average gas price per gallon.
Oil Changes / Year	Number of oil changes performed per year.
Cost per Oil Change (\$)	Cost per oil change including parts and labor.
Annual Insurance (\$)	Total annual vehicle insurance premium.

Annual Registration (\$)	Annual vehicle registration and licensing fees.
Annual Inspection (\$)	Annual safety inspection fee.
Annual Repairs & Maintenance (\$)	Estimated annual cost for repairs and scheduled maintenance.
Vehicle Washes / Year	Number of vehicle washes per year.
Cost per Wash (\$)	Cost per wash.

4.3 Reading the Calculator Results

After entering all values, the calculator displays:

- Annual Recoverable Amount — yearly amount to recover for the vehicle
- Total Recoverable (annualized) — including lease payments
- Annual Fuel Cost — based on miles, MPG, and gas price
- Total Vehicle Cost / Year — all vehicle costs combined
- Vehicle Cost Per Billable Hour — the key figure pushed into the Truck Cost field in Financial Setup
- Actual Billable Efficiency % — the key figure pushed into the Billable Efficiency field in Financial Setup

Best Practice

Run the Billable Efficiency Calculator first before entering any manual values in the Financial Setup. Update the calculator at least annually, or whenever fuel prices, vehicle costs, or staffing patterns change significantly.

5. Viewing the Price Guide Review On Screen

Click Price Guide Review button in the navigation bar to open the on-screen interactive price guide viewer. This screen shows a live preview of what will be in your printed guide, organized by repair category.

5.1 The Table of Contents Panel

On the left side of the screen, a scrollable Table of Contents lists all repair sections. Click any section title to jump directly to that section’s pricing table. The active section is highlighted in blue.

Each section entry shows the section number, the section title, and the number of repair items it contains (displayed as a small badge).

5.2 The Pricing Tables

The right side of the screen shows the pricing table for the currently selected section. Click any price to edit its labor hours or parts costs. The table has six columns:

Column	Contents
Code	Two-line code block: the repair code on top (e.g., 0101) and the time units below (e.g., 0050 = 0.50 hours).
Repair Description	Plain-language description of the exact task being priced.
Standard	Price for non-member customers during normal business hours.
After Hours	Price for non-member customers outside normal business hours (after-hours premium applied).
Member	Discounted price for enrolled service agreement members.
Member After Hours	Service agreement member price for after-hours calls.

5.3 Prices Update in Real Time

Any change made in the Company Setup is immediately reflected in the Price Guide viewer. There is no separate “save” or “refresh” step needed. Simply switch back to the Price Guide tab after updating a setup value to see the updated prices.

6. Printing the Price Guide

The Print Guide button generates the complete field-ready price guide booklet. This is the document your technicians carry in the field. It prints on standard US Letter paper (8.5" × 11") in portrait orientation.

6.1 What Prints

The printed guide contains the following pages in order:

1. Cover Page — Your company name, address, and the FIX-RIGHT™ branding with the house photo image.
2. Intentionally Blank Page — Standard back-of-cover blank page for professional presentation.
3. Table of Contents — All repair sections listed with page numbers.
4. Repair Pricing Sections (1–54) — One or more pages per section, each containing the full pricing table for that repair category.
5. Repair Pricing Section (55). Common Repair Pricing (technician user training)
6. Back Cover — FIX-RIGHT™ branding with the tagline and authorized contractor information.

6.2 How to Print

1

Click Print Price Guide

Click the Print Price Guide button in the navigation bar.
The application builds the complete print packet in the background.

2

The print dialog opens

Your browser's standard print dialog will open automatically.
The print packet is ready to send to your printer.

3

Configure print settings

Paper Size: US Letter (8.5 × 11 inches)
Orientation: Portrait
Margins: Default (0.5 inch) — do not change
Color: On (required for colored headers and cover)
Headers and Footers: Off (uncheck "Print headers and footers" in the browser print dialog)

4

Click Print

Send to your printer. For best results use a laser printer with color capability.
For a professional booklet, print double-sided and have the pages spiral bound.

6.3 Print Tips

 For Best Results

Always use Google Chrome for printing. It produces the most accurate colors and page layout.
Turn off 'Print headers and footers' in the Chrome print dialog (under More settings). The guide generates its own footer on every page.
Enable 'Background graphics' in Chrome's More settings to ensure the dark blue table headers print correctly.
Preview before printing. The preview in Chrome accurately represents the final output.

 If the Guide Looks Wrong When Printing

Ensure 'Background graphics' is enabled in the print settings.
Confirm paper size is set to US Letter, not A4 or another size.
If text appears cut off in columns, reduce the browser zoom level to 90% before printing.
Do not scale the print job — keep scaling at 100% / Default.

7. Saving Your Setup

Click the Save Setup button at the top menu to save all current setup values for the active company profile. A confirmation message will appear when the save is successful.

 Auto-Save Is Not Enabled

Changes to the setup are NOT automatically saved. You must click Save Setup after making any changes.
If you close or refresh the browser without saving, unsaved changes will be lost.

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