

ARE YOU PRICING THIS RIGHT? TEXAS BLACK



SAME FOR ALL THREE

Price / CY _____ Rock / CY _____ Avg wage / hr _____ Burden × _____

⇒ **Burdened rate / hr** $\text{wage} \times \text{burden}$ _____ Nothing below this line changes if the price or the crew's pay doesn't.

Rock as a share of the sell price
 $\text{rock} \div \text{price}$ _____

Max GP available at zero labor
 $(\text{price} - \text{rock}) \div \text{price}$ _____

PICK YOUR MARGIN – THEN LIVE WITH THE CLOCK

	OPTION A	OPTION B	OPTION C
Target GP %	_____	_____	_____
Target GP \$ $\text{price} \times \text{GP}\%$	_____	_____	_____
⇒ Allowable cost $\text{price} - \text{GP \$}$	_____	_____	_____
⇒ Left for labor $\text{allowable} - \text{material}$	_____	_____	_____
MAN-HOURS PER CY			

* Excludes pickup, travel, hard access and long carry

* Everyone queues at one pile – the 5th man adds least

* GP is not profit – overhead comes out first

* Fabric, restraint, base prep and over-order are separate

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REALITY CHECK – RUN IT BACKWARDS

Forget what you want to make. Enter what actually happens on the job, then read across.

Actual man-hr / CY	Labor \$ × rate	Total cost + rock	⇒ Actual GP \$ / %	Price to hit target 35%

CREW SIZE – CUBIC YARDS PER 8-HOUR DAY, AT THE REAL PACE

	2 GUYS	3 GUYS	4 GUYS	5 GUYS *
CREW				

Units per day = 8 hours × crew ÷ actual man-hours per cubic yard. Per worker, not per crew.

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PRICE VS PRODUCTION – WHAT THE GRID ACTUALLY PAYS

Each cell is gross margin at that price and that pace. \$150 rock and a \$31 burdened rate throughout. Write the gross-profit dollars under the cells you circle.

hr / CY	\$225	\$250	\$275	\$300	\$325
1.40	14%	23%	30%	36%	40%
1.58	12%	20%	28%	34%	39%
1.75	9%	18%	26%	32%	37%
1.93	7%	16%	24%	30%	35%
2.10	4%	14%	22%	28%	34%

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