

ARE YOU PRICING THIS RIGHT? MULCH



SAME FOR ALL THREE

Price / yd Material / yd Avg wage / hr Burden ×

⇒ **Burdened rate / hr** wage × burden

Nothing below this line changes if the price or the crew's pay doesn't.

PICK YOUR MARGIN – THEN LIVE WITH THE CLOCK

	OPTION A	OPTION B	OPTION C
Target GP %			
Target GP \$ price × GP%			
⇒ Allowable cost price – GP \$			
⇒ Left for labor allowable – material			
MAN-HOURS PER YARD			

* Excludes pickup, travel, hard access and long carry

* Crew output isn't linear as crews grow – the 5th man adds least

* GP is not profit – overhead comes out first

* Prices are mine. Run yours.

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WHAT THAT BUYS THE CREW — YARDS PER 8-HOUR DAY

CREW SIZE	MAN-HOURS / DAY	A ÷	B ÷	C ÷
2 GUYS				
3 GUYS				
4 GUYS				
5 GUYS *				

Crew size × 8 hours = man-hours in the day. Divide by the man-hours per yard from sheet 1: 16 ÷ 1.23 = 13.0 yards. Backwards: 24 man-hours ÷ 15 yards done = 1.6 per yard — find that row on the grid. * Five guys at one loading point: the math says it, the driveway doesn't.

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PRICE VS PRODUCTION — WHAT THE GRID ACTUALLY PAYS

Each cell is gross margin at that price and that pace. Same \$40 material and \$31 burdened rate as sheet one. Write the gross-profit dollars under the cells you circle.

hr / yd	\$100	\$110	\$120	\$130	\$140
1.00	29%	35%	41%	45%	49%
1.10	26%	33%	38%	43%	47%
1.23	22%	29%	35%	40%	44%
1.40	17%	24%	31%	36%	40%
1.60	10%	19%	25%	31%	36%

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