

Landed Cost & Margin Model

Building Materials & Hardware

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Computes the true landed cost of a product from discrete inputs — base price, GST/ITC, freight, handling, damage allowance and finance/holding cost — so you price above real cost and know your true margin. Use it to price accurately. For the pricing strategy use the Pricing Strategy & Rate Card.

Purpose of this tool & output

Know your true cost before you price

How the output is used

Use it to know your true cost before you price — landed cost with freight, handling, damage and taxes, so no sale is secretly a loss.

Who should vet it

Your accountant, to confirm the freight, damage and tax components in the landed cost.

Important cautions

Price on true landed cost including freight, damage allowance and holding cost — not just the company base price; many dealers under-price by ignoring these and think they made margin they did not.

Companion documents

- Store P&L Modeller
- Working Capital Planner
- Break-Even Analysis
- Category ROI / GMROI Analysis
- Cash Flow Management Plan
- Building Materials Business Valuation

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.