

Margin Management & Analysis

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

Analyses margins across your product mix from discrete inputs — category-wise margin, the mix effect, hidden costs (freight, damage, credit, schemes) and where margin actually leaks — so you focus on profitable lines and plug leaks. Use it to improve profitability. For the P&L use the Store P&L Modeller.

Purpose of this tool & output

Find where your real margin comes from and leaks

How the output is used

Use it to find where your real margin comes from and leaks — a margin analysis across categories, customers and discounts that shows the truth.

Who should vet it

Your accountant, to confirm the category costs, discounts and freight that go into the true margin.

Important cautions

Cement and steel bring turnover but little margin; the profit is in tiles, paint and hardware — manage the mix, and net out hidden freight/damage/credit costs.

Companion documents

- Pricing Strategy & Rate Card
- Discount & Negotiation Policy
- Customer Loyalty / Retail Scheme Design
- Contractor Incentive / Loyalty Program
- Competitive Pricing Response
- Value-Based Selling Guide

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.