

Salt Pricing Worksheet

<u>Scenario cost data</u>	<u>\$ or %</u>	<u>Remarks</u>
Crew size (# people)	1.0	Driver
Crew average wage (CAW)	\$18.00	
Overtime factor (OTF)	0.0%	None
Risk factor (RF)	20.0%	
Crew average wage w/OTF & RF	\$21.60	
Labor burden	25.0%	
Sales tax	6.0%	
G&A overhead per hour (OPH)	\$15.00	
Net profit margin	20.0%	
One-ton truck	\$20.00	
Curb-time man-hours per day	4.0	
Number of units	8.0	Cubic yards

Note: Numerical data is for example purposes.

Substitute with figures that are appropriate for your market.

Scenario	Materials	Labor	Equipment	CPH	Hours	Item
I. Production (on-site or curb-time costs)						
8.0 Salt mix	\$280.00	4.0 Man	\$132.00	\$33.00	4.0	One-ton truck
\$35 per CY	\$ -	Hours	\$ -	\$ -	0.0	with salter
	<u>\$ -</u>	\$21.60	<u>\$ -</u>	\$ -	0.0	
	\$280.00	\$86.40	\$132.00			
II. General conditions (off-site or non-curb-time costs)						
		1.0 Man	\$20.00	\$20.00	1.0	One ton truck
		0.0 Hours	\$ -	\$ -	0.0	without salter
	<u>\$ -</u>	\$21.60	<u>\$ -</u>	\$ -	0.0	
	\$ -	\$21.60	\$20.00			
Subtotals	\$280	\$108	\$152			
III. Margins & markups						
A. Sales tax	<u>\$ 17</u>					
B. Labor burden		<u>\$ 27</u>				
Subtotals	\$297	\$135	\$152			
Total direct costs (TDC)				\$584		TDC
C. G&A overhead costs		5 (Number of man-hours x OPH)	\$15.00 =	<u>\$ 75</u>		
BEP (TDC + G&A overhead)				\$659		BEP
D. Contingency factor (if desired)				\$ -		
E. Net profit margin				<u>\$ 165</u>		
20.00%						
F. Total price				\$824		Revenue goal per storm

Source: Jim Huston, J.R. Huston Enterprises