

Toolflow

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Build Selling Price Model

View - Help

This Model Last Updated: 8/11/2009 8:54 AM PST

General Model Information

Model Name: ?

Start-Date: Year: Month: ?

Price paid on Start-Date: (optional) ?

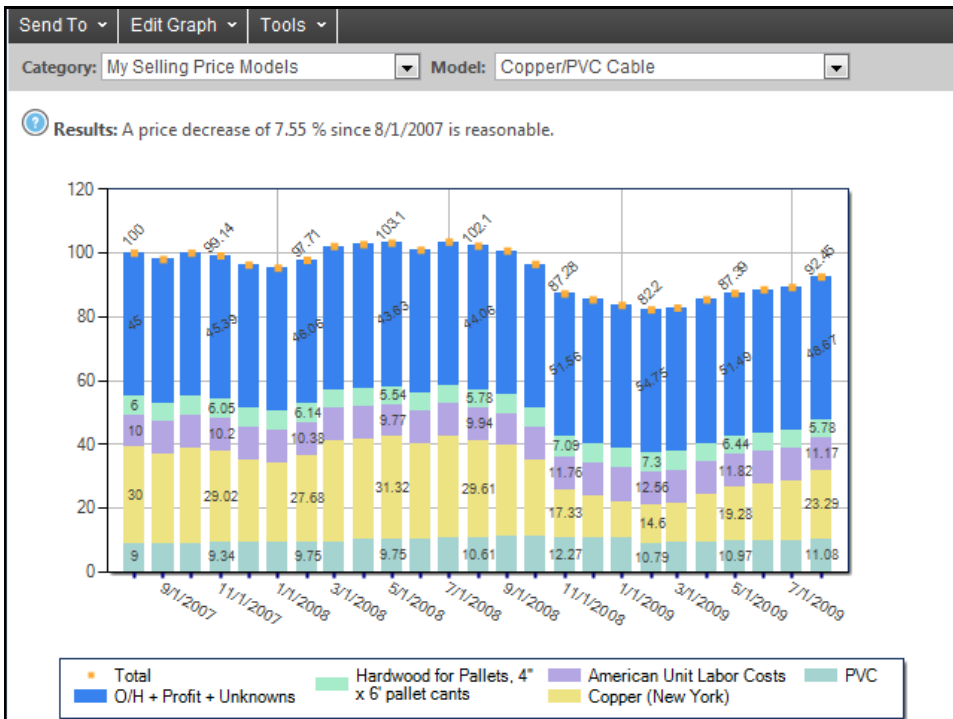
Cost-Drivers for this Model

Add Cost-Driver ?

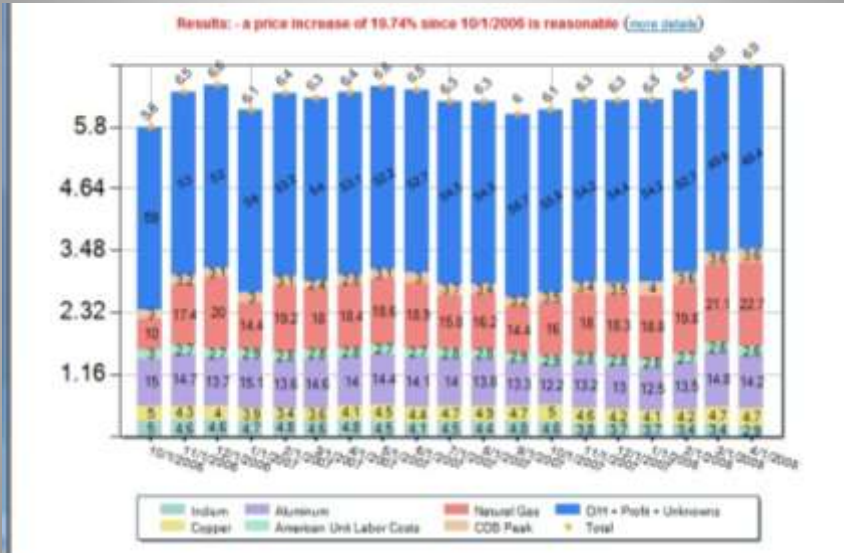
Cost-Driver	Cost on Start-Date	% of Selling Price	Description	Remove
Copper (New York)	105	30		
PVC	11.5	9		
American Unit Labor Costs	107.1	10		
Hardwood for Pallets, 4" x 6" pallet cants	129	5		
Supplier's Profit, O/H's + Unknowns		45%		

Notes

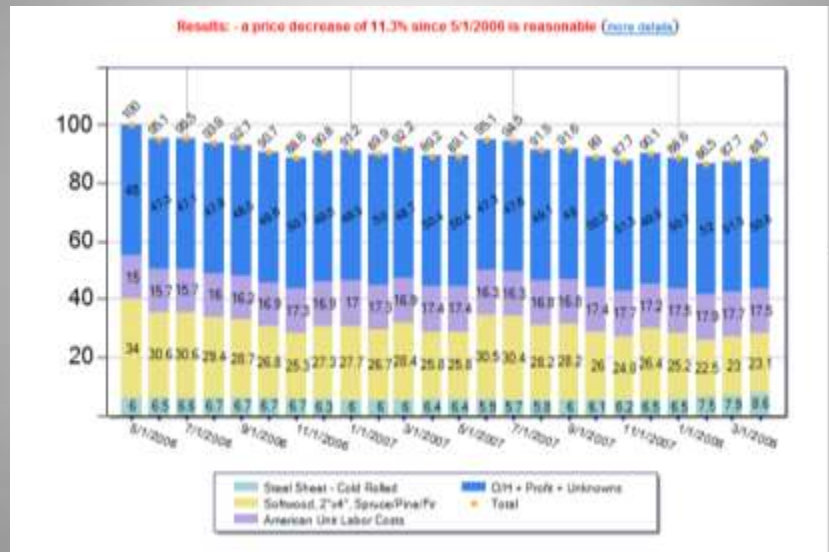
Talked to Bill on August 19th and he supplied this new information



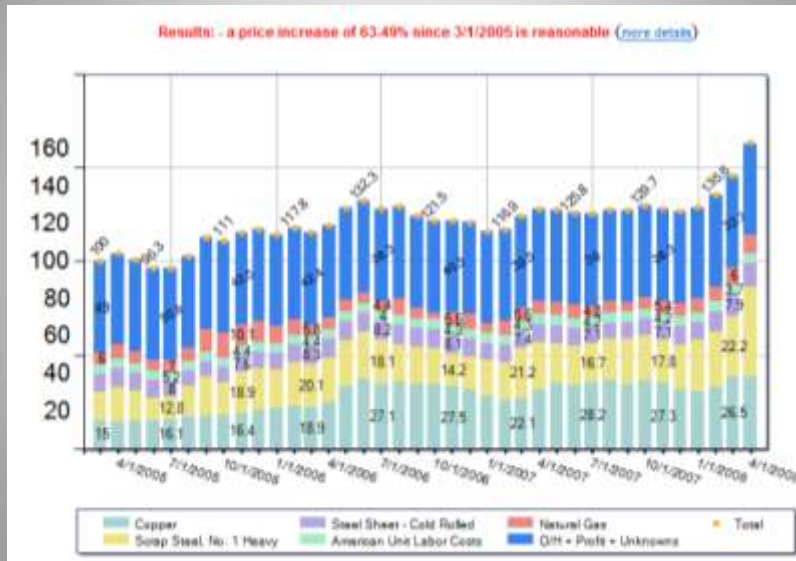
Basic Solar Cell



Roof Truss



Electric Motor



Benefits of using these Internet based negotiating techniques

- Increase negotiating leverage/drive down costs
- Widen span of price control
- Reduce suspicion & acrimony/are sustainable & fair
- Attract low-cost producers
- Free up valuable time

And as a result

**Strengthens the supply-chain
&
Creates competitive advantage**

