

<b>BtB Costing - Nails - Pricing policy</b>										
(% profit based on sales value less total cost)										
Nail	Alum	Bright	Machine Quality		Cem Coat	Copper	GP PB	Galv	Sherad	St Steel
			Short Term	Long Term						
<b>Ann Ring - 2.65 and below</b>		30	15	35					40	45
- other sizes		15	0	20					20	25
<b>Clout &amp; ELH - 2.65 and below</b>	40					40		40	45	50
- other sizes	20					20		20	20	25
<b>Cone Hd Blk</b>		25								
<b>JG'D R'HD</b>							40	35		
<b>Oval Brad Hd - 30 and below</b>		45						50		
- 40mm		35						40		
- 50mm		25						30		
- other sizes		15						20		
<b>Panel Pins</b>		30							40	
<b>Rnd Lost Hd - 2.65 and below</b>		20						25	30	
- 8.0mm		45						50	50	
- other sizes		15						20	20	
<b>Rnd PI Hd - 2.65 and below</b>		20	15	25	25			25	30	35
- 8.0mm		45		50	50			50	50	
- other sizes		15	0	20	20			20	20	25
<b>Staples - 2.65 and below</b>								40		
- other sizes								20		
<b>Sq Tw</b>		30						35	40	