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After over 35 years of retail experience as an executive and consultant to some major Canadian companies, Albert C. Plant has written a new instructive book on

Gross margin (definition) - MaRS Discovery District

The gross margin is what remains after you divide your gross profit by your net sales (your gross sales minus sold items later returned by customers). The gross margin is a measure of how the selling price of your product compares to its cost. Plant, Albert C. (2007). The retail game: playing to