



Industry Pricing Guide Proposal

Representing the value proposition of the plumber

1. IOPSA is the only institute of plumbers in South Africa that provides a voice for plumbers by representing small and medium sized employers and contractors on a national basis.
2. IOPSA actively engages with and have the support of the plumbing supply chain participants such as manufacturers, merchants and retailers who recognise that the fulfilment of the plumbing supply chain is through the plumbers.

Why IOPSA is producing an industry pricing guide?

Challenges facing the plumbing industry have created the need to change the plumbing industry and mindset of individuals. The key challenges such as lack of qualified tradesman, development of historically disadvantaged tradesman and the use of non-approved products in the South African environment has resulted in poor sanitation, health and infrastructure. One of many factors that can be linked to this is a plumber's lack of understanding of their value and how to cost to run a sustainable business.

The value of the plumber needs to take the following aspects into consideration:

- Plumbing qualification levels, experience and skills
- Standard of living
- Cost of being in business
- Medical aid and pension funds
- Level playing field for all

This will be a guideline standard for evaluating the value of a plumber by understanding the quality and cost for plumbers that demonstrates the value you pay for when securing the services of a plumber and increase access of plumbing services to the diverse population of South African consumers



Plumbing Industry Pricing Guide



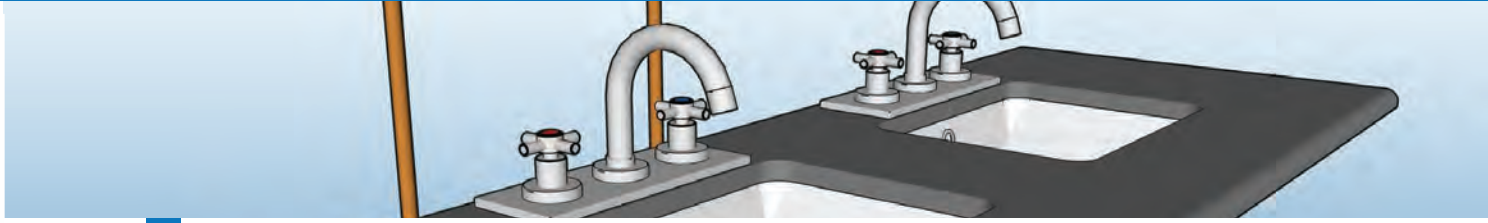
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Build Aid Publishing

IOPSA Construction &
Maintenance Working

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Target Audience

Plumbing Industry, which includes maintenance and construction plumbers, merchants, Architects, and Quantity Surveyors



IOPSA will be printing 3000 copies

Copies Distributed

	SMME's	1000			
IOPSA Members purchased at a discount price			500		
Non member plumbers purchased at a cost				800	
Retail Stores					500
Architects and Quantity Surveyors					200

Pricing guides will be available at plumbing merchant stores and retail stores

IOPSA plumbing pricing guide will be updated annually

Strip Advertising Block



DOUBLE UNDERSLUNG VANITY BASIN (3 TAP HOLE)

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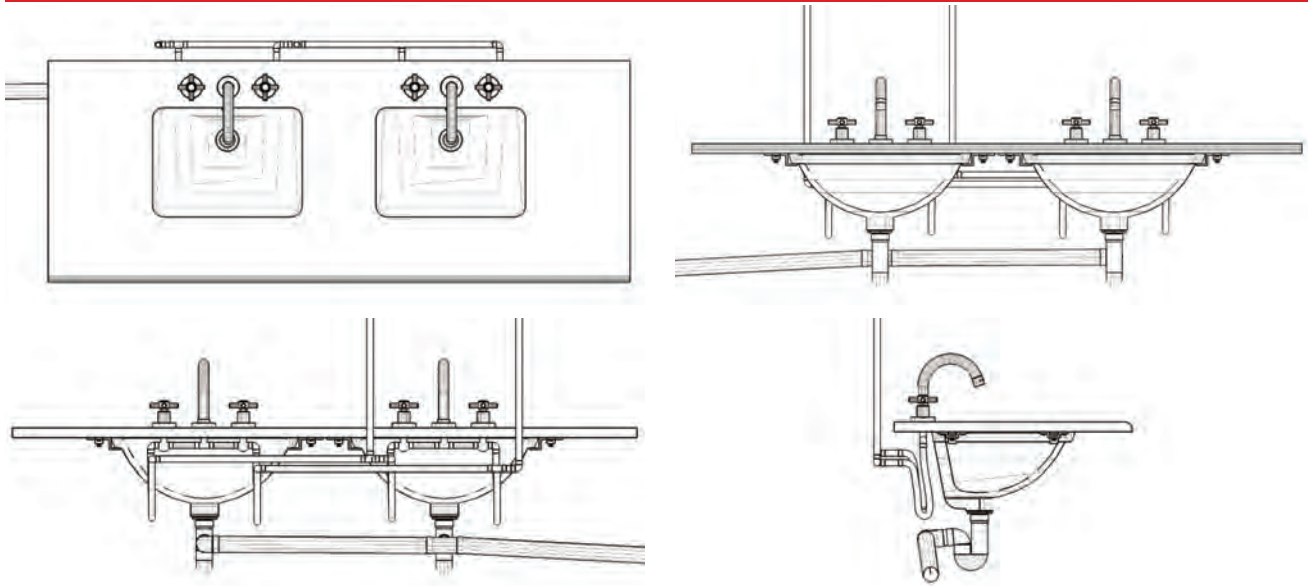
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NOTES

COSTING MODEL (example layout only - ignore detail)					
XYZ Basin	P.C.	Item	1	R 10.00	R 10.00
XYZ Basin brackets	P.C.	Item	1	R 10.00	R 10.00
XYZ Basin Mixer	P.C.	Item	1	R 10.00	R 10.00
32mm waste	material	Each	2	R 10.00	R 20.00
Pop-up plug	material	Each	2	R 10.00	R 20.00
Flexitrap and accessories	material	Each	2	R 10.00	R 20.00
Braided connectors	material	Each	2	R 10.00	R 20.00
40mm PVC waste pipe	material	metre	2	R 10.00	R 20.00
40mm PVC 90 degree elbow	material	Each	1	R 10.00	R 10.00
40mm PVC T piece	material	Each	1	R 10.00	R 10.00
15mm copper pipe	material	metre	3.5	R 10.00	R 35.00
15mm copper elbow	material	Each	6	R 10.00	R 60.00
15mm copper T piece	material	Each	2	R 10.00	R 20.00
Silicone sealer	material	ml	50	R 10.00	R 500.00
Chasing into brickwork for 15mm piping	labour	metre	3	R 10.00	R 30.00
No provision for cutting into vanity top	Note	Each	0	R 10.00	R 0.00
Silicone basin to underside of vanity and fit brackets	labour	Each	2	R 10.00	R 20.00
Fit mixer and connectors to water pipe	labour	Each	2	R 10.00	R 20.00
Fit waste and plug	labour	Each	2	R 10.00	R 20.00
Fit flexitrap and connect to waste pipe	labour	Each	2	R 10.00	R 20.00
Fit 15mm copper pipe and connection pieces	labour	metre	3.5	R 10.00	R 35.00
Fit 40mm PVC pipe and connections pieces	labour	metre	2	R 10.00	R 20.00
Set up and indirect costs (as per calculator)	Overhead	Each	1	R 10.00	R 10.00
Profit	Profit	Each	1	R 10.00	R 10.00
TOTAL COST FOR -----					R 950.00

3D Plumbing

2D Details



3D Details

