

Table of Contents

OVERVIEW.....	2
A. Purpose.....	
B. Methodology.....	
C. Coding and Tabulation.....	
D. Presentation.....	
Job Function.....	3
Plumbing/HVAC Contracting Specialty.....	4
Pricing System Used.....	5
When Flat Rate Pricing System Was Implemented.....	6
Type of Flat Rate System Purchased.....	7
Reason for Changing to Flat Rate Pricing.....	8
Flat Rate Pricing Transition Difficulties.....	9
Noticed Since Switching to Flat Rate Pricing.....	10
Labor Rate Per Hour.....	11
Average Markup on Materials.....	12
Benefits of Using a T&M System — Verbatim Response.....	13
Use of Pricing Software.....	16
Biggest Advantage of Using Pricing Software.....	17
Contractor Association Member.....	18
Increased Profits Attributed to Networking With Peers.....	19
Appendix.....	20