



Trowel Trades Supply, Inc.  
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## TruBrix thin brick façade:

### PRODUCTION RATES & CONTRACTOR INFO

Based on crew component of 1 skilled mechanic (\$50/hr) + 3 laborers (\$30/hr), 8 hour day costs \$1,120 (labor only) for 32 man hrs.

Production: 6 SF per man per hour of finished TruBrix façade (wrap, rails, brick tiles, mortar pointing) = 192 SF per day (32 hrs. x 6 SF/man hr.= 192 SF).

- LABOR:  $\$1,120 \div 192 \text{ SF of finished TruBrix wall per day} = \$5.83/\text{SF}$ .
- MATERIAL: TruBrix rails, fasteners, tiles & pointing mortar: \$15.00/SF (budget)
- TOTAL INSTALLED COST: \$20.83/SF

Based on above production rate of 6 SF/man/day:

INSTALLED COST: \$20.83/SF

PROFIT & OVERHEAD: 30%

INSTALLED PRICE: \$27.07/SF

DAILY PROFIT ANALYSIS BASED ON ABOVE 4-MAN CREW:

Installed price:  $\$27.07/\text{SF} \times 192 \text{ SF/day} = \text{gross revenue of } \$5,197/\text{day}$

Installed cost: (Labor: \$1,120) + (Materials:  $\$15.00/\text{SF} \times 192 \text{ SF}$ : \$2,880) = \$4,000/day.

Pure Profit:  $\$5,197 - \$4,000 = \$1,197/\text{day}$ .

Profit is higher if hourly labor cost is less than stated above. And if production exceeds 6 SF per man per day (not unusual on large walls to achieve 8 – 10 SF per man hour), then that means additional profit.