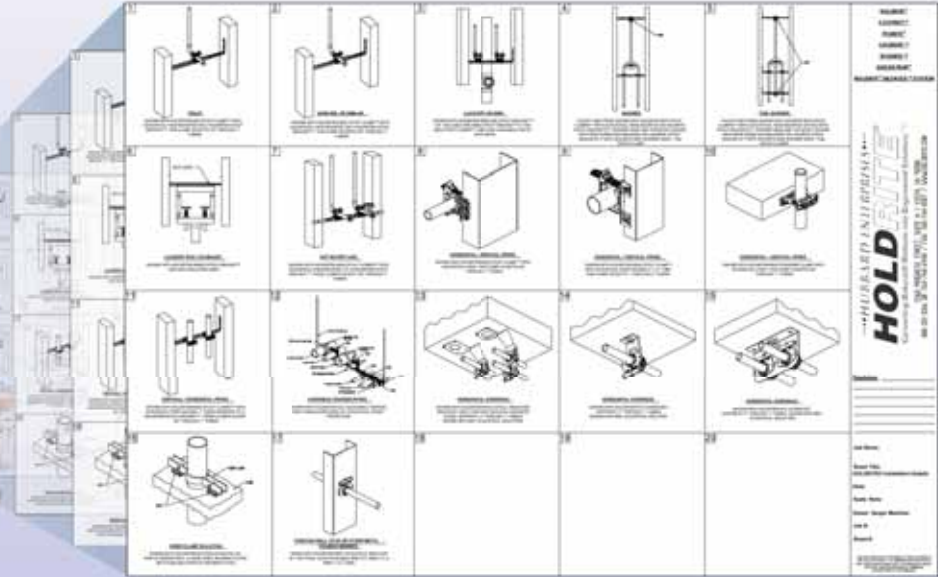


VIP Estimating Cost Savings Analysis



- No Cost material "Take-Off" for your next job
- Performed by Estimators with over 20 years of plumbing experience
- Savings analysis based on material and installation costs resulting from using HOLDRITE® products
- Custom "Detailed Drawing" pages for each application in PDF or DWG CAD formats
- 3-D Product drawings available in 5 formats!
- Ideal for establishing "Shop Standards"
- Specification and Submittal assistance

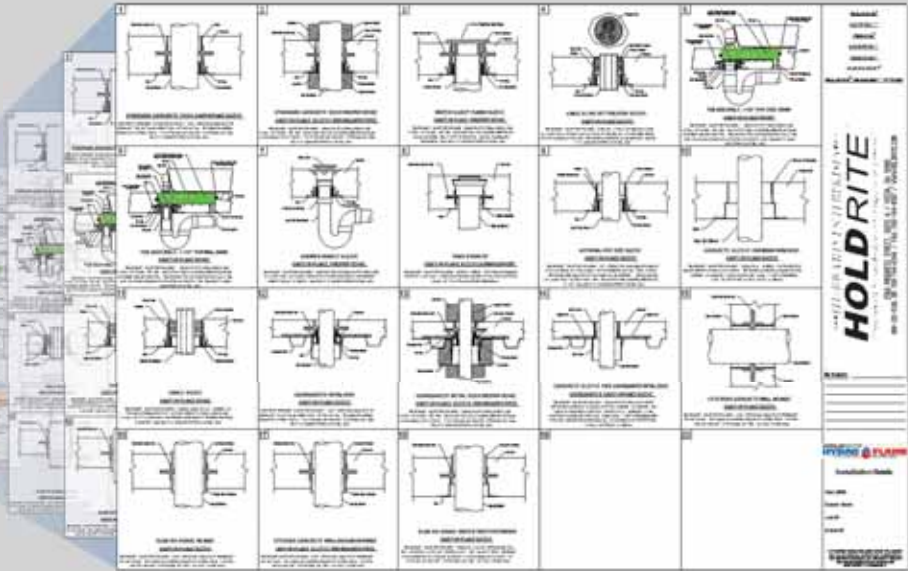
HOLDRITE APPLICATION SAVINGS EXAMPLES

| Application | Holdrite Product(s) | "Installed Cost" Savings Examples Shown @ \$40.00/Hr. Labor Rate) |
|---|---------------------|--|
| Overhead Cast-In-Place Hanger | 125-D | \$7.40 (Double Pipe Run) |
| Suspended Equipment Platform | 40-SWHP-A | \$8.33 |
| Lavatory Sink (PEX-to-Copper Stub Out) | 103-18/701 | \$1.86 |
| Flush Valve Support | 114-CO | \$1.18 |
| Overhead Med-Gas Trapeze | EZ-1/250 | \$16.90 |

LABOR COST CALCULATOR

| | | Time Spent | | | | | | | | | | |
|--|---------|------------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|
| | | \$Hr. | 1 Min. | 2 Min. | 3 Min. | 4 Min. | 5 Min. | 6 Min. | 7 Min. | 8 Min. | 9 Min. | 10 Min. |
| TOTAL COST PER HOUR (\$) (Wage + Over + Benefits + Taxes) | \$10.00 | \$0.17 | \$0.33 | \$0.50 | \$0.67 | \$0.83 | \$1.00 | \$1.17 | \$1.33 | \$1.50 | \$1.67 | \$1.83 |
| | \$15.00 | \$0.25 | \$0.50 | \$0.75 | \$1.00 | \$1.25 | \$1.50 | \$1.75 | \$2.00 | \$2.25 | \$2.50 | \$2.75 |
| | \$20.00 | \$0.33 | \$0.67 | \$1.00 | \$1.33 | \$1.67 | \$2.00 | \$2.33 | \$2.67 | \$3.00 | \$3.33 | \$3.67 |
| | \$25.00 | \$0.42 | \$0.83 | \$1.25 | \$1.67 | \$2.08 | \$2.50 | \$2.92 | \$3.33 | \$3.75 | \$4.17 | \$4.58 |
| | \$30.00 | \$0.50 | \$1.00 | \$1.50 | \$2.00 | \$2.50 | \$3.00 | \$3.50 | \$4.00 | \$4.50 | \$5.00 | \$5.50 |
| | \$35.00 | \$0.58 | \$1.17 | \$1.75 | \$2.33 | \$2.92 | \$3.50 | \$4.08 | \$4.66 | \$5.25 | \$5.83 | \$6.42 |
| | \$40.00 | \$0.67 | \$1.33 | \$2.00 | \$2.67 | \$3.33 | \$4.00 | \$4.66 | \$5.33 | \$6.00 | \$6.66 | \$7.33 |
| | \$45.00 | \$0.75 | \$1.50 | \$2.25 | \$3.00 | \$3.75 | \$4.50 | \$5.25 | \$6.00 | \$6.75 | \$7.50 | \$8.25 |
| | \$50.00 | \$0.83 | \$1.67 | \$2.50 | \$3.33 | \$4.17 | \$5.00 | \$5.83 | \$6.66 | \$7.50 | \$8.33 | \$9.17 |
| | \$55.00 | \$0.92 | \$1.83 | \$2.75 | \$3.67 | \$4.58 | \$5.50 | \$6.41 | \$7.33 | \$8.25 | \$9.16 | \$10.08 |
| | \$60.00 | \$1.00 | \$2.00 | \$3.00 | \$4.00 | \$5.00 | \$6.00 | \$7.00 | \$8.00 | \$9.00 | \$10.00 | \$11.00 |
| | \$65.00 | \$1.08 | \$2.17 | \$3.25 | \$4.33 | \$5.41 | \$6.50 | \$7.58 | \$8.66 | \$9.75 | \$10.83 | \$11.92 |
| | \$70.00 | \$1.17 | \$2.33 | \$3.50 | \$4.66 | \$5.83 | \$7.00 | \$8.16 | \$9.33 | \$10.50 | \$11.66 | \$12.83 |
| | \$75.00 | \$1.25 | \$2.50 | \$3.75 | \$5.00 | \$6.25 | \$7.50 | \$8.75 | \$10.00 | \$11.25 | \$12.50 | \$13.75 |
| | \$80.00 | \$1.33 | \$2.67 | \$4.00 | \$5.33 | \$6.66 | \$8.00 | \$9.33 | \$10.66 | \$12.00 | \$13.33 | \$14.66 |
| | \$85.00 | \$1.42 | \$2.83 | \$4.25 | \$5.66 | \$7.08 | \$8.50 | \$9.91 | \$11.33 | \$12.74 | \$14.16 | \$15.58 |
| \$90.00 | \$1.50 | \$3.00 | \$4.50 | \$6.00 | \$7.50 | \$9.00 | \$10.50 | \$12.00 | \$13.49 | \$14.99 | \$16.49 | |
| \$95.00 | \$1.58 | \$3.17 | \$4.75 | \$6.33 | \$7.91 | \$9.50 | \$11.08 | \$12.66 | \$14.24 | \$15.83 | \$17.42 | |
| \$100.00 | \$1.67 | \$3.33 | \$5.00 | \$6.66 | \$8.33 | \$10.00 | \$11.66 | \$13.33 | \$14.99 | \$16.66 | \$18.33 | |

VIP Estimating services



HOLDRITE APPLICATION SAVINGS EXAMPLES

| Application | Holdrite Product(s) | Makeshift Method | "Installed Cost" Savings Examples Shown @ \$50.00/Hr. Labor Rate |
|----------------------|---------------------------------|---------------------------------|---|
| Through-floor Pipe | HydroFlame Sleeve | Plastic Crete Sleeve & Caulk | \$7.85 |
| Bathtub Drain | HydroFlame Tub Box | Crete Sleeve, Styrofoam & Caulk | \$5.69 |
| Floor Drain | HydroFlame Drain Kit | Plastic Crete Sleeve & Caulk | \$2.61 |
| Toilet/Closet Flange | HydroFlame Closet Flange Sleeve | Plastic Crete Sleeve & Caulk | \$4.61 |
| Through-floor Cables | HydroFlame Cable Sleeve | Plastic Crete Sleeve & Caulk | \$1.77 |

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