

BREAKING THE MYTH:

SQUARE METRE RATE QUOTING

DURO

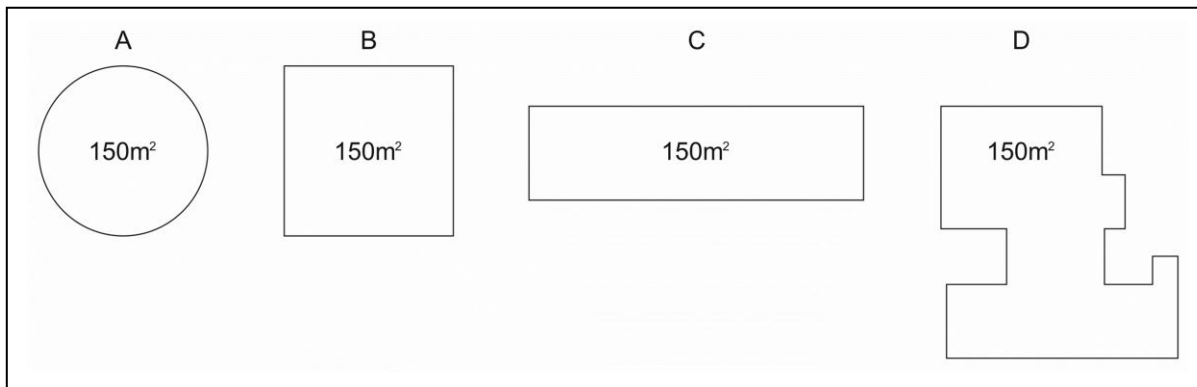


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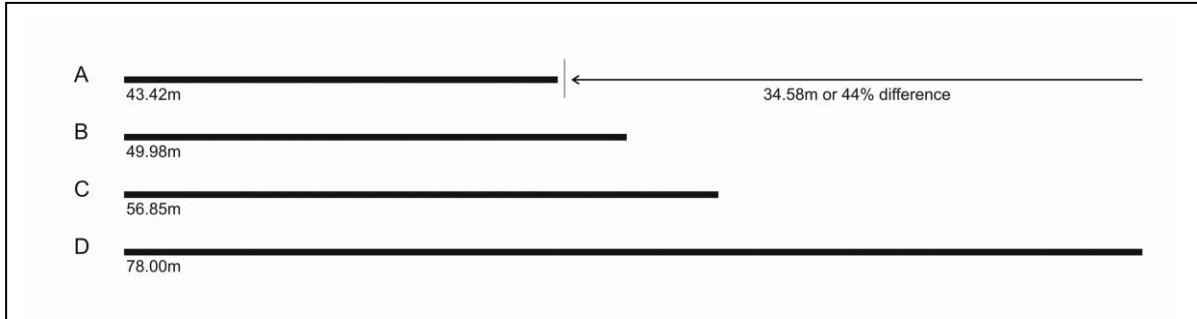
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GRAPHIC 1 below depicts four structures with equal floor square metre areas, but each a different shape and with varying degrees of complexity. The wall lengths are calculated for each structure and shown in GRAPHIC 2 below.

GRAPHIC 1 : Floor Area (m²)



GRAPHIC 2 : External Wall Lengths



As you can see above, the wall lengths differ for each structure – *almost 50% difference* between structure A & D – even though the floor area is *exactly the same*. And this is before taking into account the following variables that drastically affect the total price when building (*just to name a few*):

- Slope of the land & soil type
- Wall heights
- Internal wall lengths
- Roof pitch & design
- Roof covering, which affects the number of trusses/rafters etc
- No. of openings (windows/doors)

This clearly shows that no two structures are the same and therefore it is not advisable to use average square metre prices for quoting.

Here in the **LSF** (Light Steel Frame) division at **DURO**, we offer individual costing of each project when it comes to the supply of the LSF panels/trusses because we know how important it is to be as accurate as possible. Many a contractor has gone out of business for this exact reason and we strive to offer clients and contractors with the best advice and services possible that will benefit them.