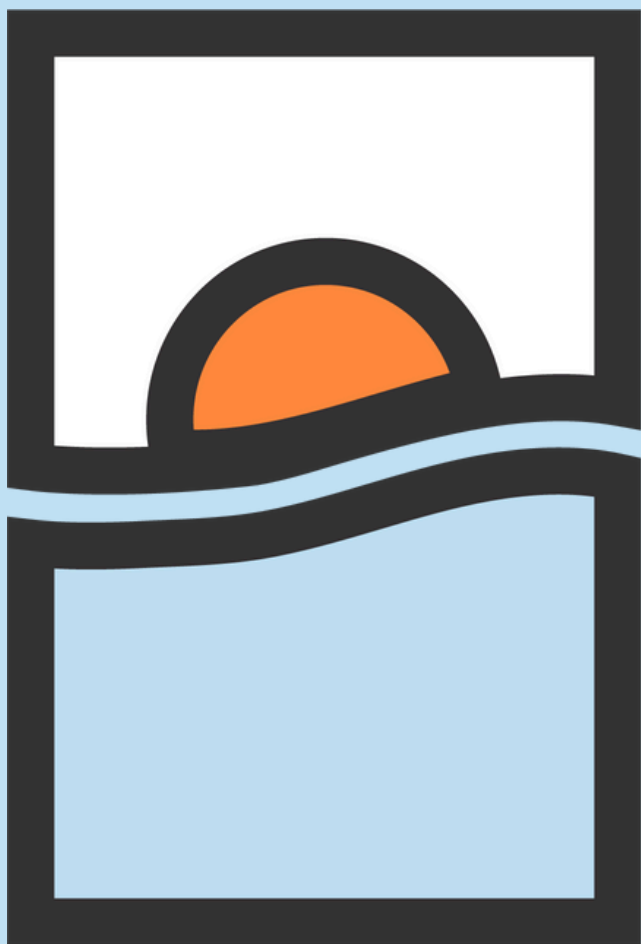




Prices

Understanding Streamline Pricing

At our company, we prioritize fair and consistent pricing for plumbing services. We've established seven job levels to ensure simplicity in our quotes and to give customers good expectations when we do work for them. These pricing levels are based on the time and parts required for each job. Multiple jobs at a single location may result in discounted rates, rewarding customers who bundle services. To use our pricing formula, input the time and parts cost for a job; if a service encompasses multiple tasks, it will be more cost-effective. This system not only provides transparency but also upholds our commitment to fairness for every customer.

Job Example #1:

Customer: I need a new kitchen faucet.

You: That will be a Level 4 Job which is \$632.

Customer: Great! Let's do it.

Job Example #2:

Customer: I need a new Streamline supplied kitchen faucet.
And a new Streamline supplied toilet.

You: That will be a Level 4 Job(\$632) for the faucet and a Level 5 Job(\$856) for the toilet with a total of \$1488, but because you are doing two jobs at once I put the time and parts needed for doing both of those at your house at the same time in the formula and the new price will be ____.

Customer: Great! Let's do it.

Things to Remember

When working with an apprentice and pricing jobs their time on the job should be cut in half in order to price fairly.

Multiple Jobs in the Same Trip = Discounts

This is only a guide for prices. Please use formula as well.

Time and Materials are the most important factors for pricing a job but additional elements to consider as you become a master of pricing are:

- **How gross the job is**
- **What the access is like**
- **What tools you will need to use**
- **Skills required for completion**
- **How particular the customer is**
- **Level of risk you will be taking on**

Level 0 = \$78

Typically takes less than 10 minutes, is around \$5 to \$10 in parts, good up-sale items, and good free items.

Level 1 = \$212

Typically takes less than 30 minutes on the job and
is around \$15 in parts.

Level 2 = \$332

Typically takes less than 45 minutes on the job and is
around \$30 in parts.

Level 3 = \$447

Typically between 30 minutes and 1 hour on the job
Between \$20 and \$100 in parts

Level 4 = \$632

Typically between 1 and 2 hours on the job
Between \$50 and \$150 in parts

Level 5 = \$856

Takes between 2 and 3 hours on the job
Between \$50 and \$200 in parts

Level 6 = \$1132

Takes between 2 and 4 hours on the job
Between \$100 and \$200 in parts

Level 7 = \$1456

Takes between 2 and 5 hours on the job
Between \$100 and \$300 in parts

Level 0 = \$78

Takes less than 10 minutes, is around \$5 to \$10 in parts, good up-sale items, and good free items.

- Flapper Replacement
- Fill Valve Add On
- Stop Valve Replacement Add On
- Minor Adjustment
- Siliconing
- Basic Water Test (TDS, Acid levels, etc)
- Shower Head Replacement
- Filter Replacement Add On
- Riser Replacement

Level 1 = \$212

Takes less than 25 minutes on the job and is around \$15 in parts.

- Toilet
 - Toilet Auger
 - Replace Toilet Fill Valve
 - Flange Repair
 - Stop Valve Replacement
- Sink
 - Hand Snaking/Drill Snake
 - New Pop-up Assembly
 - New Tub Spout
 - Stop Valve Replacement
- Other
 - Visible Pex Leak
 - Install Pex Valve
 - Diagnosis
 - Installation of New Auto-Vent

Level 2 = \$332

Takes less than 45 minutes on the job and is around \$30 in parts.

- Toilet
 - Toilet Pull and Reset
 - Install Owner Supplied Standard Toilet
 - Major Toilet Rebuild
- Sink
 - Customer Supplied Faucet
 - Kitchen Drain Machine
- Shower/Tub
 - Shower Cartridge Replacement
 - New Tub Drain Stopper
- Other
 - Camera Inspection
 - Hidden Pex Leak
 - Pressure Regulating Valve (simple access)

Level 3 = \$447

Takes between 30 minutes and 1 hour on the job
and roughly \$20 and \$100 in parts

- Toilet
 - Non-Standard Owner Supplied Toilet
- Sink
 - Supplied Bathroom Faucet
 - Replace ½ Hp Garbage Disposal
 - Dishwasher Install
- Shower/Tub
 - Install Non-Standard Shower Cartridge
- Other
 - Wall Hydrant Behind Drywall or Difficult Access
 - PRV Install w/ Valve
 - Mainline Drain Machine
 - Condensate Pump
 - Pressure Switch Install
 - Thermal Expansion Tank
 - Tankless Water Heater Descaling
 - Replace Washer Box Valves
 - Flex-shaft

Level 4 = \$632

Takes between 1 and 2 hours on the job and between
\$50 and \$150 in parts

- Sink
 - Replace 3/4 Hp Garbage Disposal
 - Install Kitchen Faucet
- Other
 - Install Cartridge Filter
 - Pump Alarm System Replacement
 - Install Single Handle Shower Valve
 - New Washer Box
 - Water Heater Capacity Booster

Level 5 = \$856

Takes between 2 and 3 hours on the job
Between \$50 and \$200 in parts

- Insta Hot Water Heater
- Supplied Utility Sink Install
- Entire Toilet Flange Replacement
- Three Handle Shower Valve
- Install Vanity

Level 6 = \$1132

Takes between 2 and 4 hours on the job

Between \$100 and \$200 in parts

- Two Cartridge Filters Combined
- Recirculating Pump
- Clean-out Install

Level 7 = \$1456

Takes between 2 and 5 hours on the job

Between \$100 and \$300 in parts

- Pressure Tank Install
- UV Light Install
- Waterline Spot Repair

Tips about Pricing

Delivering pricing confidently can go a long way in how customers respond to it.

Knowing the pricing levels well so that you can real-time deliver pricing while you're on the job can help people to be comfortable agreeing to it.

Being comfortable walking away from a job without selling it is always a good place to be mentally.

STREAMLINE PLUMBING

Guide 6