

March 2009



PRODUCTIVITY CALCULATION – WELD PINS

Q1. What do you pay for insulation fasteners? – ie. MATERIAL COSTS ONLY

1. CD Pins

CD Pin prices vary by State, Volume purchased and Product size. Typical ranges quoted are:

<p><i>CD Pins</i></p> <p>1 – 1.25 inch \$16.00 – 24.00 / '000</p> <p>2 – 2.5 inch \$24.00 – 35.00 / '000</p> <p>plus ...</p>	<p>So, Total Material Cost <i>excl. labour</i></p> <p>= \$32 – 73 / '000</p> <p>Say, average \$50 per thousand</p>
<p><i>Speed Clips</i></p> <p>\$16.00 – 38.00 / '000</p>	

2. Gripnail Weldpins

So, Total Material Cost *excl. labour*

Say, average \$71 per thousand

Weld Pin Pricing:	Actual Pin Length before Welding mm	Price/bucket	Pins per Bucket	Price/pin
Pricing Range 3		more than 9 buckets		
Part #057B (for 12mm insulation)	12.7	\$ 187.51	5000	\$ 0.038
Part #107B (for 25mm insulation)	17.4	\$ 202.47	5000	\$ 0.040
Part #127B (for 25mm insulation)	23.8	\$ 213.52	5000	\$ 0.043
Part #137B (for 38mm insulation)	28.4	\$ 214.11	3000	\$ 0.071
Part #157B (for 50mm insulation)	37.9	\$ 238.48	3000	\$ 0.079
Part #207B (for 50mm insulation)	48.7	\$ 268.31	3000	\$ 0.089

So, MATERIAL COST EXTRA FOR GRIPNAIL WELDPINS – average \$11 per thousand = \$0.011 per pin

Q2. How long does it take you to fix the insulation? - ie. LABOUR COSTS ONLY

1. CD Pins

Insulation is fixed in three (3) stages;	<u>time (approx.)</u>
1. Weld the pin to the sheetmetal	2 secs
2. Lay and pierce insulation blanket over pins	20 – 45 secs
3. Affix speed clips	2 secs
	<u>24 – 49 secs</u>
At say 20 pins per blanket	Total 8 – 16 mins @ \$40/hr

Labour cost \$5.00 – 10.00 (say \$7.00 avg)

2. GRIPNAIL WELDPINS

Insulation is fixed in two (2) stages;	<u>time (approx.)</u>
1. Lay the insulation blanket on the sheetmetal	10 – 30 secs
2. Affix the insulation blanket by welding the pin thru the blanket to the sheetmetal.	2 secs
	<u>12 – 32 secs</u>
At say 20 pins per blanket	Total 4 – 11 mins @ \$40/hr

Labour cost \$2.50 – 7.33 (say \$4.92 avg)

So, LABOUR SAVING WITH GRIPNAIL WELDPINS – average per 20 pins = \$2.09 = **\$0.105 per pin**

SUMMARY

MATERIAL EXTRA COST – average \$11 per thousand = **\$0.011 per pin**
 LABOUR SAVING – average per 20 pins = \$200 (approx.) = **\$0.105 per pin**

TOTAL COST SAVING \$0.094 PER PIN
USING APPROX. 9 PINS PER SQUARE METRE, SAVING WOULD BE \$0.84 PER SQ.M



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