

CASE STUDY

DALLAS-BASED G-H PLUMBING CALCULATES SUBSTANTIAL SAVINGS WITH INSTALLATION OF FLOWGUARD GOLD® CPVC PIPE & FITTINGS

G-H Plumbing

Dallas, TX

Established: 1995

Cost Advantages Offer Ability to Value Engineer Apartment Construction Projects Without Sacrificing Quality

G-H Plumbing, based in Dallas, Texas, knows the apartment industry extremely well. In fact, since the company was founded by Sam Hafertepe in 1995, nearly 98-percent of its work has come from the construction of apartment complexes ranging from simple two-stories to massive high-rises.

This type of specialization has allowed the company to document both material and labor costs in extreme detail while also remaining highly cost competitive. One way that G-H Plumbing has consistently been able to turn in a competitive bid is through its preference to install FlowGuard Gold® CPVC pipe and fittings over metallic systems.



"Personally, I'd like to use FlowGuard Gold® pipe and fittings exclusively," noted Hafertepe. "We try to convince every owner to use a FlowGuard Gold® CPVC system because of its tremendous cost advantages. In most cases, we're successful. Sometimes people are just stuck on copper because it's what they know, not because it's any better."

\$12 - \$15 Per Fixture Credit With Any FlowGuard Gold® CPVC Installation

To help demonstrate the cost benefits, Hafertepe offers a direct \$12 - \$15 credit per fixture unit on any project where he is able to install FlowGuard Gold® pipe and fittings. For City Place, a 232-unit, seven-story apartment complex currently under construction in uptown Dallas, that translated into a savings of more than \$25,000.

Just down the road, Marquis on McKinney, a 145-unit, 10-story apartment complex that is also expected to be completed in late 2003 with FlowGuard Gold® pipe and fittings, is expected to yield comparable savings.

"Today, more than ever, everyone asks if you can value engineer their project," Hafertepe said. "Obviously there are a lot of ways we can do that, and we're more than happy to do so. We look at everything that might save money and still deliver the highest quality. I believe the most significant savings comes from the decision to use FlowGuard Gold® CPVC instead of copper."

The Value of Faster, Easier Installations

"Without a doubt, the biggest cost difference results from labor savings," Hafertepe explained. "Since the CPVC product is faster and easier to install, we realize a substantial labor savings. The easy solvent cement joining system is much faster than soldering. And not only is it faster, but it eliminates the need to carry around all the other materials that are required in the soldering process, such as a fire extinguisher and acetylene tank. These are items that must be continually moved and kept track of."

According to Hafertepe, not only is the initial installation faster, but repairs necessitated by nail holes and other problems are also expedited with the simple hand tools used in the installation of FlowGuard Gold® pipe.

Job Site Theft No Longer a Problem

Another area of cost savings that is not as easily recognized unless carefully documented is material theft from the job site.

"For me, this is a real selling point for CPVC," noted Hafertepe. "No one steals CPVC pipe. It has no scrap value. I can store it on site and it's there when I come back. With copper, we always have to figure in the risk of it being stolen and add that to our total expenses. This is often a hidden cost because you never know exactly how much you will lose. It depends on the area you're working. If you have 16,000 feet of copper at the job site, you might not immediately realize that you're losing 400-500 feet at a time. Yet, this is very real cost of installing copper pipe."

G-H Plumbing realizes yet another area of savings which results from not having to use as many, if any, water hammer arrestors. FlowGuard Gold® pipe and



"Personally, I'd like to use

FlowGuard Gold® pipe and

fittings exclusively," noted

Hafertepe. "We try to convince

every owner to use a FlowGuard

Gold® CPVC system because of

its tremendous cost advantages."

Type of Construction:
Residential - High-Rise

Installation Type:
New

FLOWGUARD GOLD®
PIPE & FITTINGS
NOT A DROP OF DOUBT.

FLOWGUARD GOLD®

fittings have excellent insulating properties which effectively absorb the shock waves generated by solenoid operated valves. The use of water hammer arrestors or air chambers is not required for domestic hot and cold water installations.

And the final cost savings is derived from the material itself. Hafertepe estimates that his upfront material costs for FlowGuard Gold® pipe and fittings are 5-10% lower than for metal. "This may not sound substantial, but when you add in a 10% savings on labor, you're looking at a minimum 15% savings," noted Hafertepe. "It doesn't take any great mathematical skills to know that's a sizable savings, especially on larger projects."

Other Advantages

In addition to cost, Hafertepe also places a high value on safety. "It goes back to the soldering issue of metallic systems," he explained. "I've been in the plumbing business for 28 years and have seen numerous fires resulting from a torch."

Additional considerations for choosing a FlowGuard Gold® CPVC system include its ability to minimize both noise and condensation. NSF International, in fact, has documented that FlowGuard Gold® CPVC pipes are actually four times quieter than copper – a major benefit in buildings with multiple tenants, guests or patients.

"I wouldn't choose a product just because it was less expensive," said Hafertepe. "But we have had no problems with FlowGuard Gold® pipe and fittings; in fact, we consider a FlowGuard Gold® CPVC system an upgrade over a copper system. We've installed more than a million feet of FlowGuard Gold® pipe since we started using it, and callbacks have not been an issue. It is a good quality material."

Hafertepe continued, "Everyone wants to know how and where they can save money on the job. Many people are surprised to learn just how much they can save with a FlowGuard Gold® plumbing system. That's why we provide the side-by-side comparison to show the total savings and how it is calculated. I wonder why anyone would run copper when you can save money and provide a higher quality plumbing system with FlowGuard Gold® pipe and fittings. If I would build a house for myself



today, I would certainly use the FlowGuard Gold® CPVC system. That's how strongly I believe in it. And from a professional standpoint, it gives me the ability to submit a more competitive bid. So everyone wins."

Since Lubrizol's development of CPVC plumbing systems over 40 years ago, more than three (3) billion feet of CPVC pipe has been installed in homes, condominiums, buildings, apartments and hotels, including twelve (12) million homes. For more information on the FlowGuard Gold® plumbing system, including pipes, valves, joining cement, caulks, sealants and tools, call 1-888-234-2436, X7393, or visit www.flowguardgold.com.

"We consider a FlowGuard Gold®

CPVC system an upgrade over a

copper system," said Hafertepe.

"We've installed more than a

million feet of FlowGuard Gold®

pipe since we started using

it, and callbacks have not

been an issue. It is a good

quality material."

FLOWGUARD GOLD®
PIPE & FITTINGS
NOT A DROP OF DOUBT.

The information contained herein is believed to be reliable, but no representations, guarantees or warranties of any kind are made as to its accuracy, suitability for particular applications or the results to be obtained. The information often is based on laboratory work with small-scale equipment and does not necessarily indicate end product performance or reproducibility. Formulations presented may not have been tested for stability and should be used only as a suggested starting point. Because of the variations in methods, conditions and equipment used commercially in processing these materials, no warranties or guarantees are made as to the suitability of the products for the applications disclosed. Full-scale testing and end product performance are the responsibility of the user. Lubrizol Advanced Materials, Inc. shall not be liable for and the customer assumes all risk and liability for any use or handling of any material beyond Lubrizol Advanced Materials, Inc.'s direct control. THE SELLER MAKES NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. Nothing contained herein is to be considered as permission, recommendation, nor as an inducement to practice any patented invention without permission of the patent owner.

Lubrizol Advanced Materials, Inc. / 9911 Brecksville Road, Cleveland, Ohio 44141-3201 / 1.216.447.5000 / www.flowguardgold.com

© Copyright 2003 The Lubrizol Corporation
FlowGuard Gold® is a registered trademark of The Lubrizol Corporation
FGG-CS14

FlowGuard Gold® CPVC Marketing Department

9911 Brecksville Road
Cleveland, Ohio 44141-3201 USA
888.234.2436 ext.7393
216.447.5000
216.447.5750 FAX