



We are about you[®]

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We make your company more productive by applying: Lean Engineering, Manufacturing, and Service Processes

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Optimal Competitive Crew Rates To Be Competitive in All Markets

The difference of composite ratios and crew mix between union and open-shop contractors is one of the major contributing factor in the contractor's competitiveness.

A sample state study conducted within the past six months indicated that in the commercial construction work the union contractor's composite crew rate was 18% higher than that of the open-shop contractor's. Further investigation into detailed commercial work categories has shown an even wider gap in the union and non-union crew rates. For example, the hospital work difference in crew rate was as high as 47% in the same geographical area. Without using competitive crew-rates, the competitiveness of the union contractors in commercial-residential and some industrial work will be hampered.

This seminar will introduce the differences in crew rates in various parts of the US. The participants will learn how to use this data to improve their crew rates for a competitive bid. Additionally the participants will learn how to use managerial tools to improve the productivity of the field labor while managing lower skilled labor.

Owners, Project Managers, Superintendents, General Foremen, Foremen and Technicians will benefit from participation in this course.