

*When that professional service technician knocks on your door, many costs have been incurred to get them there, ready to start your job.*



**Quality You Can  
Count On!**

Daech & Bauer  
Construction Inc.

832 Bond Ave  
Collinsville, IL 62234

Phone: 618-345-7475  
Fax: 618-345-5473

Daech & Bauer Construction  
Inc.

**WHAT YOUR  
MONEY REALLY  
GOES TOWARDS!!!**

*Quality You Can Count On! Value  
You Can Afford!*



Tel: 618-345-7475



Insurance: liability and workers comp



Truck Maintenance: gas, oil and tires



Service Management



Quality Control



Test Equipment



Trucks and ladders



Yellow Pages Advertising



Periodic Training



Tools and equipment



Warehouse Shop and Office Rent



Office Staff

When our professional service technician arrives at your door, many costs have been incurred just to get him and or truck there, ready and able to complete the job.



Inventory of Replacement



Phone, light and heat

With years of training, it would not be possible for a doctor to make a diagnosis and prescribe a remedy. Consider for a moment that it isn't just his initial training, but an ongoing variety of continuing study, and the expense of maintaining an adequately equipped staff and office.

As a patient, you pay for his knowledge and skills plus a share of his business costs (overhead). Even if he spends only a few minutes, his fee could range from \$50.00 to \$150.00 depending upon his degree of expertise.

This analogy holds true in any service business. The charge for providing service in your home cannot be determined solely by the time it takes the

technician to make the repairs.

A qualified service organization's costs begin with the salary of the professional technician. This amount is the same whether the technician is actually making repairs on customer premises, traveling to keep service appointments or participating in training programs to sharpen his skills.

The cost of doing business must also be added to the technicians salary. These overhead costs can amount to substantially more than the technicians salary.

Now comes profit. If your service charge is \$200.00 and we are efficient enough to earn 10% of the \$200, we earn 20 taxable dollars. We are sure you'll agree that is not excessive for providing top quality services on your premises.

All things considered, the cost to a service organization for it's service technicians to be on the job is the same whether he works with tools or not . A service call that results only in a diagnosis for resolving the problem warrants a service charge.



Office Supplies



Computerization



Business Expenses: legal and accounting



Employee Benefits: Social Security, Medicare, Health Insurance and unemployment

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