

Contractors as material suppliers

Contractors could expand profits by meeting their own supply needs, according to Walter Ebeling, MD of Pan Mixers South Africa, which is encouraging building contractors to consider producing their own concrete building products for their businesses and surrounding communities. He holds that an investment starting at R200 000 is all that is needed to set up a small brick, block and paving operation. Depending on local raw-material and product selling prices, he believes that returns of between R14 000 per month and, in exceptional circumstances, up to R90 000 per month can be achieved.