



Why Industrial Fiberglass Does Not Publish a Price List

We regularly receive requests from distributors, end users, and contractors for a "price list". The publication of such price lists is something we have struggled with now for several years. A number of years ago, we did publish a price list. As our business has grown, we have become more and more a custom manufacturer. And, we have added more and more standard and special FRP composite pipe and duct fittings.

In many ways we envy the commodity FRP pipe fabricators. They have only a few major product lines for which they need to publish standard price lists. The drawings and technical information for their fittings will typically fit on just a couple dozen pages. All of their pricing for each product line will fit on just a handful of pages.

In the last several years we have quoted and produced at least **83** different "Series" of FRP composite pipe and duct. At the same time, our catalog of standard fittings, flanges, and accessories has grown to 105 pages. A quick look at our "Series Bulletin" shows many, but not all, the different grades, types, and Series of FRP pipe and duct that we can supply our customers. No single fabrication Series even represents 7% of a typical annual product mix.

It would be an almost impossible project to publish 83 different price lists. (It is even difficult to cost and price 83 different "lines" of products!) And selecting just a few Series of FRP pipe and duct to develop price lists for one specific market - would not meet the pipe and duct requirements for another geographic market area; where the product mix and "Series" needs are often significantly different.

Adding to the price list preparation "challenge" is that all of the FRP pipe and duct bell (socket) end fittings in our 105 page catalog are available with bells to match all pipe and fitting configurations (styles) of Ameron, Conley, Fibercast, and Smith. When including into the equation that we also make FRP composite pipe and duct in 137+ different sizes, many of which are not available from the commodity fabricators, and in 7 or more different pressure and service ratings; the number of pricing points truly becomes astronomical.

A commodity FRP pipe fabricator, also has the advantage that, for the most part, they build their limited Series of pipe and fittings in large and planned quantities for inventory. Thus, they can develop "standard" costs based on time and material industrial engineering studies. As a custom manufacturer, our costs (which are the basis of quoted pricing) will vary with each order, depending in large part on the quantity of pipe, duct, fittings, and flanges required for that specific project, or inquiry.



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Availability of Price Lists

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We fully agree that "life" would be so much easier, for us, and our customers, if we could publish standard price lists. But, at the same time having 83 product lines to offer end users, in hundreds of sizes, configurations, and pressure ratings; is what also sets us apart from the commodity pipe manufacturer, making us unique.

We have developed and published "mini" price lists for: (A) Small diameter filament wound FRP pipe (3/8" through 1-1/2" diameters), (B) Threaded FRP composite fittings, and (C) FRP composite flanges. Copies of these price lists are available upon request.

Thank you for this opportunity to share with you the challenges we face as we consider developing and publishing 83 different price lists.

For your files, attached is a copy of our product bulletin: *FRP Pipe Series Descriptions*.

We are also attaching a recent magazine article that does a very good job of discussing the differences in products and markets for Commodity versus Custom FRP composite pipe and equipment. We thought you might find this dissertation of interest.