



**SUBMISSION TO THE  
COMMERCE COMMISSION**

**On**

**RETAIL HARDWARE SECTOR PRICES**

June 2010

## **1.0 INTRODUCTION**

The Consumer Council of Fiji (CCOF) conducts regular price surveys and maintains close vigilance on price movements of basic items or necessities ranging from food to transportation. The Council is required to do this as it is mandated by law to look after the interest of consumers and make necessary representation, lobby and advocate for necessary changes and redress in cases where consumers' rights and interests are compromised. Price surveys allow the Council to assess the impacts of economic policies like devaluation, and also to ascertain the existence or extent of unscrupulous and unfair trade practices in particular sectors. In the past through consumer complaints there have been concerns in the (unfair) market practices complemented by growing consumer calls for investigation into the price setting and quality of products sold in the marketplace. No major research or investigations has ever been conducted to substantiate these claims or better understand the industry and its dealings, particularly where rules of competition is concerned for fair play in the market.

### **1.1 Government's Concerns Over Hardware Sector**

It is a blessing that this year that the Government has also raised its concerns over the hardware sector. Attorney-General, Minister for Justice, Public Enterprise, Anti-Corruption and Industry Tourism, Trade and Communications, Mr Aiyaz Sayed-Khaiyum made this clear while opening the *Symposium on Consumerism and Market Economies* at the Fiji National University, Raiwai Campus on 31<sup>st</sup> March 2010. Mr Sayed-Khaiyum highlighted that Government has placed importance on the liberalization process and was intent on creating competitive markets. *"We must liberalize economy to give better choice, better selection of products, and the ability to choose. Yet similarly at the same time we find in certain sectors of the economy where there maybe two, three or four suppliers there is still anti-competitive behaviour."* In this regard the Cabinet approved the Ministry of Trade and Industry to issue a directive to the Commerce Commission to look at anti-competitive behavior in the hardware sector. Mr Sayed-Khaiyum noted that *"there is a lot of anecdotal evidence about the fact that there is perhaps collusion, carteling in the hardware sector."*

The Government's concerns about the hardware sector is linked to its overall goals of achieving economic growth, improving living standards and having consumer access to competitive markets. The Consumer Council is responsible in putting forward consumers' concerns and their perspectives on the hardware sector and this submission is part of this endeavour. More so, the Council as a consumer voice is obligated that any systemic abuse of consumer rights, if prevailing, is curbed and addressed under the laws of Fiji.

## 1.2 Purpose

The purpose of this Submission is to present to the Commerce Commission the results of the Council's hardware price surveys conducted over specific months during 2009-2010 and to highlight issues of concerns affecting consumers of hardware products. The Submission also highlights consumers' concerns over hardware prices and the implications for one of our important basic needs – housing. The case of unfair and unscrupulous market practices where consumers' rights have been compromised will also be highlighted.

The submission is structured as follows:

- 2.0 Rationale for Scrutiny of Hardware Sector and Survey on Hardware Prices
- 3.0 Unfair Trade Practices
- 4.0 Price Survey Analysis
- 5.0 Invoices
- 6.0 Implications
- 7.0 Conclusions
- 8.0 Recommendations

## 2.0 RATIONALE FOR SCRUTINY OF HARDWARE SECTOR AND HARDWARE PRICE SURVEY

In 2009 and 2010 the Council embarked on a price survey of hardware outlets to observe price movements in light of government policies directed at the housing sector. While embarking on this exercise the Council was foremost mindful of the following issues:

- **Government Policy Objectives** – The government's *Sustainable Economic and Empowerment Development Strategy (SEEDS) 2008-2010 “A Better Fiji for All”* outlines a policy objective for housing. Under Chapter 9 'Social & Community Development', sub-chapter 9.5 'Housing', the government's goal is: *To provide equal opportunity and access to adequate, quality and affordable accommodation for all citizens with a particular focus on low income groups and the poor.* The government's strategy **“recognizes the need for quality and reasonable housing at affordable prices for all”**. This can be achieved by either price control or effective competition. Price surveys can provide an insight into whether there is effective competition or not, and whether the non-existence of price control in this sector is not delivering the desired results of competitive prices, choice and quality.
- **Grant for first buyers- 2010 Budget** – The government's 2010 Budget has provision for special assistance of \$10,000 to first home buyers.. This would largely benefit those in the middle and upper middle brackets who will be able to secure bank loans to buy homes. This initiative no doubt provides guaranteed business to hardware outlets if it becomes successful and spurs a housing construction boom.

- **Devaluation** - The impact of the 20 per cent devaluation of the Fiji dollar resulted in the increase in the prices of imported products. Most of the hardware products in Fiji are imported and such devaluation has a direct effect on prices.
- **2009 Duty Hike** - Apart from the devaluation, the Council was compelled to respond to the 2009 National Budget policy of increasing duty on building materials from 27% to 32% which has remained unchanged. The duty increase has certainly resulted in the hike in retail prices of building materials, as it is the normal practice of the business sector to pass on increases in duty or other costs to consumers as evidenced by trends.
- **Natural Disasters** – Fiji is prone to natural disasters particularly cyclones and floods from tropical storms. And often homes and other buildings bear the brunt of these disasters, resulting in costs to property owners for the necessary repair and construction work. The recent cyclone Tomas this year resulted in \$85million damage bill for the country. Fiji's vulnerability to cyclones puts a lot of pressure on families who need to invest in quality hardware materials or being constantly forced to repair their homes in the aftermath of a cyclone or tropical storm. Many consumers cannot afford this.
- **Price Control** – Price control for the hardware sector is limited to only four products. Plywood, cladding & boards are under percentage control by the Prices & Incomes Board (Counter-Inflation Act), while wholesale prices of cement and reinforcement steel are under the jurisdiction of the Commerce Commission. The absence of price control is supposed to allow hardware stores to expand and be competitive. As the Council's surveys show, prices have not been competitive and hardware outlets are being left to drive prices up at any time they want to.

### 3.0 UNFAIR TRADE PRACTICES

The Council is concerned that hardware outlets are engaging in unfair or unscrupulous trade practices which are going on unabated to the detriment of consumers and government's goal of a competitive economy. The following are just some of the unfair trade practices that the Council wishes to highlight.

#### 3.1 Unfair Return Policy & Charges

Hardware dealers are imposing unfair conditions and illegal exclusionary policies on customers. For example, the major hardware outlets charge a **“10% handling/service charge”** for goods returned due to pre-purchase damage, inferior quality, wrong specifications usability, etc. The Council seeks answers as to why such a charge is imposed especially when the consumer is not at fault for any damaged or inferior quality products.

And on what basis have hardware stores come up with the “10%” figure? Hardware stores are not transparent about the true nature of the “handling/service” charge they claim to incur. They must be made to declare the true cost they incur when facing returned goods. The costs to consumers can easily be declared such as cost of transport to the hardware store and even claims to the inconvenience caused. Most hardware stores provide transportation to customers and damage can occur during handling, but consumers are made to pay a 10% charge. Furthermore, the customer has not used or benefited his/her purchase, but is made to incur the 10% charge.

### **3.2 False or Misleading Information/Advertising**

Hardware outlets often make unfounded claims on the usability, durability, country of origin, quality, etc. of items they sell. Consumers are often easily misled by persuasive hardware sales people who make all sorts of claims on the quality of products. These include making claims that products are from a reputable supply country like Australia or made under Australian Standards specifications, when in fact the product was made in an Asian country like China. Most of these products do not have information on the packaging that these are made under any acceptable international standards. Many hardware items are sold unpacked or vended loosely on shop trays or shelves. Information on these items, which would normally be on the packaging are most often unavailable for consumers to read. Consumers are often not aware of the manufacturing origins of the product, safety tips, and other essential information. Also many hardware items do not have price tags and most often prices are quoted arbitrarily by different sales persons.

### **3.3 Pricing Issues**

3.3.1 *In-store price differences* - The pricing information on hardware products provided by hardware outlets are often misleading and confusing. This is often an indication of unscrupulous trade practices. An example is presented here, which the Council believes is just the tip-of-the-iceberg case of deceptive conduct. In this particular case (receipt and illustration in *Annex 1*) the customer bought the same product on two different days from the same hardware dealer and branch. The item – APCO Decotrade Alkyd Undercoat White Paint (5 litres) – cost \$38.65 on the first occasion on 2<sup>nd</sup> June, 2010, however when the customer went to buy the same product the next day - 3<sup>rd</sup> June, 2010, the price was \$40. This has evoked the Council's suspicion that price manipulation is going on in the hardware sector and that unsuspecting consumers are being charged different prices at different times.

3.3.2 *Distributor price fixing* - The Council is also concerned that prices have become less competitive because suppliers or distributors have set prices for their retailers. Consumers would find the same prices being charged on particular goods by most hardware outlets and 'shopping around' becomes a useless endeavor. The fixing of

prices by distributors is anti-competitive and compromises the consumers' right to choice over prices.

3.3.3 *Transfer Pricing* - The Council strongly believes that hardware prices in Fiji are exorbitantly high because of a transfer pricing system in existence amongst major hardware dealers. The hardware outlets purchase their stock from their own foreign-based subsidiaries or “buying houses”. These buying houses in fact act as “ghost middlemen” and consumers are actually paying for higher prices despite the hardware dealer and its so-called buying house being under the same ownership. Hardware companies engaging in such practices are not only unfair to consumers but also are deceptive against tax authorities by concealment of actual revenue generated. While this is a difficult anti-competitive market conduct to prove as a lot of expertise and evidence trail is required as to the transactions taking place, the Government can benefit by putting in place strategies and measures to ensure that such practice does not exist if it is occurring that has huge potential drain the revenue that is currently lost through loopholes in the systems and laws.

### **3.4 Substandard Products**

The Council strongly believes that most hardware stores are flooding the country with many substandard and defective products that would not normally be seen or sold in the developed countries. The Council has registered some cases where consumers have been sold inferior quality products. In one such case a consumer purchased screws which rusted within 3 months from the date of purchase. In a similar case a customer was sold a can of paint which he used for the exterior wall of his house. After a month there was fungi growth on the wall which the supplier argued was a result of external moisture and the house's proximity to the road. The Council has also come across complaints cases of cheap wood products sold to unsuspecting consumers whereby the wood deteriorated quickly after construction. It is important to stress that when consumers are sold sub-standard hardware products, the costs they incur can quadruple as broken items such as locks, doors, floor posts, etc will lead to purchase of replacement products and associated costs of repairs by the handyman or construction company. Because Hardware industry is now diverse in the products it can sell and trade, the up-coming trend is that cheap electrical products are now available in major hardware stores around Fiji with other products such as baby strollers, kitchen-ware, bathroom ware, etc also added to the list that neither has warranty, durability and spare parts to address the short-life most of these products eventually have. It appears that the culture of obtaining sub-standard and poor quality products for a “*poor nation*” such as Fiji is acceptable or encouraged by the hardware companies as there is this notion that most people prefer to pay small price for their needs as they cannot afford quality products at a reasonably good or higher price. However, what is disturbing is that the products that appear cheap and of inferior quality are actually sold at a very high prices.

### **3.5 Quotation Tempering**

The Council wishes to bring to the Commission's attention on an unusual practice in the hardware sector relating to quotations. Most hardware stores often manipulate and temper quotations given to customers. Customers are told by salespersons that they can reduce prices based on quotations received. This restricts consumers to shop around to get lower prices. Consumers are told to get quotations from others and when this is done the particular store will match the prices given by the hardware company with lowest quote. Interestingly this reveals the high mark-ups in existence in the sector.

### **3.6 Poor Customer Service**

A common problem for consumers dealing with hardware outlets is the delay in the supply of purchased products. The Council has received complaints from hardware customers against outlets who have not delivered the goods on time. While most of these complaints were resolved through Council's intervention, the practice of delayed delivery is so rife in the hardware sector that appears to be a systemic practice. The hardware company promises to deliver in time but does not do it when orders are placed. In some cases saying that the stock has been sold since receiving the order.

### **3.7 Consumer Concerns**

Consumers have raised their concerns at some of the trade practices used by hardware outlets. These are just some of those concerns.

- Late delivery of paid items
- Shelving – items not on sale shelved with sale items
- Untreated time sold without customer's knowledge
- Poor quality paint, lumps in paint
- Carpet faded in colour, fault traced to manufacturer
- Items damaged during delivery

## **4.0 PRICE SURVEY**

In January 2010, the Council conducted a price survey on building materials needed to build a basic 20 x19 feet timber house. This sample size and model house was chosen to reflect what would be the average type of house for consumers in the lower and middle-income earner category. The survey was also carried out in January 2009 and in the month of April 2009 after the 20 per cent devaluation of the Fiji dollar.

The results of the surveys showed significant price increases with in a period of one year. This would certainly have an impact on housing prices especially for new home owners. While we have not fully investigated the effect of price increases on residential rental rates, we would assume that some upward movement would eventuate in cases where landlords are repairing or renovating rental properties. The impact of hardware price increases is thus not confined to home/property owners, but also on residential tenants.

### **4.1 Survey Methodology**

A standard template on specific building materials for building the chosen model 20x19 feet timber house was designed (See Annex 2). For comparative purposes the Council's survey sample was in Suva involving three of the major hardware suppliers:

1. RC Manubhai, Raiwai
2. Sun Court, Nabua
3. Vinod Patel, Laucala Beach

These three outlets were chosen due to their being the largest of the hardware stores in Fiji and because these particular outlets were the largest industrial-size retail stores patronized by a large number of customers. It must be noted that the survey was also held for three hardware companies' outlets in Lautoka, but for comparative purposes we chose to analyze the Suva sample. We have, however included the price list for the Lautoka outlets. No surveys were held in Labasa.

The survey templates were faxed to each hardware store in which quotations were provided according to the outline. The Council compared the 2009 and 2010 prices to calculate the *price movement and the percentage change in prices*.

### **4.2 Findings**

#### **4.2.1 Average Price Analysis**

From our survey conducted it has been evident that building material prices have increased significantly. *Please refer to Annex 3A*. A total of 41 building materials was surveyed in which 21 items prices increased at an average rate of 16.5% and 19 items prices decreased at an average rate of 11.5%. For 11 out of 21 items prices increased by more than 10%:

**Table 1: List of items which increased by more than 10%**

No	Materials	Qty	2009 (\$)	2010 (\$)	Δ in \$	% Δ in \$
1	3ft pine posts	12	237.00	312.00	↑ by \$75.00	↑ by 31.6%
2	3 x 2 purlins	250R/ft	207.28	245.06	↑ by \$37.78	↑ by 18.2%
3	6" T hinges	4pairs	11.26	17.47	↑ by \$6.21	↑ by 55.2%
4	2ft louver blades	88	101.20	140.77	↑ by \$39.57	↑ by 39.1%
5	Light	70m	87.50	97.50	↑ by \$10.00	↑ by 11.4%
6	Power point wire	50m	95.00	105.00	↑ by \$10.00	↑ by 10.5%
7	Switch wire	50m	33.75	40.00	↑ by \$6.25	↑ by 18.5%
8	PVC glue	1	7.66	8.60	↑ by \$0.94	↑ by 12.3%
9	Neophrene washer	3pkt	7.05	8.05	↑ by \$1.00	↑ by 14.2%
10	Shower rose	1	13.93	22.00	↑ by \$8.07	↑ by 57.9%
11	PVC elbow	4	1.66	2.12	↑ by \$0.46	↑ by 27.7%

Source: Market Survey Data, Consumer Council of Fiji, 15<sup>th</sup> January 2010.

From the price analysis it was also noted that prices upward movements were from as low as 0.7% to as high as 57.9% and downward movements were from as low as 0.3% to 33.8%. The percentage price increases are more significant as compared to the percentage price decreases.

#### 4.2.2 Shop by Shop Analysis

Since the same hardware outlets that were surveyed last year remained the same, another angle of price analysis was the price comparison of individuals for 2009 and 2010 prices.

*Please refer to Annex 3B to 3D For example:*

##### Vinod Patel (Annex 3B)

- 3ft pine posts (12) prices increased by 40.4%
- 2ft louver blades (88) price increased by 68.2%
- PVC elbow (4) price increased by 28.6%

##### Sun Court (Annex 3C):

- 8 blades louver frames (11) price increased by 118.5%
- 6" T hinges (4pairs) price increased by 38.9%
- Pan cistern set price increased by 47.6%
- ½" pvc "T" (2) price increased by 40%
- PVC elbow (4) price increased by 40%

##### RC Manubhai (Annex 3D):

- 3ft pine posts (12) price increased by 65.2%

- 3 x 2 purlins (250R/ft) price increased by 104.8%
- 6" T hinges (4pairs) price increased by 79.6%
- PVC glue price increased by 131.7%
- Shower rose price increased by 173.2%

#### **4.2.3 Trend in Price Increases 2007 - 2010**

The Consumer Council conducted a preliminary baseline price survey in 2007 and as with the later surveys, materials for a model 20x19 feet home were chosen. There was no price survey in 2008; however comparisons between 2007 and 2010 prices have been made to observe the trend in price movements. Annex 3D is a tabulation of the prices for 2007 and 2010. The highest price jump was for PVC glue at 203.89%. The 2007 average price was \$2.83 and this has increased substantially to \$8.60 this year. The second highest leap was for the 3ft pine posts at 132.83%. The price in 2007 was \$134; in 2009 it went up to \$237, an increase of 76.9%. The highest price drop was for 6x1 treated pines at 20.26%, while the lowest price drop was for 3x2 purlins at 0.61%. However, for the comparison of 36 items for 2007 and 2010, only 9 (25%) items had dropped in prices, while 27 items increased in price. Between 2007 and 2009, out of a total of 36 items surveyed, 28 (78%) hardware products increased in price, while only 8 (22%) dropped in price. The price survey proves that there is a continuous upward trend in prices.

#### **5.0 INVOICES**

The Council has responded to the Commerce Commission's call for stakeholders and the general public to provide the Commission with copies of invoices and receipts from hardware outlets. Annexed (Annex 4) to this submission is a collection of invoices and receipts that the Council has been able to collect from consumers and other concerned individuals.

#### **6.0 IMPLICATIONS**

##### **6.1 Higher Prices, Uncompetitive Hardware Sector not conducive to Government Policy on Housing**

In 2010 consumers have to look for alternative ways to cater for these constant price increases in basic necessity for their day to day living. The government policy goal is *to provide equal opportunity and access to adequate, quality and affordable accommodation for all citizens with a particular focus on low income groups and the poor*. A competitive hardware sector with affordable prices is an important factor that can contribute towards government achieving this goal. The Council's price survey shows upward price movements that certainly affects affordability. As many low income groups and the poor are more likely to build their own homes both in developed housing estates and informal settlements, such price hikes are contrary to government's efforts to provide equal opportunity and access to affordable housing.

According to the Minister of Social Welfare, Dr Jiko Luveni (23/07/09) a round 120,000 people in Fiji lived in the fast growing squatter settlements on the fringes of urban centers. Also statistics showed that an estimated 15 per cent of Fiji's population live in over 200 squatter settlements around the country. It is estimated that by 2010, the Suva/Nausori corridor will have 15,000 squatter households with 100,000 people. According to a recent Public Accounts Committee report, squatting grew at an alarming rate of 7.3% over the last decade. With the price increases in building materials, it will lead to the increase in the number of squatter settlements. The recent spates of cyclones and floods have caused hardship amongst families whose homes have either been lost or damaged. These families need to find new homes or purchase materials for necessary repairs.

## **6.2 Impediment to Development & Economic Growth**

The Council submits that exorbitant hardware prices and unfair trade practices in this sector are impediments to the country's development and economic growth. The construction industry is an important player in Fiji's progress particularly in the expansion of commercial industries and facilitation of rural development. The government has made its intentions of developing the rural sector's industrial capacity with tax incentives to businesses intending to set up factories or other enterprises there. It has also targeted housing as a key development initiative. These goals hinge on a construction and hardware industry that is not price-restrictive, but offers competitive prices, quality products and services. A competitive hardware sector is crucial if government is to achieve these goals and if both business and consumers acquire economic returns.

## **6.3 Competition in the Hardware Sector**

Fiji needs a competitive hardware sector and it is the role of the Commerce Commission to make necessary interventions to ensure this. The lack of competition in this sector poses many problems for consumers. These include consumer going for cheaper products that are not durable and are vulnerable to Fiji's tropical weather conditions. For instance, the recent case of termites in Lautoka is an indication of how vulnerable home owners are to environmental or biological hazards. Consumers can avoid these problems if they can get access to affordable and high quality housing materials. Consumers have been inundated with price increases recently from dairy products to electricity, and housing maintenance may become less prioritized as families struggle to keep up with the increase prices of food and other daily needs.

## **7.0 Conclusions**

The Council's price survey is a first attempt to get pricing information and make comparative analysis of prices in the hardware sector. The price evidence gathered shows a disturbing picture of uncontrolled price increases in a sector that has not been subject to price control (with the exception of two items). At first glance the Council can make preliminary conclusions that something is amiss in this important sector that is pertinent to the achievement of the government's social development goal of access to affordable accommodation for all. The objective of this submission is to provide the results of the survey to the Commerce Commission for the purpose of its own investigations into this sector. The Council hopes that this contribution can prove helpful in the Commission's initiative.

## **8.0 Recommendations**

The following recommendations are put forward for consideration:

- Commerce Commission to conduct a full investigation into possible cases of collusion and cartel behaviour in the hardware sector;
- The Commission and the Fiji Islands Revenue & Customs Authority to investigate transfer pricing on imports in the hardware sector. This would involve investigation the overseas operations of subsidiaries (or buying houses) of local hardware companies.
- Commerce Commission should investigate the leading three hardware dealers – RC Manubhai, Vinod Patel & Suncourt – for possibly having substantial market power over importation and wholesaling of hardware products;
- Hardware dealers be required to provide full product information – i.e. price, country of origin/manufacture, standards compliance, etc – to consumers in labeling, shelf information and in advertisements;
- Hardware companies imposing handling and service charges for returned items must be transparent and provide justification for such costs. The 10% handling/service should not be arbitrarily imposed by hardware dealers, Returned items should not be sold as new, but relegated to second-hand if undamaged.
- Proper standards to be established on hardware materials and construction equipment/machinery.
- A selected number of essential hardware items should be put under price control in addition just Cladding & boards (imported) and Plywood. Government should provide basic building materials for low-income earners and those in informal settlements or alternatively provide subsidies or duty-free prices; and
- Government to decrease the duty on essential or basic building materials, particularly those targeted for low-income earners.

**Annex 1: Case of In-store Price Difference**

R.C.MANUBHAI CO. LTD  
 PO. BOX, 5332,RAIWAQA SUVA  
 Phone:(679) 3384300  
 Website:www.rcmanubhai.com.fj  
 Email:info@rcmanubhai.com.fj

**CASH SALE TAX INVOICE**  
 TIN # 50-05534-0-0  
 Receipt No: SV/202/0046910  
 SUVA SHOP  
 Wednesday 02/06/10: 1:07:51 PM

Served By 1701:Salen Shalvin Chand  
 Ph.SALEN 208.75

Description	Qty	Price UOM	Ex. Price
PAINT BRUSH OLDFIELD BUDGET 60mm [2"]	1	4.20 EACH	4.20
PAINT BRUSH OLDFIELD BUDGET 75mm [3"]	2	7.15 EACH	14.30
APCO DECO TRADE 100% ACRYLIC SEMI GLOSS WHITE 5ltr	2	49.00 EACH	98.00
APCO DECOTRADE ACRYLIC UNDERCOAT WHITE 5 Ltr	2	38.65 EACH	77.30
ROLLER SLEEVE BUDGET OLDFIELD 230mm [9"] x 10mm	1	3.24 EACH	3.24
ROLLER SLEEVE REGULAR OLDFIELD 230mm [9"] x 12mm	2	5.88 EACH	11.76

Sub Total (10 ) Items 208.77  
 Rounded Off -0.02  
 Total 208.75  
 VAT (Component) 23.20

Amount Tendered 208.75  
 CHANGE 0.00

Media  
 EFTPOS WBC 208.75  
 Cash Amount Cash 0.00

Other Details

Vehicle No.  
 Delivery Address

**Stamp:** R.C. MANUBHAI & CO. LTD. SECURITY CHECKED & SERVICED

Note:  
 Goods once sold will not be returned for refund after 7 days from the date of purchase.  
 Returns will be done on the following conditions:  
 a) Should be accompanied by original invoice  
 b) Undamaged and in original packing  
 c) 10% Handling & Service Charge will be deducted

THANK YOU

Different price, same shop:  
 \$38.65 (2/6/10) & \$40 (2/6/10)

R.C.MANUBHAI & CO. LTD  
 PO. BOX, 5332,RAIWAQA, SUVA  
 Phone:(679) 3384300  
 Website:www.rcmanubhai.com.fj  
 Email:info@rcmanubhai.com.fj

**CASH SALE TAX INVOICE**  
 TIN # 50-05534-0-0  
 Receipt No: SV/201/0059582  
 SUVA SHOP  
 Thursday 03/06/10: 1:33:49 PM

Served By 1701:Salen Shalvin Chand  
 Ph.SALEN 115.00

Description	Qty	Price UOM	Ex. Price
APCO WEATHERBLOCK EX T 100% ARC S/GLOSS 8 /BASE 1Ltr	1	20.00 EACH	20.00
APCO DECOTRADE ACRYLIC SEMI GLOSS GROUP 1 ULTRA DEEP BASE 5L	1	55.00 EACH	55.00
APCO DECOTRADE ALKYD UNDERCOAT WHITE 5L	1	40.00 EACH	40.00

Sub Total (3 ) Items 115.00  
 Rounded Off 0.00  
 Total 115.00  
 VAT (Component) 12.78

Amount Tendered 150.00  
 CHANGE 35.00

Other Details

Vehicle No.  
 Delivery Address

**Stamp:** R.C. MANUBHAI & CO. LTD. SECURITY CHECKED & SERVICED

Note:  
 Goods once sold will not be returned for refund after 7 days from the date of purchase.  
 Returns will be done on the following conditions:  
 a) Should be accompanied by original invoice  
 b) Undamaged and in original packing  
 c) 10% Handling & Service Charge will be deducted

Illegal Exclusionary Policy

**Annex 2      HARDWARE SURVEY TEMPLATE**

<b>No</b>	<b>Materials</b>	<b>Qty</b>
<b>Wood and Related Materials</b>		
1	3 ft pine posts	12 only
2	4x3 bearers	4/20ft
3	4x2 joists	11/19ft
4	4x2 studs	35/9ft
5	4x2 noggings	420"
6	6x1 treated	78/20ft
7	3x2 purlins	250R/ft
8	4x2 rafters	6/22ft
9	6x1 linings doors	300ft
10	4x1 TxG Flooring	660ft
11	8x1 fascia board	100R/ft
12	Ply board-Interior	3mm
13	Ply board-Interior	4mm
14	Ply board-exterior	3mm
15	Ply board-exterior	4mm
<b>Iron and Steel</b>		
16	*Roofing irons ZINC	10/22ft
17	*4" gal nails	10kg
18	*3" gal nails	8kg
19	*2" gal nails	6kg
20	*Roofing Nails	3kg
21	*8 blds louver frames	11 only
22	Louvers screws	1pkt
23	6" T hinges	4 pairs
<b>Paint and Glass</b>		
24	2ft louver blades	88 only
25	Pink Primer	1 gallon
<b>Electrical Products</b>		
26	2ft tube lights with frame	3 only
27	Light	70m
28	Single switch	3 only
29	Single PowerPoint	3 only
30	PowerPoint wire	50m
31	Switch wire	50m
<b>Plumbing Ware</b>		
32	Pan cistern set	1 set
33	4" pvc pipes	2 lengths
34	PVC glue	1 only
35	Kitchen sink-single bowl	1 only
36	Neophrene washer	3pkt
37	Shower rose	1
38	½ " pvc water pipe	4 lengths
39	½ " pvc 'T'	2
40	Pvc elbow	4

**Annex 3A - 2009 & 2010 SUVA HARDWARE SURVEY AVERAGE PRICES**

No	Materials	Qty	SUVA HARDWARE ITEMS AVERAGE PRICE ANALYSIS			
			2009	2010	Change in Price (\$)	% Change in Price
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	237	312.00	↑ by \$75.00	↑ by 31.6%
2	4x3 bearers	4/20ft	179.40	172.80	↓ by \$6.60	↓ by 3.7%
3	4x2 joists	11/19ft	274.84	273.91	↓ by \$0.93	↓ by 0.3%
4	4x2 studs	35/9ft	421.81	406.42	↓ by \$15.39	↓ by 3.6%
5	4x2 noggings	420"	545.62	549.49	↑ by \$3.87	↑ by 0.7%
6	6x1 treated	78/20ft	1,658.47	1,226.33	↓ by \$432.14	↓ by 26.1%
7	3x2 purlins	250R/ft	207.28	245.06	↑ by \$37.78	↑ by 18.22%
8	4x2 rafters	6/22ft	173.59	170.84	↓ by \$2.75	↓ by 1.6%
9	6x1 linings doors	300ft	335.22	360.47	↑ by \$25.25	↑ by 7.5%
10	4x1 TxG Flooring	660ft	494.19	531.29	↑ by \$37.10	↑ by 7.5%
11	8x1 fascia board	100R/ft	152.51	147.19	↓ by \$5.32	↓ by 3.5%
12	Ply board-Interior	3mm	16.95	13.88	↓ by \$3.07	↓ by 18.1%
13	Ply board-Interior	4mm	22.31	18.02	↓ by \$4.29	↓ by 19.2%
14	Ply board-exterior	3mm	21.31	17.93	↓ by \$3.38	↓ by 15.9%
15	Ply board-exterior	4mm	26.71	22.57	↓ by \$4.14	↓ by 15.5%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	872.66	711.33	↓ by \$161.33	↓ by 18.5%
17	*4" gal nails	10kg	52.70	50.62	↓ by \$2.08	↓ by 3.9%
18	*3" gal nails	8kg	41.62	40.76	↓ by \$0.86	↓ by 2.1%
19	*2" gal nails	6kg	36.01	30.60	↓ by \$5.41	↓ by 15%

20	*Roofing Nails	3kg	16.57	17.13	↑ by \$0.56	↑ by 3.4%
21	*8 blds louver frames	11 only	255.01	225.33	↓ by \$29.68	↓ by 11.6%
22	Louvers screws	1pkt	5.12	4.25	↓ by \$0.87	↓ by 17%
23	6" T hinges	4 pairs	11.26	17.47	↑ by \$6.21	↑ by 55.2%
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	101.20	140.77	↑ by \$39.57	↑ by 39.1%
25	Pink Primer	1 gallon	26.67	26.87	↑ by \$0.20	↑ by 0.7%
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	40.66	41.30	↑ by \$0.64	↑ by 1.6%
27	Light	70m	87.50	97.50	↑ by \$10.00	↑ by 11.4%
28	Single switch	3 only	16.53	10.95	↓ by \$5.58	↓ by 33.8%
29	Single PowerPoint	3 only	21.65	21.00	↓ by \$0.65	↓ by 3%
30	PowerPoint wire	50m	95.00	105.00	↑ by \$10.00	↑ by 10.5%
31	Switch wire	50m	33.75	40.00	↑ by \$6.25	↑ by 18.5%
<b>Plumbing Ware</b>						
32	Pan cistern set	1 set	96.91	101.17	↑ by \$4.26	↑ by 4.4%
33	4" pvc pipes	2 lengths	81.73	87.79	↑ by \$6.06	↑ by 7.4%
34	PVC glue	1 only	7.66	8.60	↑ by \$0.94	↑ by 12.3%
35	Kitchen sink-single bowl	1 only	78.33	73.34	↓ by \$4.99	↓ by 6.4%
36	Neophrene washer	3pkt	7.05	8.05	↑ by \$1.00	↑ by 14.2%
37	Shower rose	1	13.93	22.00	↑ by \$8.07	↑ by 57.9%
38	½ " pvc water pipe	4 lengths	18.14	19.85	↑ by \$1.71	↑ by 9.4%
39	½ " pvc 'T'	2	1.08	1.17	↑ by \$0.09	↑ by 8.3%
40	Pvc elbow	4	1.66	2.12	↑ by \$0.46	↑ by 27.7%

**Annex 3B - VINOD PATEL 2010 HARDWARE PRICE SURVEY**

No	Materials	Qty	Vinod Patel		Change in Price (\$)	% Change in Price
			2009	2010		
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	171.00	240.00	↑ \$69.00	↑ by 40.4 %
2	4x3 bearers	4/20ft	178.20	176.40	↓ \$1.80	↓ by 1.0 %
3	4x2 joists	11/19ft	275.88	266.48	↓ by \$9.40	↓ by 3.4%
4	4x2 studs	35/9ft	415.80	401.63	↓ by \$14.17	↓ by 3.4%
5	4x2 noggings	420"	554.40	544.43	↓ by \$9.97	↓ by 1.8%
6	6x1 treated	78/20ft	1544.40	1491.75	↓ \$52.65	↓ by 3.4 %
7	3x2 purlins	250R/ft	257.40	242.93	↓ \$14.47	↓ by 5.6 %
8	4x2 rafters	6/22ft	174.24	168.30	↓ \$5.94	↓ by 3.4 %
9	6x1 linings doors	300ft	329.06	354.38	↑ by \$25.32	↑ by 7.7%
10	4x1 TxG Flooring	660ft	482.62	527.63	↑ by \$45.01	↑ by 9.3%
11	8x1 fascia board	100R/ft	147.00	142.50	↓ by \$4.50	↓ by 3.1%
12	Ply board-Interior	3mm	16.35	13.35	↓ by \$3.00	↓ by 18.3%
13	Ply board-Interior	4mm	21.50	17.55	↓ by \$3.95	↓ by 18.4%
14	Ply board-exterior	3mm	20.60	18.00	↓ by \$2.60	↓ by 12.7%
15	Ply board-exterior	4mm	25.80	22.50	↓ by \$3.30	↓ by 12.8%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	847.00	704.00	↓ by \$143.00	↓ by 16.9%
17	*4" gal nails	10kg	52.50	51.00	↓ by \$1.50	↓ by 2.9%
18	*3" gal nails	8kg	42.00	41.60	↓ \$0.40	↓ by 0.9 %
19	*2" gal nails	6kg	33.00	31.50	↓ \$1.50	↓ by 4.5 %
20	*Roofing Nails	3kg	15.75	17.10	↑ \$1.35	↑ by 8.6 %
21	*8 blds louver frames	11 only	341.55	137.50	↓ \$204.05	↓ by 59.7 %
22	Louvers screws	1pkt	4.25	4.25	No change	No change

23	6" T hinges	4 pairs	6.80	6.80	No change	No change
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	96.80	162.80	↑\$66.00	↑ by 68.2 %
25	Pink Primer	1 gallon	36.00	27.00	↓\$9.00	↓ by 25 %
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	36.00	35.85	↓\$0.15	↓ by 0.4 %
27	Light	70m	70.00	80.50	↑\$9.50	↑ by 15 %
28	Single switch	3 only	6.75	7.35	↑\$0.60	↑ by 8.9 %
29	Single PowerPoint	3 only	10.50	10.50	No change	No change
30	PowerPoint wire	50m	90.00	97.50	↑\$7.50	↑ by 8.3 %
31	Switch wire	50m	35.00	40.00	↑\$5.00	↑ by 14.3 %
<b>Plumbing Ware</b>						
32	Pan cistern set	1 set	99.90	68.50	↓\$31.40	↓ by 31.4 %
33	4" pvc pipes	2 lengths	87.14	91.80	↑\$4.66	↑ by 5.3 %
34	PVC glue	1 only	7.10	2.70	↓\$4.40	↓ by 61.9 %
35	Kitchen sink-single bowl	1 only	65.00	76.50	↑\$11.50	↑ by 17.7 %
36	Neophrene washer	3pkt	6.30	6.75	↑\$0.45	↑ by 7.1 %
37	Shower rose	1	14.00	14.00	No change	No change
38	½ " pvc water pipe	4 lengths	18.60	21.20	↑\$2.60	↑ by 13.9 %
39	½ " pvc 'T'	2	1.00	1.00	No change	No change
40	Pvc elbow	4	1.40	1.80	↑\$0.40	↑ by 28.6 %

Compared to 2009 prices, significant price increases was noted in the 2010 price survey:

- 3ft pine posts (12) price increased by 40.4%
- 2ft louver blades (88) price increased by 68.2%
- Light (70m) price increased by 15%
- Switch wire (50m) price increased by 14.3%
- Kitchen sink single bowl (1) price increased by 17.7%
- ½ " pvc water pipe (4lengths) price increased by 13.9%
- PVC elbow (4) price increased by 28.6%

**Annex 3C - SUNCOURT 2010 HARDWARE PRICE SURVEY**

No.	Materials	Qty	SUNCOURT		Change in Price (\$)	% Change in Price
			2009	2010		
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	264.00	240.00	↓ by \$24.00	↓ by 9.1%
2	4x3 bearers	4/20ft	171.00	171.00	No change	No change
3	4x2 joists	11/19ft	274.75	274.75	No change	No change
4	4x2 studs	35/9ft	413.88	413.88	No change	No change
5	4x2 noggings	420"	551.25	560.00	↑ by \$8.75	↑ by 1.6%
6	<b>6x1 treated</b>	<b>78/20ft</b>	<b>1,711.13</b>	<b>468.13</b>	<b>↓ by \$1,243</b>	<b>↓ by 72.6%</b>
7	3x2 purlins	250R/ft	245.88	249.38	↑ by \$3.50	↑ by 1.4%
8	4x2 rafters	6/22ft	173.25	173.25	No change	No change
9	6x1 linings doors	300ft	329.55	349.86	↑ by \$20.31	↑ by 6.2%
10	4x1 TxG Flooring	660ft	482.63	513.06	↑ by \$30.43	↑ by 6.3%
11	8x1 fascia board	100R/ft	146.25	148.20	↑ by \$1.95	↑ by 1.3%
12	Ply board-Interior	3mm	18.75	14.50	↓ by \$4.25	↓ by 22.7%
13	Ply board-Interior	4mm	24.70	18.50	↓ by \$6.20	↓ by 25.1%
14	Ply board-exterior	3mm	23.60	18.50	↓ by \$5.10	↓ by 21.6%
15	Ply board-exterior	4mm	29.55	23.50	↓ by \$6.05	↓ by 20.5%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	990.00	770.00	↓ by \$220.00	↓ by 22.2%
17	*4" gal nails	10kg	50.00	49.50	↓ by \$0.50	↓ by 1.0%
18	*3" gal nails	8kg	40.00	39.60	↓ by \$0.40	↓ by 1.0%
19	*2" gal nails	6kg	30.00	29.70	↓ by \$0.30	↓ by 1.0%
20	*Roofing Nails	3kg	16.50	17.25	↑ by \$0.75	↑ by 4.5%

21	*8 blds louver frames	11 only	104.50	241.50	↑ by \$137.00	↑ by 118.5%
22	Louvers screws	1pkt	6.00	Its included with louver frame costs	Not applicable	Not applicable
23	6" T hinges	4 pairs	7.20	10.00	↑ by \$2.80	↑ by 38.9%
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	105.60	127.50	↑ by \$21.90	↑ by 20.7%
25	Pink Primer	1 gallon	22.00	27.50	↑ by \$5.50	↑ by 25%
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	40.50	42.00	↑ by \$1.50	↑ by 3.7%
27	Light	70m	Not sold	84.00	Not applicable	Not applicable
28	Single switch	3 only	15.90	15.00	↓ by \$0.90	↓ by 5.7%
29	Single PowerPoint	3 only	24.00	21.00	↓ by \$3.00	↓ by 12.5%
30	PowerPoint wire	50m	110.00	112.50	↑ by \$2.50	↑ by 2.3%
31	Switch wire	50m	40.00	40.00	No change	No change
<b>Plumbing Ware</b>						
32	Pan cistern set	1 set	105.00	155.00	↑ by \$50.00	↑ by 47.6%
33	4" pvc pipes	2 lengths	88.00	93.60	↑ by \$5.60	↑ by 6.7%
34	PVC glue	1 only	7.50	3.50	↓ by \$4.00	↓ by 53.3%
35	Kitchen sink-single bowl	1 only	95.00	75.00	↓ by \$20.00	↓ by 21.1%
36	<b>Neophrene washer</b>	<b>3pkt</b>	<b>7.50</b>	<b>9.00</b>	↑ by \$1.50	↑ by 20%
37	Shower rose	1	15.00	17.00	↑ by \$2.00	↑ by 13.3%
38	½ " pvc water pipe	4 lengths	18.00	19.80	↑ by \$1.80	↑ by 10%
39	½ " pvc 'T'	2	1.00	1.40	↑ by \$0.40	↑ by 40%
40	Pvc elbow	4	2.00	2.80	↑ by \$0.80	↑ by 40%

- Compared to the 2009 prices, there was certain significant price increases noted in the 2010 price survey:
- 8 blades louver frames (11) price increased by 118.5%

- 6" T hinges (4pairs) price increased by 38.9%
- 2ft louver blades(88) price increased by 20.7%
- Pink primer (1gallon) price increased by 25%
- Pan cistern set (1set) price increased by 47.6%
- Neophrene washer (3pkt) price increased by 20%
- Shower rose (1) price increased by 13.3%
- ½" pvc water pipe (4lengths) price increased by 10%
- ½" pvc 't'(2) price increased by 40%
- PVC elbow (4) price increased by 40%.

**Annex 3D - RC MANUBHAI 2010 HARDWARE PRICE SURVEY**

No	Materials	Qty	RC MANUBHAI			
			2009	2010	Change in Price (\$)	% Change in Price
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	276.00	456.00	↑ by \$180.00	↑ by 65.2%
2	4x3 bearers	4/20ft	189.00	171.00	↓ by \$18.00	↓ by 9.5%
3	4x2 joists	11/19ft	273.90	280.50	↑ by \$6.60	↑ by 2.4%
4	4x2 studs	35/9ft	435.75	403.75	↓ by \$32.00	↓ by 7.3%
5	4x2 noggings	420"	531.23	544.03	↑ by \$12.80	↑ by 2.4%
6	6x1 treated	78/20ft	1,719.90	1,719.10	↓ by \$0.80	↓ by 0.04%
7	3x2 purlins	250R/ft	118.57	242.87	↑ by \$124.30	↑ by 104.8%
8	4x2 rafters	6/22ft	173.28	170.98	↓ by \$2.30	↓ by 1.3%
9	6x1 linings doors	300ft	347.05	377.17	↑ by \$30.12	↑ by 8.7%
10	4x1 TxG Flooring	660ft	517.33	553.18	↑ by \$65.97	↑ by 6.9%
11	8x1 fascia board	100R/ft	164.28	150.87	↓ by \$13.41	↓ by 8.2%
12	Ply board-Interior	3mm	15.75	13.80	↓ by \$1.95	↓ by 12.4%
13	Ply board-Interior	4mm	20.75	18.00	↓ by \$2.75	↓ by 13.3%
14	Ply board-exterior	3mm	19.75	17.30	↓ by \$2.45	↓ by 12.4%
15	Ply board-exterior	4mm	24.80	21.70	↓ by \$3.10	↓ by 12.5%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	781.00	660.00	↓ by \$121	↓ by 15.5%
17	*4" gal nails	10kg	55.60	51.36	↓ by \$4.24	↓ by 7.6%
18	*3" gal nails	8kg	42.88	41.09	↓ by \$1.79	↓ by 4.2%
19	*2" gal nails	6kg	35.04	30.59	↓ by \$4.45	↓ by 41.2%

20	*Roofing Nails	3kg	17.46	17.04	↓ by \$0.42	↓ by 2.4%
21	*8 blds louver frames	11 only	319.00	297.00	↓ by \$22.00	↓ by 6.9%
22	Louvers screws	1pkt	* it is included with the louver frame costs		Not applicable	Not applicable
23	6" T hinges	4 pairs	19.78	35.60	↑ by \$15.82	↑ by 79.6%
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	101.20	132.00	↑ by \$30.80	↑ by 30.4%
25	Pink Primer	1 gallon	22.00	26.10	↑ by \$4.10	↑ by 18.6 %
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	45.48	46.05	↑ by \$0.57	↑ by 1.3 %
27	Light	70m	105.00	128.00	↑ by \$23.00	↑ by 21.9%
28	Single switch	3 only	26.95	10.50	↓ by \$16.45	↓ by 61%
29	Single PowerPoint	3 only	30.46	31.50	↑ by \$1.04	↑ by 3.4%
30	PowerPoint wire	50m	100.00	105.00	↑ by \$5.00	↑ by 5%
31	Switch wire	50m	32.50	40.00	↑ by \$7.50	↑ by 23%
<b>Plumbing Ware</b>						
32	Pan cistern set	1 set	85.83	80.00	↓ by \$5.83	↓ by 6.8%
33	4" pvc pipes	2 lengths	70.05	77.96	↑ by \$7.91	↑ by 11.3%
34	PVC glue	1 only	8.46	19.60	↑ by \$11.14	↑ by 131.7%
35	Kitchen sink-single bowl	1 only	75.00	68.51	↓ by \$6.49	↓ by 8.7%
36	Neophrene washer	3pkt	7.80	8.40	↑ by \$0.60	↑ by 7.7%
37	Shower rose	1	12.81	35.00	↑ by \$22.19	↑ by 173.2%
38	½ " pvc water pipe	4 lengths	17.82	18.56	↑ by \$0.74	↑ by 4.2%
39	½ " pvc 'T'	2	1.24	1.10	↓ by \$0.14	↓ by 11.3%
40	Pvc elbow	4	1.60	1.76	↑ by \$0.16	↑ by 10%

Compared to 2009 prices, there was certain significant price increases noted in the 2010 price survey:

- 3ft pine posts(12) price increased by 65.2%
- 3x2 purlines (250R/ft) price increased by 104.8%
- 6" T hinges (4pairs) price increased by 79.6%
- 2ft louver blades (88) price increased by 30.4%
- Pink primer (1gallon) price increased by 18.6%
- Light (70m) price increased by 21.9%
- Switch wire (50m) price increased by 23%
- 4" pvc pipes (2lengths) price increased by 11.3%
- PVC glue (1only) price increased by 131.7%
- Shower rose (1only) price increased by 173.2%
- PVC elbow (4) price increased by 10%.

**Annex 3E – LAUTOKA 2009 & 2010 HARDWARE SURVEY AVERAGE PRICES**

No	Materials	Qty	2009	2010	Change in Price (\$)	% Change in Price
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	237	312.00	↑ by \$75.00	↑ by 31.6%
2	4x3 bearers	4/20ft	179.40	172.80	↓ by \$6.60	↓ by 3.7%
3	4x2 joists	11/19ft	274.84	273.91	↓ by \$0.93	↓ by 0.3%
4	4x2 studs	35/9ft	421.81	406.42	↓ by \$15.39	↓ by 3.6%
5	4x2 noggings	420"	545.62	549.49	↑ by \$3.87	↑ by 0.7%
6	6x1 treated	78/20ft	1,658.47	1,226.33	↓ by \$432.14	↓ by 26.1%
7	3x2 purlins	250R/ft	207.28	245.06	↑ by \$37.78	↑ by 18.22%
8	4x2 rafters	6/22ft	173.59	170.84	↓ by \$2.75	↓ by 1.6%
9	6x1 linings doors	300ft	335.22	360.47	↑ by \$25.25	↑ by 7.5%
10	4x1 TxG Flooring	660ft	494.19	531.29	↑ by \$37.10	↑ by 7.5%
11	8x1 fascia board	100R/ft	152.51	147.19	↓ by \$5.32	↓ by 3.5%
12	Ply board-Interior	3mm	16.95	13.88	↓ by \$3.07	↓ by 18.1%
13	Ply board-Interior	4mm	22.31	18.02	↓ by \$4.29	↓ by 19.2%
14	Ply board-exterior	3mm	21.31	17.93	↓ by \$3.38	↓ by 15.9%
15	Ply board-exterior	4mm	26.71	22.57	↓ by \$4.14	↓ by 15.5%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	872.66	711.33	↓ by \$161.33	↓ by 18.5%
17	*4" gal nails	10kg	52.70	50.62	↓ by \$2.08	↓ by 3.9%
18	*3" gal nails	8kg	41.62	40.76	↓ by \$0.86	↓ by 2.1%

19	*2" gal nails	6kg	36.01	30.60	↓ by \$5.41	↓ by 15%
20	*Roofing Nails	3kg	16.57	17.13	↑ by \$0.56	↑ by 3.4%
21	*8 blds louver frames	11 only	255.01	225.33	↓ by \$29.68	↓ by 11.6%
22	Louvers screws	1pkt	5.12	4.25	↓ by \$0.87	↓ by 17%
23	6" T hinges	4 pairs	11.26	17.47	↑ by \$6.21	↑ by 55.2%
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	101.20	140.77	↑ by \$39.57	↑ by 39.1%
25	Pink Primer	1 gallon	26.67	26.87	↑ by \$0.20	↑ by 0.7%
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	40.66	41.30	↑ by \$0.64	↑ by 1.6%
27	Light	70m	87.50	97.50	↑ by \$10.00	↑ by 11.4%
28	Single switch	3 only	16.53	10.95	↓ by \$5.58	↓ by 33.8%
29	Single PowerPoint	3 only	21.65	21.00	↓ by \$0.65	↓ by 3%
30	PowerPoint wire	50m	95.00	105.00	↑ by \$10.00	↑ by 10.5%
31	Switch wire	50m	33.75	40.00	↑ by \$6.25	↑ by 18.5%
<b>Plumbing Ware</b>						
32	Pan cistern set	1 set	96.91	101.17	↑ by \$4.26	↑ by 4.4%
33	4" pvc pipes	2 lengths	81.73	87.79	↑ by \$6.06	↑ by 7.4%
34	PVC glue	1 only	7.66	8.60	↑ by \$0.94	↑ by 12.3%
35	Kitchen sink-single bowl	1 only	78.33	73.34	↓ by \$4.99	↓ by 6.4%
36	Neophrene washer	3pkt	7.05	8.05	↑ by \$1.00	↑ by 14.2%
37	Shower rose	1	13.93	22.00	↑ by \$8.07	↑ by 57.9%
38	½" pvc water pipe	4 lengths	18.14	19.85	↑ by \$1.71	↑ by 9.4%
39	½" pvc 'T'	2	1.08	1.17	↑ by \$0.09	↑ by 8.3%
40	Pvc elbow	4	1.66	2.12	↑ by \$0.46	↑ by 27.7%

**Annex 3F - VINOD PATEL 2010 HARDWARE PRICE SURVEY (LAUTOKA)**

No	Materials	Qty	Vinod Patel			
			2009	2010	Change in Price (\$)	% Change in Price
			Amount (\$)	Amount (		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	138.00	N/A	No change	No change
2	4x3 bearers	4/20ft	171.00	178.00	↑ by \$7.00	↑ by 4.09%
3	4x2 joists	11/19ft	N/A	275.88	No change	275.88%
4	4x2 studs	35/9ft	N/A	415.80	No change	415.80%
5	4x2 noggings	420"	N/A	515.00	No change	515.00%
6	6x1 treated	78/20ft	1554.40	1544.00	↓ by \$10.40	↓ by 0.665
7	3x2 purlins	250R/ft	237.60	254.80	↑ by \$17.20	↑ by 7.23%
8	4x2 rafters	6/22ft	N/A	174.24	No change	174.24%
9	6x1 linings doors	300ft	329.06	417.38	↑ by \$88.32	↑ by 26.84%
10	4x1 TxG Flooring	660ft	497.25	559.00	↑ by \$61.75	↑ by 12.41%
11	8x1 fascia board	100R/ft	158.40	148.50	↓ by \$9.90	↓ by 1.19%
12	Ply board-Interior	3mm	16.35	13.95	↓ by \$2.40	↓ by 14.67%
13	Ply board-Interior	4mm	21.50	17.90	↓ by \$3.60	↓ by 16.74%
14	Ply board-exterior	3mm	20.60	18.00	↓ by \$2.60	↓ by 12.62%
15	Ply board-exterior	4mm	25.80	22.50	↓ by \$3.20	↓ by 12.79%
	PVA Wood glue	750ml	2.95	N/A	No change	2.95%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	847.00	704.00	↓ by \$143.00	↓ by 16.88%
17	*4" gal nails	10kg	51.00	52.00	↑ by \$1.00	↑ by 1.96%
18	*3" gal nails	8kg	40.80	41.60	↑ by \$0.80	↑ by 1.96%
19	*2" gal nails	6kg	32.40	31.50	↓ by \$0.90	↓ by 2.77%
20	*Roofing Nails	3kg	15.60	17.10	↑ by \$1.50	↑ by 9.615
21	*8 blds louver frames	11 only	104.50	132.00	↑ by \$27.50	↑ by 26.31%
22	Louvers screws	1pkt	4.25 (1pkt)	4.25	No change	4.25%
23	6" T hinges	4 pairs	10.20	7.60	↓ by \$2.60	↓ by 2.00%
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	132.00	132.00	No change	132.00%
25	Pink Primer	1 gallon	23.00	27.00	↑ by \$4.00	↑ by 17.39%

	75mm china paint brush	1	2.95	2.95	No change	2.92%
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	20.85	39.90	↑ by \$19.05	↑ by 91.365
27	Light	70m	90.00	84.00	↓ by \$6.00	↓ by 6.66%
28	Single switch	3 only	6.75	2.75	↓ by \$4.00	↓ by 59.25%
29	Single PowerPoint	3 only	10.50	10.50	No change	10.50%
30	PowerPoint wire	50m	3.15	112.00	↑ by \$108.85	↑ by 3455.55%
31	Switch wire	50m	.63	40.00	↑ by \$39.37	↑ by 6249.20%
<b>Plumbing Ware</b>						
33	4" pvc pipes	2 lengths	87.14	45.90	↓ by \$41.24	↓ by 4732%
34	PVC glue	1 only	7.10	7.10	No change	7.10%
35	Kitchen sink-single bowl	1 only	65.00	79.00	↑ by \$14.00	↑ by 21.53%
36	Neophrene washer	3pkt	6.00	2.20	↓ by \$3.80	↓ by 63.33%
37	Shower rose	1	14.00	7.40	↓ by \$6.60	↓ by 47.14%
38	½" pvc water pipe	4 lengths	18.60	5.30	↓ by \$13.30	↓ by 71.50%
39	½" pvc 'T'	2	1.00	1.00	No change	1.00%
40	Pvc elbow	4	1.40	1.80	↑ by \$0.40	↑ by 28.57%

Compared to 2009 prices, significant price increases was noted in the 2010 price survey:

- 3ft pine posts (12) price increased by 40.4%
- 2ft louver blades (88) price increased by 68.2%
- Light (70m) price increased by 15%
- Switch wire (50m) price increased by 14.3%
- Kitchen sink single bowl (1) price increased by 17.7%
- ½" pvc water pipe (4lengths) price increased by 13.9%
- PVC elbow (4) price increased by 28.6%

**Annex 3G – CARPENTERS HARDWARE 2010 HARDWARE PRICE SURVEY (LAUTOKA)**

No	Materials	Qty	Carpenters Hardware			
			2009	2010	Change in Price (\$)	% Change in Price
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	26.95/8ft	229.20	↑by \$202.25	↑by 750.46%
2	4x3 bearers	4/20ft	154.80	132.55	↑by \$22.25	↓by 14.37%
3	4x2 joists	11/19ft	275.20	291.20	↑by \$16.00	↑by 5.81%
4	4x2 studs	35/9ft	412.80	455.00	↑by \$42.20	↑by 10.22%
5	4x2 noggings	420"	550.40	291.20	↓ by \$259.20	↓by 47.09%
6	6x1 treated	78/20ft	1611.00	1068.00	↓ by \$534.00	↓by 33.705
7	3x2 purlins	250R/ft	249.40	263.90	↑ by \$14.50	↑by 5.81%
8	4x2 rafters	6/22ft	172.00	182.00	↑ by \$10.00	↑by 5.81%
9	6x1 linings doors	300ft	350.00	275.40	↓ by \$74.60	↓by 21.31%
10	4x1 TxG Flooring	660ft	510.00	405.00	↓ by \$105.00	↓by 20.58%
11	8x1 fascia board	100R/ft	135.00	165.00	↑ by \$30.00	↑by 22.22%
12	Ply board-Interior	3mm	16.45	13.80	↓ by \$2.65	↓by 16.10%
13	Ply board-Interior	4mm	21.85	17.80	↓ by \$4.05	↓by 18.53%
14	Ply board-exterior	3mm	22.20	19.00	↓ by \$3.20	↓by 54.97%
15	Ply board-exterior	4mm	27.80	23.80	↓ by \$4.00	↓by 15.46%
	PVA Wood glue	750ml	7.00	7.20	↑by \$0.20	↑by2.85%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	803.00	704.00	↓ by\$99.00	↓by 12.32%
17	*4" gal nails	10kg	58.50	60.00	↑ by \$1.50	↑by 2.56%
18	*3" gal nails	8kg	46.80	48.00	↑ by \$1.20	↑by 2.56%
19	*2" gal nails	6kg	36.00	35.40	↓ by \$0.60	↓by 1.66%
20	*Roofing Nails	3kg	19.50	20.10	↑ by \$0.60	↑by 3.07%
21	*8 bids louver frames	11 only	307.45	146.30	↓ by \$161.15	↓by 52.41%
22	Louvers screws	1pkt	8.64	25.00	↑ by \$16.32	↑by 189.35%
23	6" T hinges	4 pairs	16.00	1.60	↓ by \$14.40	↓by 90.00%
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	88.00	123.20	↑ by \$44.20	↑by 40.00%

25	Pink Primer	1 gallon	22.00	33.00	↑ by \$11.00	↑by 50.00%
	75mm china paint brush	1	2.00	2.80	↑ by \$0.80	↑by 40.00%
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	10.00	40.50	↑ by \$30.80	↑by 305.0%
27	Light	70m	115.50	98.00	↓ by \$17.50	↓by 15.15%
28	Single switch	3 only	2.63	8.10	↑ by \$5.47	↑by 207.98%
29	Single PowerPoint	3 only	8.00	12.30	↑ by \$4.30	↑by 53.75%
30	PowerPoint wire	50m	2.65	100.00	↑ by \$97.35	↑by 3673.58%
31	Switch wire	50m	.95	50.00	↑ by \$49.05	↑by 5163.15%
<b>Plumbing Ware</b>						
33	4" pvc pipes	2 lengths	42.95	50.00	↑ by \$7.05	↑by 16.41%
34	PVC glue	1 only	7.00	9.10	↑ by \$2.10	↑by 30.00%
35	Kitchen sink-single bowl	1 only	59.95	127.50	↑ by \$67.55	↑by 112.67%
36	Neophrene washer	3pkt	7.66	2.20	↓ by \$5.46	↓by 71.27%
37	Shower rose	1	9.00	20.40	↑ by \$11.40	↑by 126.6%
38	½ " pvc water pipe	4 lengths	19.18	5.50	↓ by \$13.68	↓by 71.32%
39	½ " pvc 'T'	2	1.15	1.20	↑ by \$0.05	↑by 4.34%
40	Pvc elbow	4	1.00	1.30	↑by \$0.30	↑ by 30.00%

**Annex 3H – SAHAY BROTHERS HARDWARE COMPANY - 2010 HARDWARE PRICE SURVEY (LAUTOKA)**

No	Materials	Qty	Sahay Bros			
			2009	2010	Change in Price (\$)	% Change in Price
			Amount (\$)	Amount (\$)		
<b>Wood and Related Materials</b>						
1	3 ft pine posts	12 only	N/A	N/A	N/A	No change
2	4x3 bearers	4/20ft	N/A	N/A	N/A	No change
3	4x2 joists	11/19ft	308.00	N/A	\$308.00	↓by 100%
4	4x2 studs	35/9ft	462.00	N/A	\$462.00	↓by 100%
5	4x2 noggings	420"	616.00	N/A	\$616.00	↓by 100%
6	6x1 treated	78/20ft	1716.00	N/A	\$1716.00	↓by 100%
7	3x2 purlins	250R/ft	275.00	N/A	\$275.00	↓by 100%
8	4x2 rafters	6/22ft	193.60	N/A	\$193.60	↓by 100%
9	6x1 linings doors	300ft	352.50	N/A	\$352.50	↓by 100%
10	4x1 TxG Flooring	660ft	N/A	N/A	N/A	N/A
11	8x1 fascia board	100R/ft	147.40	N/A	\$147.40	↓by 100%
12	Ply board-Interior	3mm	16.00	N/A	\$16.00	↓by 100%
13	Ply board-Interior	4mm	21.00	14.50	↓by \$6.50	↓by 30.95%
14	Ply board-exterior	3mm	20.00	19.50	↓by \$0.50	↓by 2.50%
15	Ply board-exterior	4mm	25.00	20.00	↓by \$5.00	↓by 20%
	PVA Wood glue	750ml	6.95	7.95	↑by \$1.00	↑by 14.38%
<b>Iron and Steel</b>						
16	*Roofing irons ZINC	10/22ft	N/A	N/A	N/A	N/A
17	*4" gal nails	10kg	60.00	88.00	↑ by \$28.00	↓by 46.66%
18	*3" gal nails	8kg	48.00	38.40	↓ by \$9.60	↓by 20%
19	*2" gal nails	6kg	36.00	28.80	↓ by \$7.20	↓by 100%
20	*Roofing Nails	3kg	18.00	17.40	↓by \$0.60	↓by 3.33%
21	*8 blds louver frames	11 only	104.50	132.00	↑ by \$27.50	↓by 26.79%
22	Louvers screws	1pkt	3.75	5.50	↑ by \$1.75	↑by 46.66%
23	6" T hinges	4 pairs	N/A	8.80	8.80	No change
<b>Paint and Glass</b>						
24	2ft louver blades	88 only	96.80	132.00	↑ by \$35.20	↑by 36.36%

25	Pink Primer	1 gallon	24.00	29.00	↑ by \$5.00	↑by 20.83%
	75mm china paint brush	1	3.50	3.25	↓ by \$0.25	↓by 7.14%
<b>Electrical Products</b>						
26	2ft tube lights with frame	3 only	46.50	26.50	↓ by \$20.00	↓by 43.01%
27	Light	70m	N/A	1.65	\$1.65	No change
28	Single switch	3 only	6.75	6.50	↓ by \$0.25	↓by 3.70%
29	Single PowerPoint	3 only	7.00	8.00	↑ by \$1.00	↑by 14.28%
30	PowerPoint wire	50m	N/A	137.50	\$137.50	No change
31	Switch wire	50m	N/A	75.00	\$75.00	No change
<b>Plumbing Ware</b>						
33	4" pvc pipes	2 lengths	80.00	48.00	↓ by \$32.00	↓by 40.00%
34	PVC glue	1 only	6.50	3.95	↓ by \$2.55	↓by 39.23%
35	Kitchen sink-single bowl	1 only	65.00	85.00	↑ by \$20.00	↑by 30.76
36	Neophrene washer	3pkt	N/A	3.50	\$3.50	No change
37	Shower rose	1	N/A	17.95	\$17.95	No change
38	½ " pvc water pipe	4 lengths	22.00	5.50	↓ by \$16.50	↓by 75%
39	½ " pvc 'T'	2	1.50	1.70	↑ by \$0.20	↑by 0.2%
40	Pvc elbow	4	2.40	2.40	No change	No change

**ANNEX 3I: HARDWARE SURVEY 2007 AND 2010<sup>1</sup> – 20X19 ft TIMBER HOUSE**

Materials	Qty	2007 and 2010 Average Prices			
		2007 (\$)	2010 (\$)	Difference	% Change
<b>Wood and Related Materials</b>					
3 ft pine posts	12 only	134	312.00	+ by \$178.00	+ by 132.83%
4x3 bearers	4/20ft	168.43	172.80	+ by \$4.37	+ by 2.59%
4x2 joists	11/19ft	279.55	273.91	+ by \$5.64	+ by 2.02%
4x2 studs	35/9ft	436.40	406.42	+ by \$29.98	+ by 6.87%
4x2 noggings	420"	545.97	549.49	+ by \$3.52	+ by 0.64%
6x1 treated	78/20ft	1,537.96	1,226.33	+ by \$311.63	+ by 20.26%
3x2 purlins	250R/ft	246.56	245.06	+ by \$1.50	+ by 0.61%
4x2 rafters	6/22ft	173.49	170.84	+ by \$2.65	+ by 1.53%
6x1 linings doors	300ft	331.73	360.47	+ by \$28.74	+ by 8.66%
4x1 TxG Flooring	660ft	486.18	531.29	+ by \$45.11	+ by 9.28%
8x1 fascia board	100R/ft	147.67	147.19	+ by \$0.48	+ by 0.32%
<b>Iron and Steel</b>					
*Roofing irons ZINC	10/22ft	612.56	711.33	+ by \$98.77	+ by 16.12%
*4" gal nails	10kg	38.83	50.62	+ by \$11.79	+ by 30.36%

<sup>1</sup> Asterisk items are the items which had their fiscal duty increased from 27% to 32% as of 01/01/09

*3" gal nails	8kg	31.06	40.76	+ by \$9.70	+ by 31.23%
*2" gal nails	6kg	23.60	30.60	+ by \$7.00	+ by 29.66%
*Roofing Nails	3kg	14.80	17.13	+ by \$2.33	+ by 15.74%
*8 blds louver frames	11 only	113.66	225.33	+ by \$111.67	+ by 98.25%
Louvers screws	1pkt	4.06	4.25	+ by \$0.19	+ by 4.68%
6" T hinges	4 pairs	6.80	17.47	+ by \$10.67	+ by 156.91%
<b>Paint and Glass</b>					
2ft louver blades	88 only	96.80	140.77	+ by \$43.97	+ by 45.42%
Pink Primer	1 gallon	16.50	26.87	+ by \$10.37	+ by 62.85%
<b>Electrical Products</b>					
2ft tube lights with frame	3 only	35.25	41.30	+ by \$6.05	+ by 17.16%
Light	70m	79.80	97.50	+ by \$17.70	+ by 22.18%
Single switch	3 only	13.55	10.95	↓ by \$2.60	↓ by \$19.19%
Single PowerPoint	3 only	19	21.00	+ by \$2.00	+ by 10.53%
PowerPoint wire	50m	113.75	105.00	↓ by \$8.75	↓ by 7.69%
Switch wire	50m	38.50	40.00	+ by \$1.50	+ by 3.9%
<b>Plumbing Ware</b>					
Pan cistern set	1 set	98.00	101.17	+ by \$3.17	+ by 3.23%
4" pvc pipes	2 lengths	83.30	87.79	+ by \$4.49	+ by 5.39%
PVC glue	1 only	2.83	8.60	+ by \$5.77	+ by 203.89%
Kitchen sink-single bowl	1 only	86.33	73.34	↓ by \$12.99	↓ by 15.05%
Neophrene washer	3pkt	6.07	8.05	+ by \$1.98	+ by 32.62%
Shower rose	1	12.46	22.00	+ by \$9.54	+ by 76.56%
½" pvc water pipe	4 lengths	18.00	19.85	+ by \$1.85	+ by 10.28%
½" pvc 'T'	2	0.96	1.17	+ by \$0.21	+ by 21.87%

Pvc elbow	4	1.86	2.12	+ by \$0.26	+ by 13.98%
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Source: Market Survey Data, Consumer Council of Fiji, Research Division, 20<sup>th</sup> January 2010.