

# Plumbing Contracting Services

The working scenario for a single plumbing contractor in India is different from the global picture. World over, the contractor is responsible for water pipes and gas pipeline as well as fire fighting. He is responsible from start to end, including material procurement, scaffolding till installation verification and certification. Speaking of the Indian scenario, **Santosh Parulekar, Co-founder & CEO, Pipal Tree Ventures**, says, "Most contractors have been procuring material from manufactures and awarding it to labour contractors." However, in recent times, there has been a realisation that the indirect cost overheads in this approach are high. Now, some companies are awarding the complete plumbing and fire-fighting works together to specialised contractors. Pipal Tree Ventures normally works as a single specialised contractor for all works related to electrical, waterproofing, painting, plumbing, grills, etc. However in plumbing, the company offers complete end-to-end services from scaffolding, material procurement, complete plumbing and fire-fighting to commissioning and approval by authorities.

Parulekar says, "We have a special partnership with IIPA for training our staff in plumbing." He shares some more facts and estimates on the sector:

**When does the speciality contractor step in?**

After completion of the building's slab and masonry works.

**Services offered?** Material procurement, scaffolding, project execution for plumbing as well as fire-fighting.

**Have services been utilised to complete potential?** No. While some large builders have slowly started adopting this method and getting huge benefits from it, other organisations are still slow to take on these services owing to site management opposition and comfort with the old way.

**Time it could take for this speciality segment to grow?** Around three to four years.



Photo courtesy: Vector Projects (I)

# Electrical Contracting



Santosh Parulekar

In developed countries, where contractors have well-trained and licensed electricians working with them, electrical contracting is a specialised service. "But in India, we have failed to give this service the required respect," says

**Santosh Parulekar, Co-founder & CEO, Pipal Tree Ventures.**

He adds that in India, construction companies find local electrician-cum-contractors to do the work while the material is supplied directly by the company. While some organisations, mainly in metropolitan cities, are keen to give the complete electrical work to specialised contractors, some large companies in other cities have now started showing interest as well. Pipal Tree Ventures offers end-to-end services in electrical services, from pipe laying, material procurement and complete electrical work to installation and testing. Parulekar shares, "We handle complete financial management for the project. With well-trained staff, we have all legal compliances including ROC registration,

service tax, VAT, PF or ESIC, etc, which can keep the main developer or contractor away from legal issues." He shares more on the highlights of this speciality service:

**When does the speciality contractor step in?** Normally, pipes are laid before plastering. However, real electrical work starts after plastering is completed.

**Services offered?** Complete end-to-end service, starting from material procurement, electrical wiring, fittings and installation to testing.

**Have services been utilised to complete potential?** Not at all.

**Challenges involved?** In many instances, the site management feels they can save money and have better control in their current way. Also, owing to abundant availability of local electricians (unlike painters and plumbers), they are finding it easy to get this work executed.

**Time it could take for this speciality segment to grow?** Around seven to 10 years.

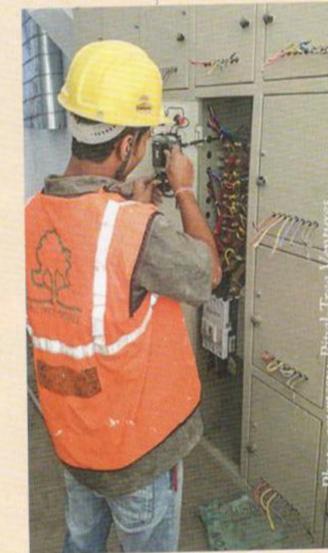


Photo courtesy: Pipal Tree Ventures

**"A speciality contractor can ensure desired level of perfection with more competitive pricing."**

- **Chetan R Raikar, Chairman & Managing Director, STRUCTWEL DESIGNERS AND CONSULTANTS**

or developers can basically improve their learning curve by putting specialised people on to the job.

On that note, **Ravindra Jain, Executive Director-Contracts, Prestige Estate Projects**, shares, "A specialised contractor and his engineers in supervision are skilled to handle this kind of work, resulting in quality. Also, they pre-plan to do work in a particular way, which adds to the speed of construction." **Sunil Jha, Managing Director, Shristi Infrastructure Development Corporation**, lists the benefits of roping in specialised contractors as "Proven track record; reliability in the specific field; quality workmanship and supervisors; service

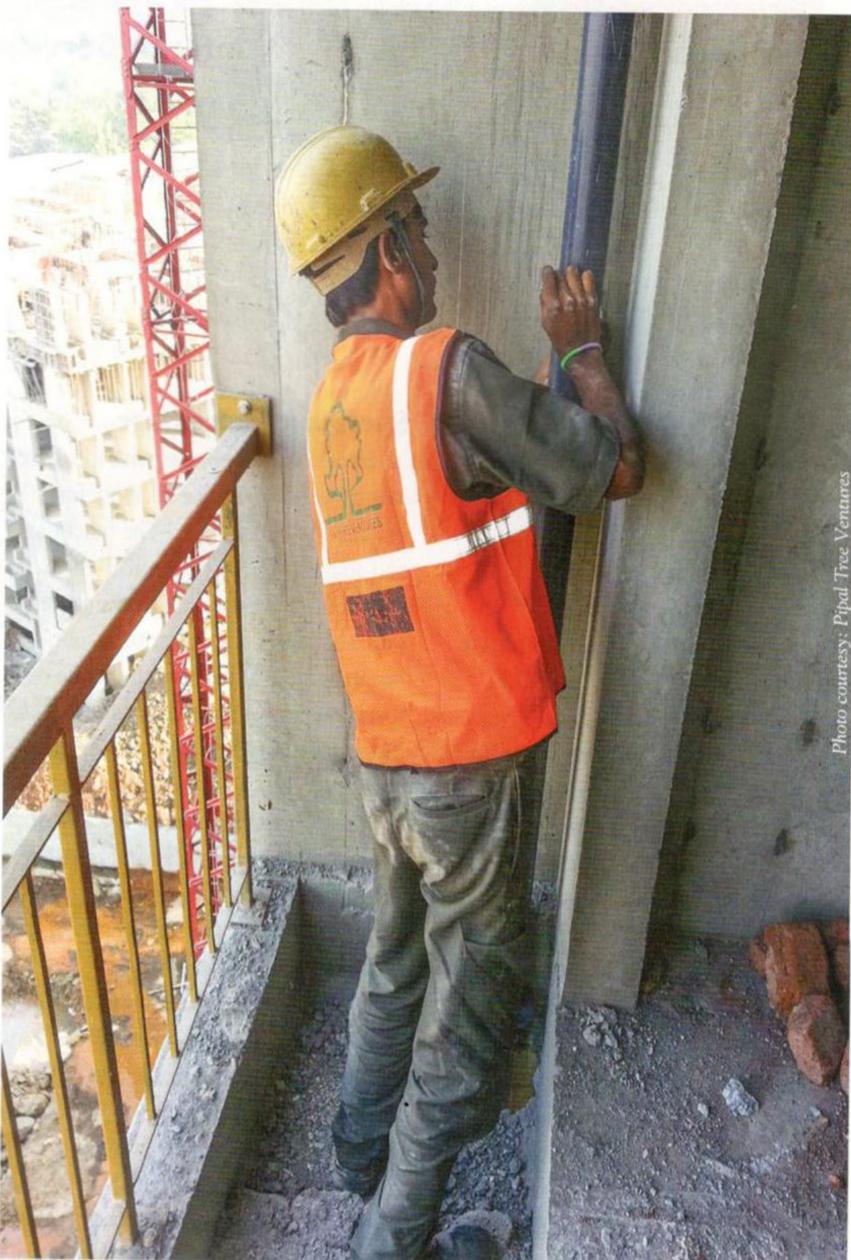


Photo courtesy: Pipal Tree Ventures

The plumbing contractor is responsible from start to end, including material procurement, scaffolding till installation verification and certification.



Photo courtesy: Pipal Tree Ventures

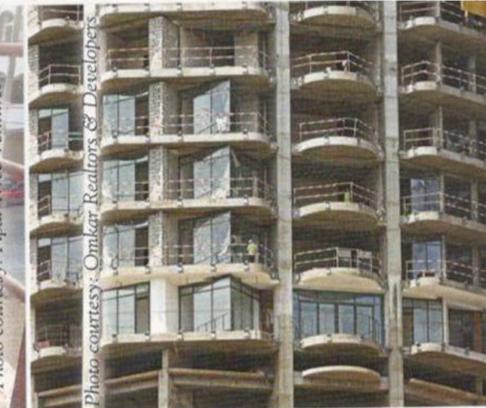


Photo courtesy: Omlkar Realtors & Developers



Photo courtesy: ACC India

Due to leakage problems in multistoried building and stringent government regulations, companies have started opting for specialised waterproofing services.