

Balcony work / external waterproofing - possible variations chart:

Please note that the necessary preparation and detailing for this type of work is varied and of an unknown quantity. Although we endeavour to offer a fair estimate of the costs involved with the scope of works, the eventual invoice could include any number of the following variations on the estimated costs.

We will inform you ASAP of such occurrences, however putting a hold on such works can be disastrous in delaying the waterproofing process (and therefore increase the inconvenience for the occupants). We therefore avoid this wherever practical.

Please be sure to include contingency plans for further funds if required.

1	Demolition Variations:
a.	Demolition work not included in original estimate
b.	Extra / unknown layer of membrane / contaminant present
c.	Wall cladding not able to be cleaned of contaminants and requiring replacement
d.	When tiles were removed, excessive cracking was present to the topping, necessitating removal of the topping, and installation of new topping utilising modified mortars.
2	Preparation Variations:
a.	The removal process rendered the surface not suitable for membrane application Prepare balcony deck with the application of appropriate primers and a suitable surface using modified mortars
b.	Rotten timberwork, requiring replacement before works are carried out.
c.	Sump / outlet design cannot be waterproofed effectively. Redesign sump / outlet as necessary to ensure waterproofing will be effectively contained.
d.	Cracks across the existing topping due to lack of expansion joints. Chase out cracks in substrate, and treat with EP10 Epoxy resin to a level surface.
e.	Extra expansion joints required after allowing for suspected movement issues in the exposed topping / substrate.
f.	Lack of sufficient backing for the upturn of the membrane Install suitable support and backing to the wall including required reinforcement to the membrane.

g.	Insufficient fall to the outlets required to be rectified via levelling compounds / modified mortars.
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3	Waterproofing Application:
a.	Emer-Clad required to wall / balustrade section to waterproof wall / cladding Apply Emer-Coat Clear Sealer and x 3 coats of Emer-Clad

4.	Tiling:
a.	Tiles not allowed for in original estimate
b.	Apron tiling requested / required, when not allowed for in original estimate
c.	Non standard tiles and / or tiling requested / required
d.	Non standard grout colour requested

5.	Other:
a.	Occupants failed to / would not allow reasonable access, or failed to be present for prearranged appointments
b.	Alterations to the floor height, in turn altered the balustrade height, which triggered compliance issues. The following works were implemented to make the balustrade comply with current safety regulations.
c.	Machinery access was required for this work to be undertaken safely. The equipment is extremely heavy and may damage gardens, pathways, driveways etc. Whilst our staff are trained in its use and minimization of such damage, inevitably damage is sometimes unavoidable. We can not be held responsible for the costs to remedy inadvertent damage. Variation for repairs carried out to rectify inadvertent damage
d.	Miscellaneous extras

Please note: When any of these variations are required for a job, the Body Corporate Manager will be notified within a reasonable time period after we become aware of the variation.

The cost of the variation may not be known until the extra work is completed.

In many cases, photographs will be available for the Body Corporate Manager's perusal to show the need for the variation and / or the extra work completed.

Balcony Works Policy

Re; Roof & Balcony Solutions' Policy for completing Remedial Balcony Works to Body Corporate / Strata Title Properties.

Note Well: It is essential that this document be understood by the Owners' Corporation and / or their representative. Please read carefully and convey any questions back to our office.

Waterproofing failures are renowned for their remedial complexity. The fact that a waterproofing failure cannot be visually inspected makes for extremely difficult assessment of both the inherent problem and subsequent solution. The exact requirements to remedy and the subsequent rectification of unseen damage, cannot possibly be ascertained prior to demolition.

Roof & Balcony Solutions' primary goal is to find a workable solution to these complex problems. It is not our aim to provide a cheap remedial action as these are invariably proven to offer a false economy only. Indeed, we are often called to properties where a contractor's remedial work has failed and wasted substantial moneys on an ineffective solution.

With this in mind, we insist upon completing a test case balcony in each development (if not already known to us) to gain the owners a proposed Scope of Works for further such balconies in the complex. It is our strict policy to complete these initial works under a Cost Plus contract to ensure that the above primary goals are met.

It is important that the committee be aware that this initial work cannot be priced accurately and Roof & Balcony Solutions will be invoicing for any and all costs and charges relevant to locating a workable solution for the Owners' Corporation.

Notwithstanding the above; in the majority of over 150 balconies completed, the invoiced amount averages between \$5000.00 + GST and \$10 000.00 + GST for 5 – 15m2 deck areas. Larger balconies can be cheaper and smaller balconies can be more expensive – there is some correlation between size and material cost / labour costs, but the most important elements of demolition and preparation have little relationship. Indeed it is often a lack of sufficient preparation and attention to detail that causes our competitors to fail in providing a long-term solution.

Once the initial sample deck has been completed, Roof & Balcony Solutions will document a proposed Scope

of Works for further such balconies in the same complex. This will allow the owners the comfort of obtaining a fixed price for any future works. It will also provide the basis for compiling a Request for Tender for larger scale works on an 'apples for apples' platform.

Some of our Standard Operating Procedures are laid out below to facilitate the committees understanding of the tasks required in completing this work;

Roof & Balcony Solutions' primary aim is to provide a remedial action which provides a workable solution to the problem. This may also include rectification of other issues, whether foreseen or unforeseen, to ensure that the best possible standard of product and workmanship is achieved. *All manufacturers' warranties would otherwise be rendered void.*

On that basis, our standard operating procedure is to complete one balcony in any given complex on a cost plus basis, prior to providing a fixed price quotation for other similar works to balconies in the same complex.

Cost Plus is a method of charging, by which an invoice is calculated by adding together all direct costs (see examples below), then adding a mark up to cover overheads (i.e. vehicle use, tool / in-house machinery use, business running costs etcetera) and profit. This mark up will be clearly stated in the contract.

Examples of direct costs;

- Cost of materials, including machinery consumables (fuel, grinding discs etc)
- Cost of machinery hire (e.g. boom lifts, pressure cleaners, some scaffolding etc – many items of machinery we own in-house, e.g. concrete mowers, grinders, industrial vacuums, some scaffolding, barriers etc and these items will not incur a hire fee)
- Cost of any sub-contractors utilized (our staff complete almost all work, but some items are not able to be completed in house, e.g. electrical, Air Conditioning, some ceramic tiling, etc)
- Cost, based on an hourly rate, for our staff (this hourly rate will be advised in the agreement)
- Cost, based on an hourly rate, for our director to oversee the works (this hourly rate will be advised in the agreement)

We provide an estimated price for planning purposes only. A proposed Scope of Works will also be provided as a guide to our intended work plan. Attached to each estimate / Scope of Works, is a Variations Chart,

which details the majority of possible variations which may arise during balcony works.

We recommend that the 'worst case scenario' balcony be identified and completed initially, such that the most serious water entry issue is remedied first. We are then able to more accurately price future works at the same complex.

In most cases, Roof & Balcony Solutions insist that a flood test is carried out to prove a balcony deck is leaking before we undertake works on said balcony. The initial outlay to complete this test often saves significant costs when work would otherwise be completed to a balcony where the cause of the leak is another culprit. (Sometimes it is the wall / roof / air conditioner / hot water system.) Flood tests generally cost between \$520.00 + GST and \$1040.00 + GST per balcony, dependent upon cooperation of tenants, number of tests completed etc). Flood tests sometimes also allow us to identify a possible repair option if one is available.

We realise that owners will always require pricing for planning purposes (hence the estimates provided in this document). However, Roof & Balcony Solutions is only interested in identifying and implementing a workable solution. A workable solution to

waterproofing issues cannot be price motivated. We endeavour to obtain the required information to allow this solution to be extrapolated into a global remedial plan for their asset. This ensures they achieve maximum value for money outlaid, both initially and into future maintenance schedules. I.e. It is far more beneficial to complete a smaller number of balconies via a known quantity and quality, than to have ineffective works paid for with short-term / ineffective result.

A program for staged remedial works based upon funds available is an option. If owners are planning to undertake works on a staged basis, e.g. a number of balconies each year for a number of years, we suggest that they notify us so that we can provide a pricing schedule which allows for projected price increases and best fits the logistics of doing so. Again, it is obviously prudent to spend funds in the most efficient manner possible.

We urge all readers to refer any questions back to us for clarification. Remedial waterproofing in occupied buildings is one of the most difficult areas of construction and we feel it is important that the committee understands the above standard operating procedures to help prevent any confusion created by the myriad of logistics involved in achieving an agreeable result.