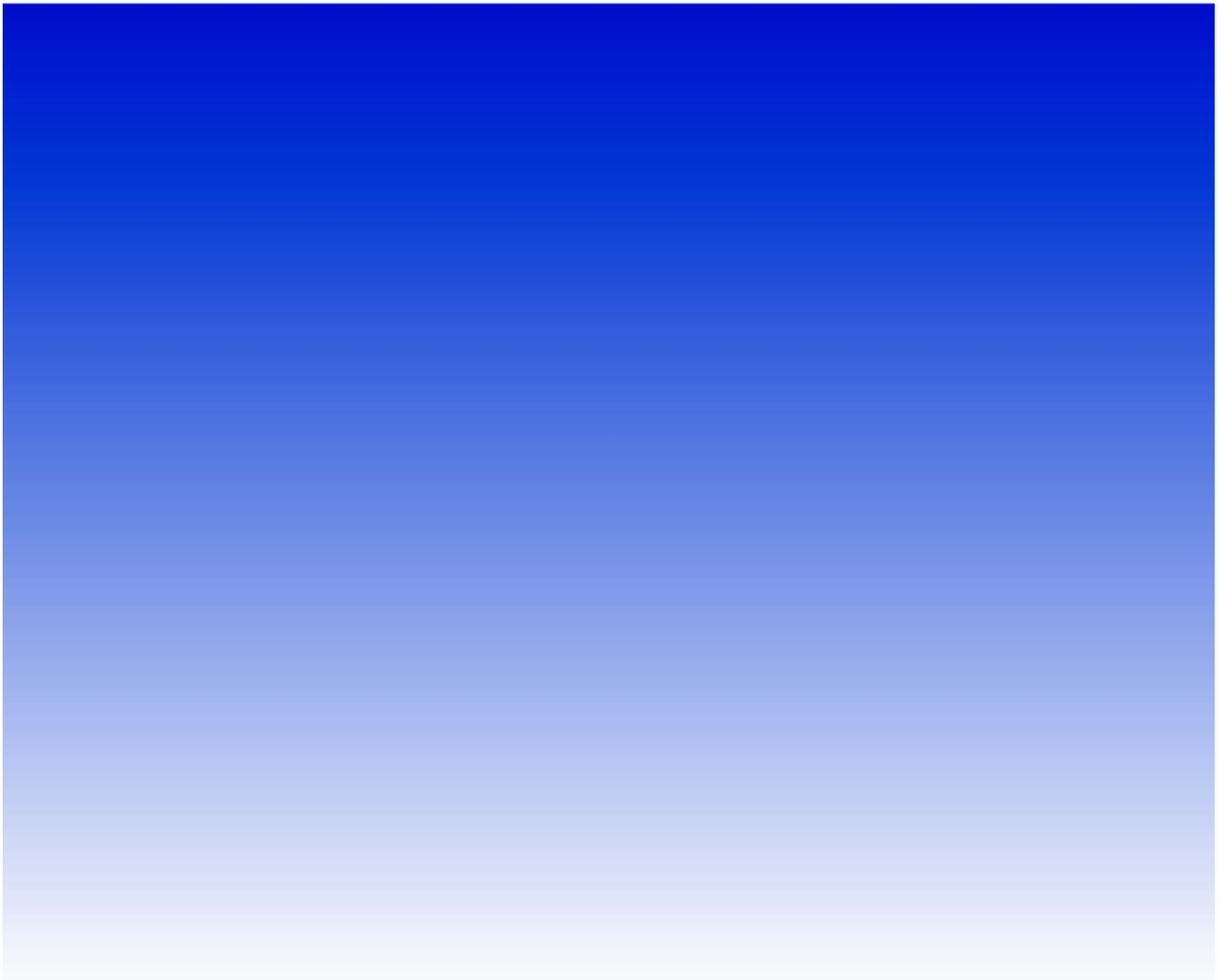


# Electrical Contractor Charging in Australia



Enhancing  
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Advancing  
our industry.



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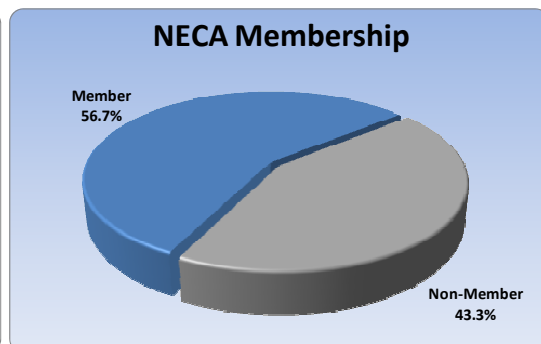
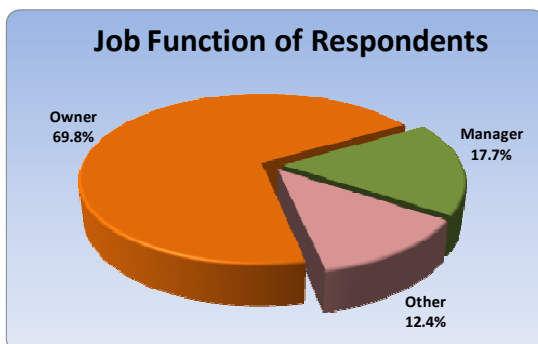
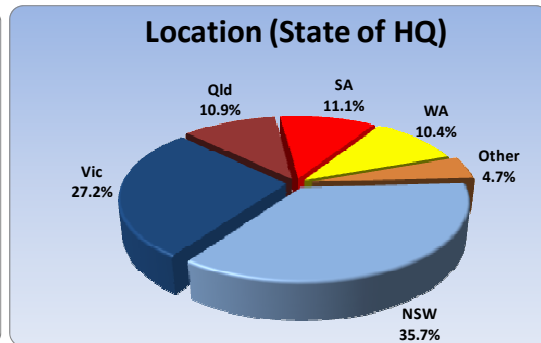
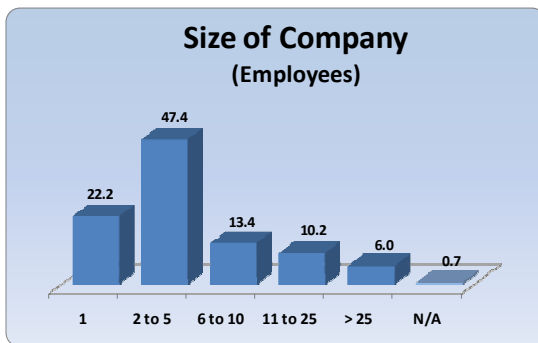
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## INTRODUCTION

Australia’s electrical and communications contracting industry is large and diverse. It is dominated by small firms with one to five employees, but also includes many larger organisations.

In September and October 2008 NECA conducted a survey of Australia’s electrical contractors. The survey was conducted by post and Internet, with 2235 respondents. All respondents were offered a summary of the results on the series of questions on charge-out and pay rates, broken down by state. This report is that summary. It contains details of responses on charging methods and hourly rates for tradesmen and apprentices, and compares these for the five mainland states and “Other” (Tasmania, ACT and Northern Territory).

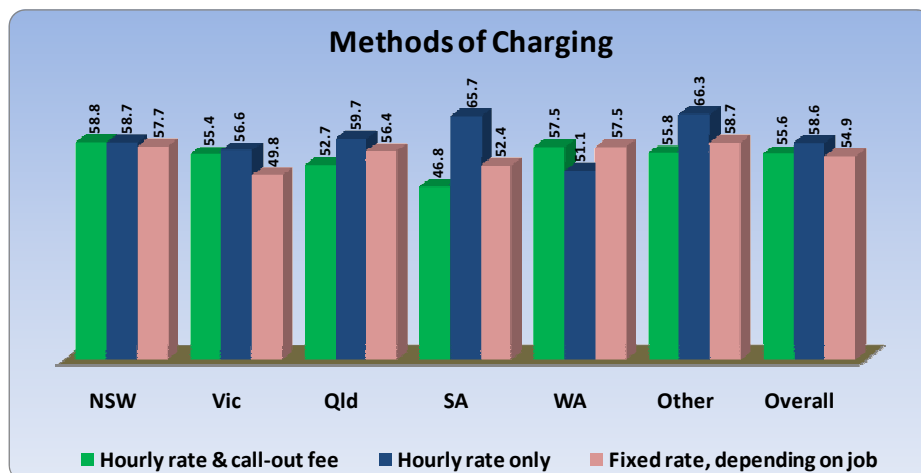
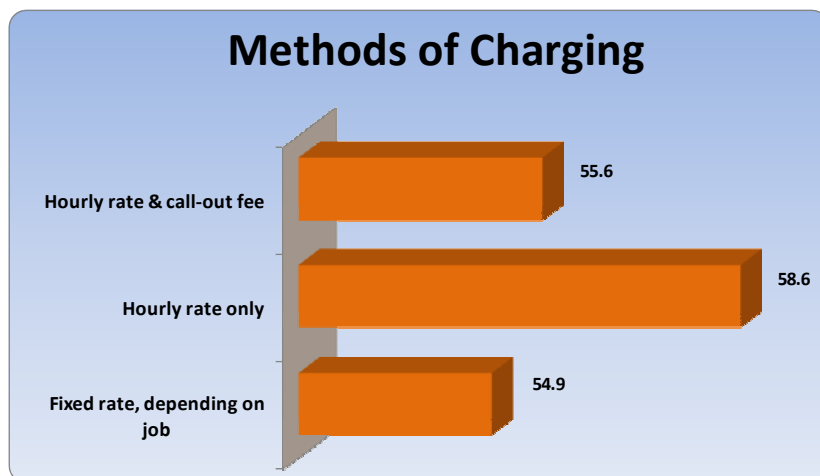
The charts below show the respondent breakdown of the survey.



## FIXED CHARGES AND CALL-OUT FEES

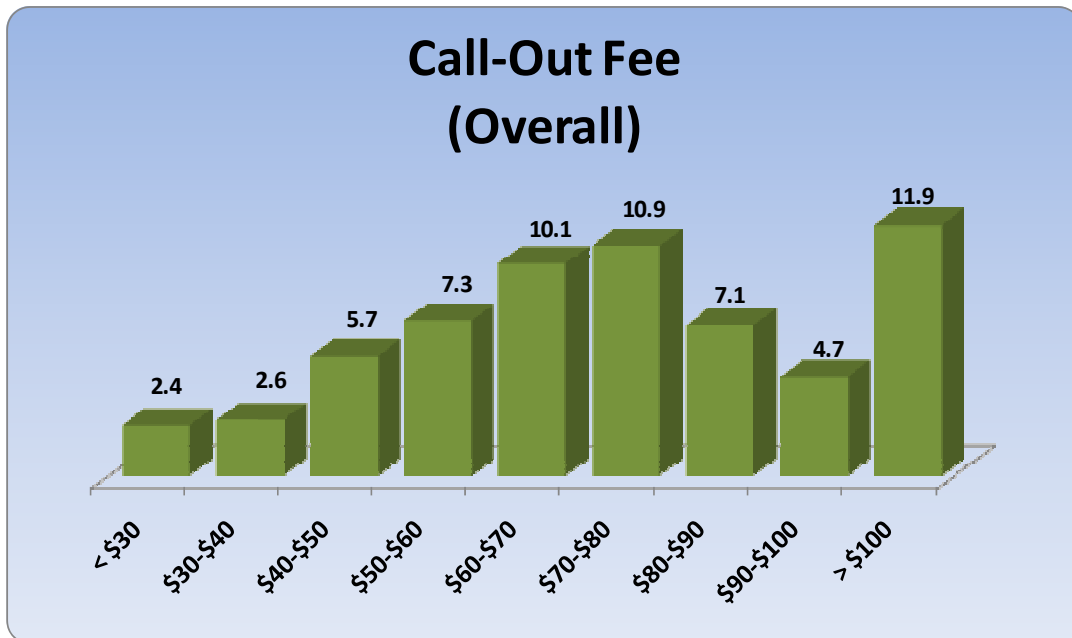
Australia-wide, just over half of electrical contractors charge a call-out fee. A similar number charge an hourly rate only, or work on a fixed rate, depending on the job. Numbers do not add up to 100%, as respondents could answer more than one option – some electricians mix it up. There is some variation by state – South Australians are least likely to charge a call-out fee, for example – but these are not significant.

The results indicate that there is no standard method of charging. In the full survey, in which an open-ended question was asked about key concerns in the industry, many respondents complained about this lack of standardization in the industry.

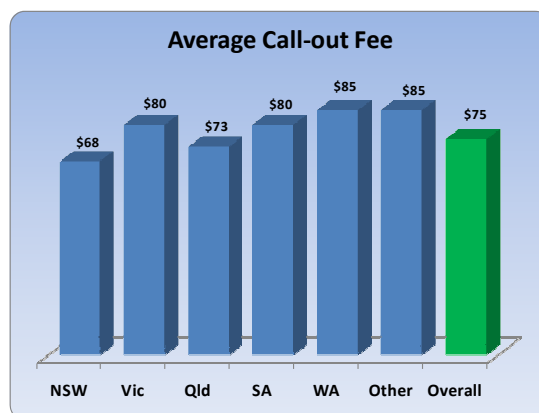


**CALL-OUT FEE**

For electrical contractors who charge a call-out fee, Most are in the \$60 to \$80 range, with the average figure around \$75.

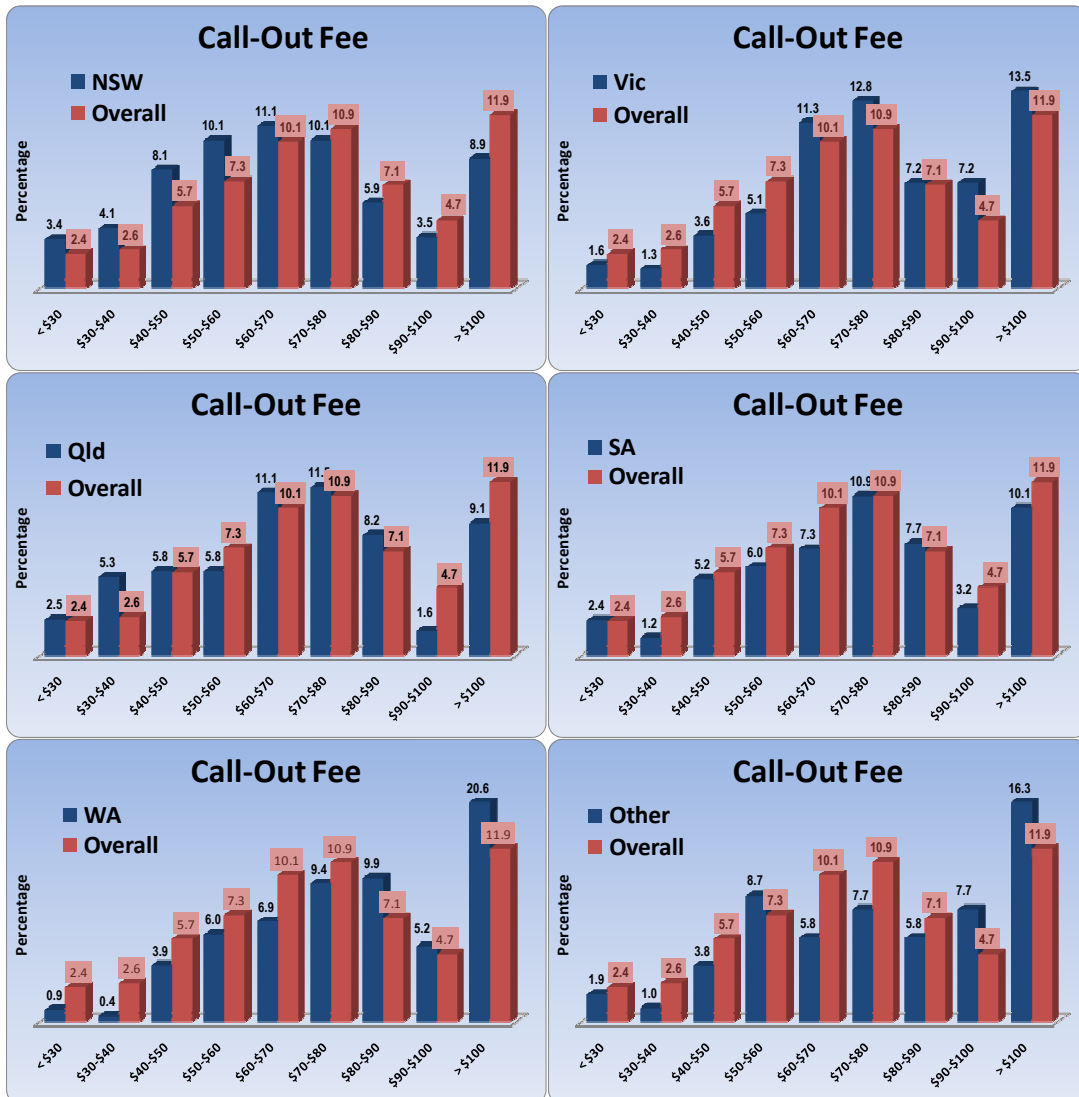


Call out fees differ significantly by state. NSW and Queensland are lowest, and Western Australia and the Territories highest.



Call-out Fee	NSW	Vic	Qld	SA	WA	Other	Overall
< \$30	3.4	1.6	2.5	2.4	0.9	1.9	2.4
\$30-\$40	4.1	1.3	5.3	1.2	0.4	1.0	2.6
\$40-\$50	8.1	3.6	5.8	5.2	3.9	3.8	5.7
\$50-\$60	10.1	5.1	5.8	6.0	6.0	8.7	7.3
\$60-\$70	11.1	11.3	11.1	7.3	6.9	5.8	10.1
\$70-\$80	10.1	12.8	11.5	10.9	9.4	7.7	10.9
\$80-\$90	5.9	7.2	8.2	7.7	9.9	5.8	7.1
\$90-\$100	3.5	7.2	1.6	3.2	5.2	7.7	4.7
> \$100	8.9	13.5	9.1	10.1	20.6	16.3	11.9

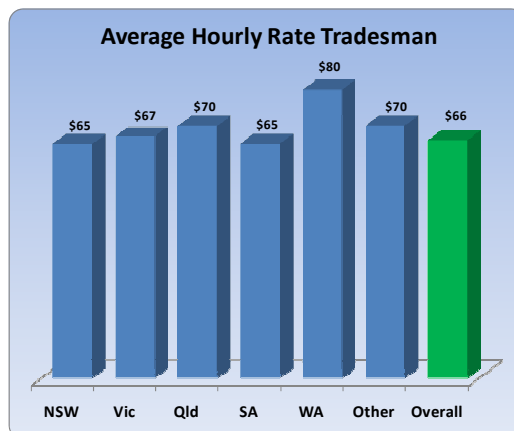
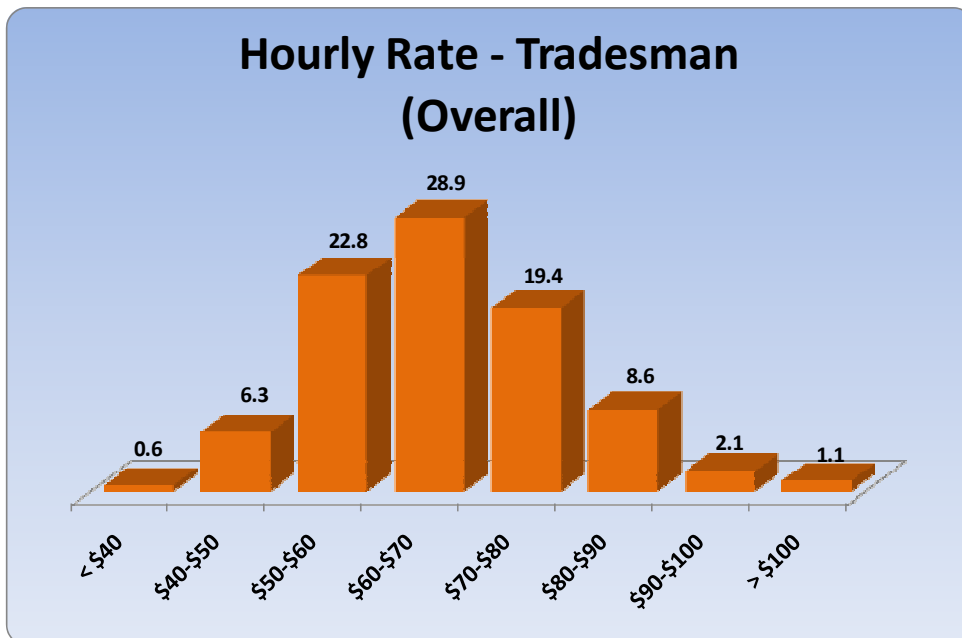
The charts below show the breakdown by state, with comparisons to the national figures.



**HOURLY RATE – TRADESMAN**

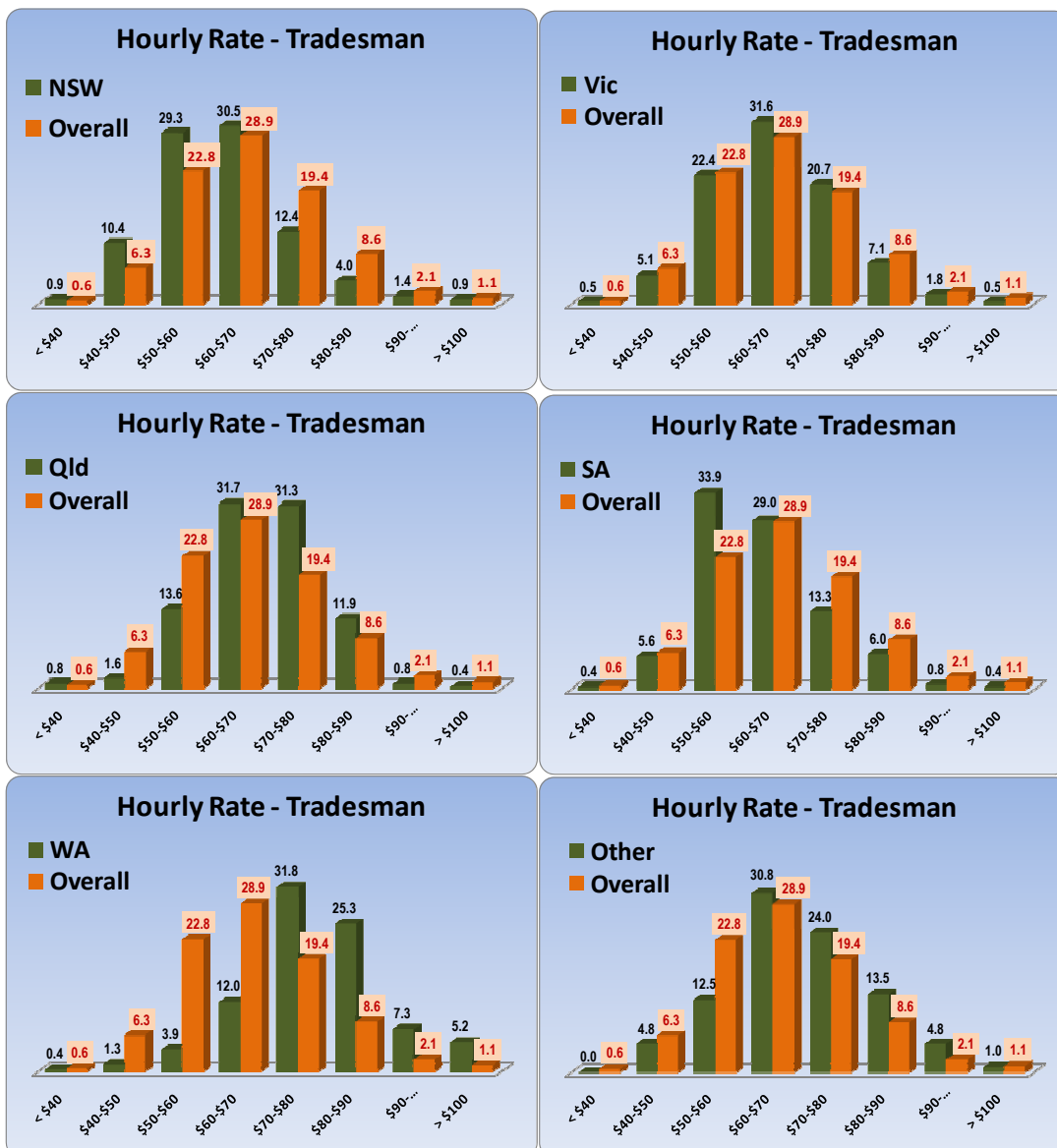
The average hourly rate for an electrical tradesman in Australia is \$66, but there are wide variations above and below this figure. Again, the great disparity and lack of uniformity leads to many charges of undercutting and unprofessionalism in the industry.

Western Australia has by far the highest overall average of \$80 – the other states do not vary from each other significantly. But note that the survey was conducted in September/October 2008, before the worst of the current economic problems had occurred and while Western Australia’s mining industry was still healthy.



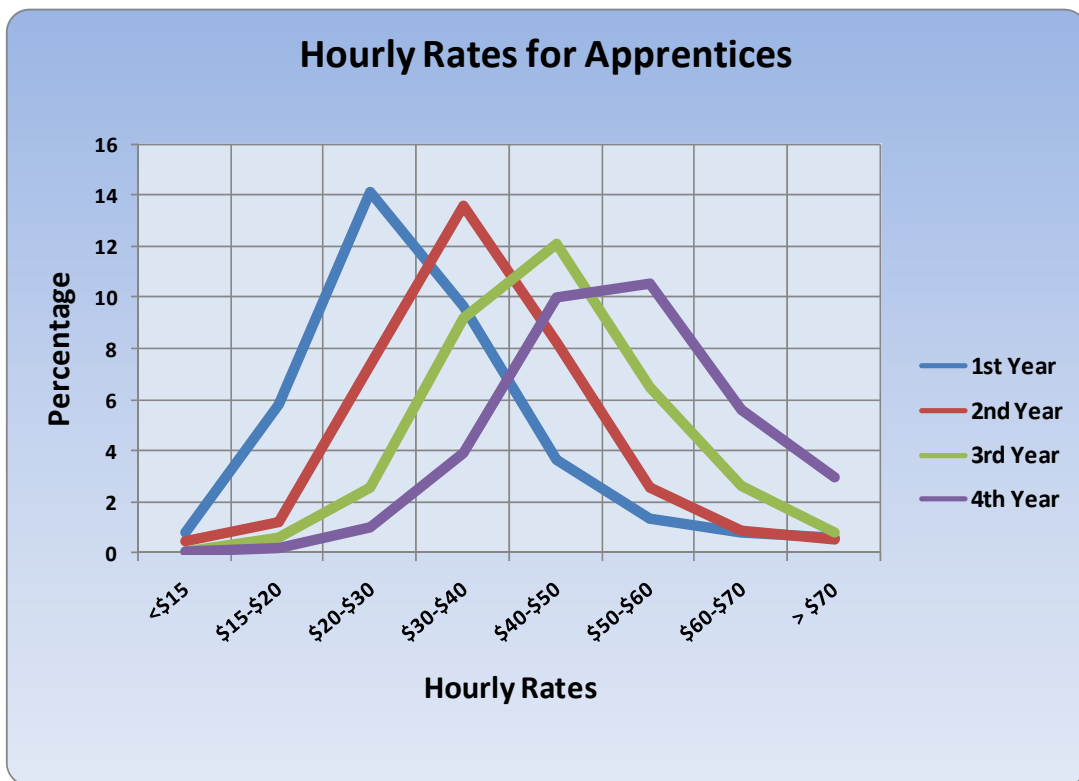
Hourly Rate -Tradesman	NSW	Vic	Qld	SA	WA	Other	Overall
< \$40	0.9	0.5	0.8	0.4	0.4	0.0	0.6
\$40-\$50	10.4	5.1	1.6	5.6	1.3	4.8	6.3
\$50-\$60	29.3	22.4	13.6	33.9	3.9	12.5	22.8
\$60-\$70	30.5	31.6	31.7	29.0	12.0	30.8	28.9
\$70-\$80	12.4	20.7	31.3	13.3	31.8	24.0	19.4
\$80-\$90	4.0	7.1	11.9	6.0	25.3	13.5	8.6
\$90-\$100	1.4	1.8	0.8	0.8	7.3	4.8	2.1
> \$100	0.9	0.5	0.4	0.4	5.2	1.0	1.1
N/A	10.3	10.4	7.8	10.5	12.9	8.7	10.2

The charts below show the breakdown by state, with comparisons to the national figures.



## APPRENTICE RATES

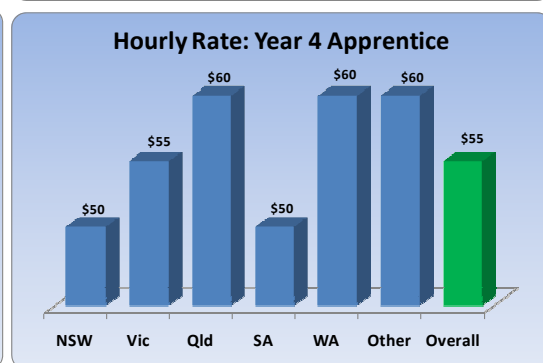
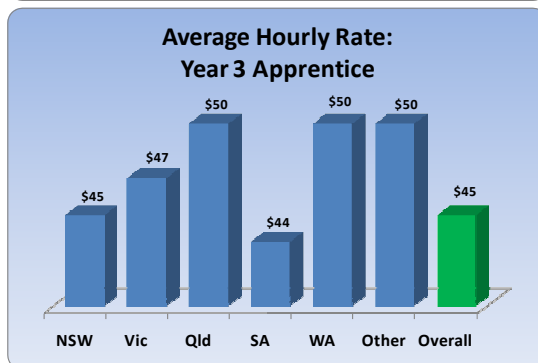
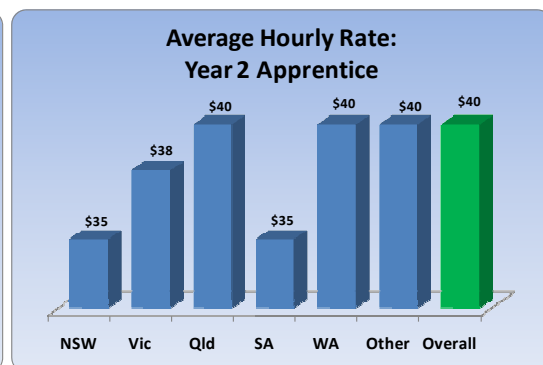
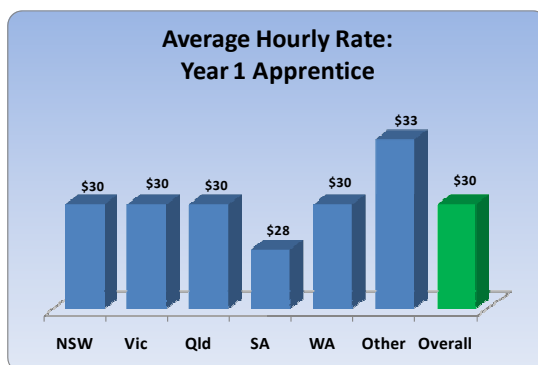
Rates for apprentices vary significantly, but by year of apprenticeship, rather than state (excepting that South Australia is consistently lower). The overall average (see below) is around \$30 for the first year, \$40 for the second year, \$45 for the third year and \$50 for the fourth year.

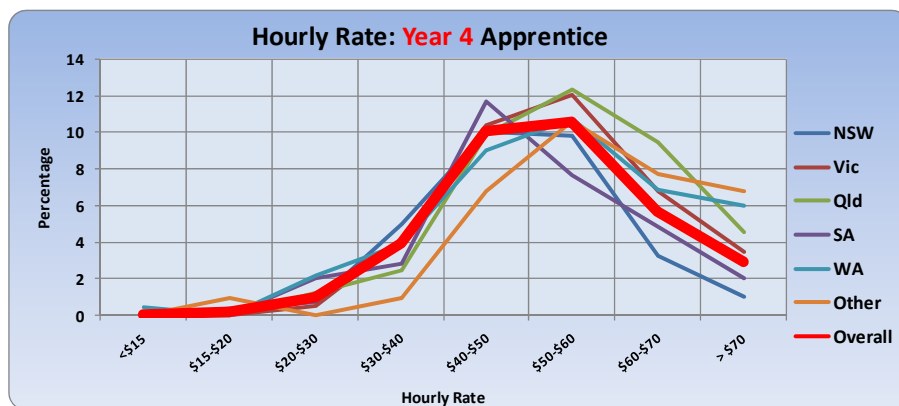
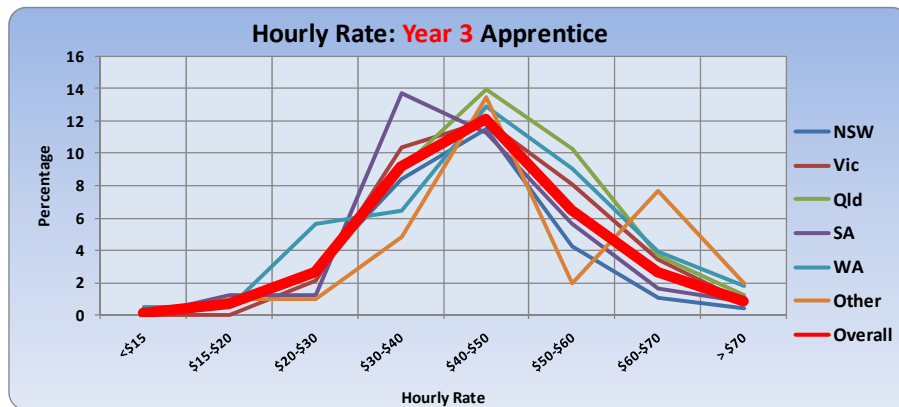
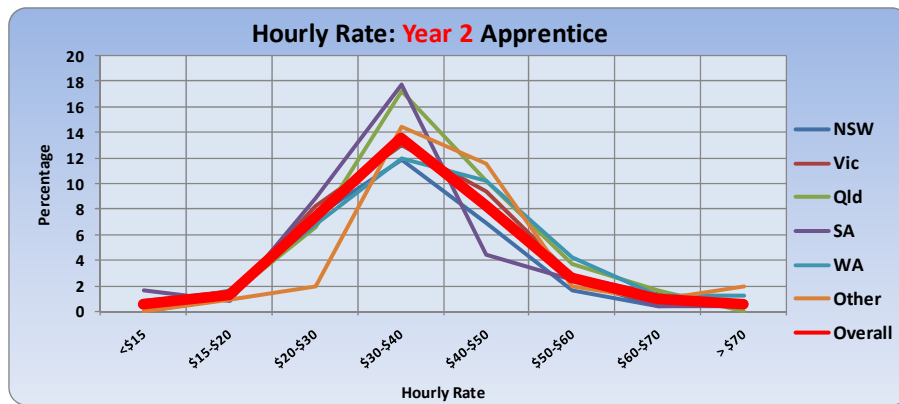
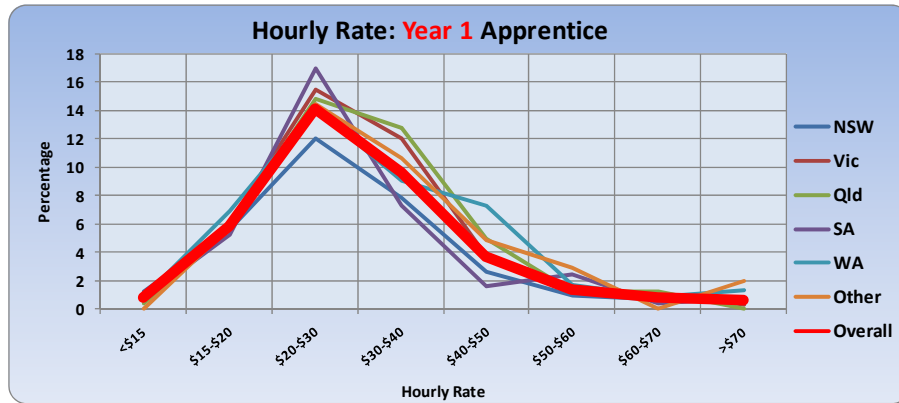


Hourly Rates for Apprentice	1st Year	2nd Year	3rd Year	4th Year
<\$15	0.9	0.5	0.1	0.0
\$15-\$20	5.9	1.3	0.6	0.2
\$20-\$30	14.1	7.4	2.6	1.0
\$30-\$40	9.7	13.6	9.2	3.9
\$40-\$50	3.7	8.2	12.1	10.0
\$50-\$60	1.4	2.6	6.5	10.6
\$60-\$70	0.9	0.9	2.6	5.6
> \$70	0.6	0.5	0.9	3.0
N/A	62.9	65.1	65.4	65.7

Average				
	Hourly Rate: Year 1 Apprentice	Average Hourly Rate: Year 2 Apprentice	Average Hourly Rate: Year 3 Apprentice	Average Hourly Rate: Year 4 Apprentice
NSW	\$30	\$35	\$45	\$50
Vic	\$30	\$38	\$47	\$55
Qld	\$30	\$40	\$50	\$60
SA	\$28	\$35	\$44	\$50
WA	\$30	\$40	\$50	\$60
Other	\$33	\$40	\$50	\$60
Overall	\$30	\$40	\$45	\$55

The following charts show the average figures for each state, and the charts on the next page show the breakdown by state – The differences by state are comparatively small.





## OVERALL AVERAGES

The following charts compare all the rates mentioned in the report by state.

