

## Value propositions of LSFb and SASFA

### 1. Value proposition: LSFb for owners/ developers

- Speed of construction means earlier occupation.
- Neat and accurate building.
- Green building, environmentally responsible. Reduced impact on the environment. Very little scrap or wastage.
- Comfort: Well insulated - warm in winter, cool in summer. Complies with SANS 10400 XA.
- Reduces costs of heating and cooling.
- Complies fully with SANS10400. Structurally sound – signed off by an engineer.
- Cost effective building process.
- Can be designed to resist earthquakes, high winds.
- Facilitates vertical extensions.
- Can be used to add on to masonry buildings.

### 2. Value proposition: LSFb for contractors

- Quicker building process (requires accurate planning). Less uncertainties.
- Less dependence on good weather – smaller buildings can be closed off within 2 weeks.
- Smaller team on site – less labour problems.
- An innovative building method that is accepted by the NHBRC and the banks.
- Developed to eliminate all the disadvantages of masonry construction.
- Low mass means ease of transport and handling.
- Quality assurance in the factory, not on site.

### 3. Value proposition: SASFA, for members

- Listing on SASFA website serves as advertisement ('yellow pages').
- Obtain technical advice, and keep up to date with code and specification changes.
- Network with clients and the professions.
- A non-profit organisation with its ONLY goal to expand the Southern African market for LSFb.
- Referral to members of enquiries received
- Neutral body dealing with code matters, and technical enquiries.
- Membership serves as certification to finance providers / building authorities.
- Be able to claim that you belong to an organisation where membership signifies reputability.
- Be present where industry issues are discussed and influence the future development of this industry.
- Have access to the Institute's and SASFA's library and databases of companies and people associated with the industry.
- Get bi-monthly issues of Steel Construction (official journal of the SAISC) with information on the industry, projects, and trends. Get exposure in the journal.
- Invitations to all Institute and SASFA events.
- Discounted attendance fees for training courses, seminars, and conferences.
- Discount on all SAISC and SASFA publications.
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