

FACTORS DETERMINING CONTRACTORS' PROFIT
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ABSTRACT

Construction industry is one of the dynamic, risky and challenging businesses. Failure of projects to meet the completion date and satisfy the target cost may lead to losses. Losses in construction industry will jeopardize the contractors' profit margin. The purpose of this research is to identify factors considered by contractors grade G7 in Peninsular Malaysia to determine their profit. In order to fulfill the research objective, sets of likert scale formatted questionnaires were distributed to the research respondents. There were thirty-five factors influencing contractors profit listed under seven categories. The respondents were asked to indicate their agreement or disagreement to each factor along with a five-scale ranging from 'strongly agree' to 'strongly disagree'. Calculation of average index for each factors were done after the collection of data. It was found out that, material cost is the most crucial factors to be considered by contractors when determining their profit size with average index of 4.59. Construction cost which comprises of the material cost, labour cost, equipment cost and the overhead cost is the most important category to determine the contractors' profit size. Therefore, contractors are advised to keep an eye on the construction cost when determining their profit size to ensure the successful of the project implemented.

ABSTRAK

Industri binaan adalah salah satu cabang perniagaan yang dinamik, berisiko tinggi dan mencabar. Kegagalan projek-projek binaan menepati masa penyiapan dan mencapai kos sasaran menyebabkan kerugian di dalam industri. Kerugian yang dialami akan menyebabkan margin keuntungan kontraktor berkurang. Kajian ini dilakukan bertujuan untuk mengenalpasti faktor-faktor yang menentukan saiz keuntungan kontraktor gred G7 di Semenanjung Malaysia. Bagi mencapai objektif kajian, borang soal selidik berformat skala likert telah diedarkan kepada respondenresponden kajian. Terdapat tiga puluh lima faktor yang mempengaruhi keuntungan kontraktor telah dikenalpasti dan dikelaskan kepada tujuh kategori. Responden dikehendaki memberikan pendapat mereka terhadap setiap faktor berdasarkan skala yang ditetapkan terhad antara 'sangat setuju' dan 'sangat tidak setuju'. Pengiraan indeks putara bagi setiap faktor telah dijalankan setelah proses pengumpulan data selesai. Didapati bahawa, kos bahan merupakan faktor terpenting untuk menentukan saiz keuntungan kontraktor dengan indeks purata 4.59. Kos pembinaan yang terdiri daripada kos bahan, kos buruh, kos jentera dan kos lebihan merupakan kategori terpenting untuk menentukan saiz keuntungan kontraktor. Justeru, kontraktor disarankan untuk menumpukan lebih perhatian kepada kos-kos pembinaan semasa menentukan saiz keuntungan mereka bagi menjamin kejayaan projek yang dijalankan.