

When comparing costs on different types of anchors, the entire cost to install the anchor should be considered. The ergonomic impact on the employee should also be considered for the bust anchor compared to the SAF-T-ANCHOR. Using the work order example below can provide the buyer with an estimated total overall cost for installation.

WORK ORDER EXAMPLES				WORK ORDER EXAMPLES			
ANCHOR INSTALLATION - OTHER TYPE ANCHORS				ANCHOR INSTALLATION - ODT SAF-T-ANCHORS			
ITEM DESCRIPTION	COST	HOURS TO INSTALL	TOTAL COST	ITEM DESCRIPTION	COST	HOURS TO INSTALL	TOTAL COST
MATERIALS				MATERIALS			
Anchor - 8" Bust	\$100.00		\$100.00	STAD55432-N-3/4	\$100.00		\$100.00
EQUIPMENT (cost per hour w/overheads)				EQUIPMENT (cost per hour w/overheads)			
Digger Derek Truck	\$150.00	3	\$450.00	Impact Drill	\$10.00	1	\$10.00
Truck	\$65.00	3	\$195.00				
Shovels	\$2.00	3	\$6.00				
Tamp	\$2.00	3	\$6.00				
LABOR (cost per hour with benefits)				LABOR (cost per hour with benefits)			
Crew Leader	\$50.00	3	\$150.00	Crew Leader	\$50.00		
Lineman #1	\$45.00	3	\$135.00	Lineman #1	\$45.00		
Lineman #2	\$40.00	3	\$120.00	Lineman #2	\$40.00	1	\$40.00
Lineman #3	\$35.00	3	\$105.00	Lineman #3	\$35.00	1	\$35.00
TOTAL COST			\$1,267.00	TOTAL COST			\$185.00

Below is an example of the cost difference between holding a utility pole with a derrick truck and the VER-T-POL

WORK ORDER EXAMPLES				WORK ORDER EXAMPLES			
SUPPORTING A POLE - USING A DERRICK TRUCK				SUPPORTING A POLE - USING THE VER-T-POL			
ITEM DESCRIPTION	COST	HOURS POLE HELD	TOTAL COST	ITEM DESCRIPTION	COST	HOURS POLE HELD	TOTAL COST
EQUIPMENT (cost per hour w/overheads)				EQUIPMENT (cost per hour w/overheads)			
Digger Derek Truck	\$150.00	24	\$3,600.00	VER-T-POL	\$20.00	24	\$480.00
*LABOR (cost per hour with benefits)				*LABOR (cost per hour with benefits)			
Lineman #2	\$40.00	8	\$320.00	Lineman #2	\$40.00	2	\$80.00
Lineman #2 - Overtime	\$60.00	4	\$240.00				
Lineman #3	\$35.00	8	\$280.00	Lineman #3	\$35.00	2	\$70.00
Lineman #3 - Overtime	\$52.50	4	\$210.00				
TOTAL COST PER DAY			\$4,650.00	TOTAL COST PER DAY			\$630.00
TOTAL-WEEK (24 hour cost x 7 days)			\$32,550.00	TOTAL-WEEK (24 hour cost x 7 days-VTP only)			\$3,360.00
*OSHA requires trucks to be manned 24/7 while supporting a pole				*Labor costs are for 1 hour set up and 1 hour removal			

All figures used in this example are imaginary, but can be compiled using industry standard daily rental rates or by using your company's actual costs including all overheads and employee benefits. A major point to consider is that the SAF-T-ANCHOR will not deteriorate due to circulating current, saving even more money!