

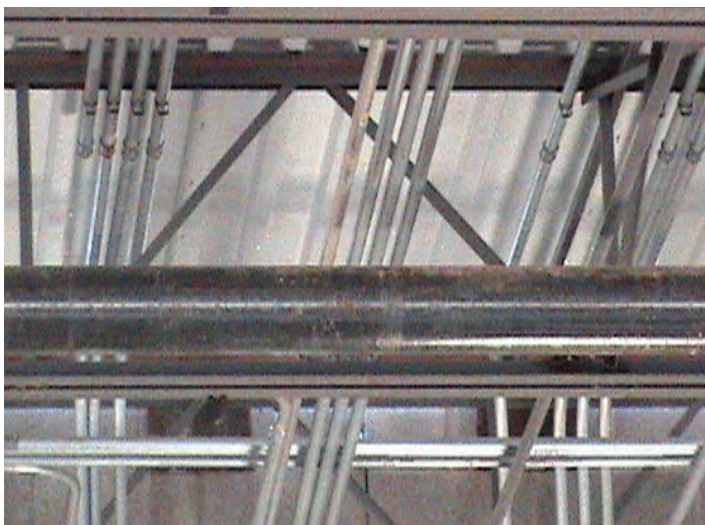
How bigger proved to be better when it came to conduit length.

As a Midwest regional contractor, Baker Brothers Electric has quite a few large “big box” retailer installations under their tool belt, building a reputation for efficiency in completing these complex jobs. No doubt that reputation was in mind, when at first, they had a few apprehensions in regard to using Wheatland Tube’s new 20’ EMT. Those concerns had primarily to do with handling, but the potential savings were enough to overcome what proved to be unfounded misgivings.

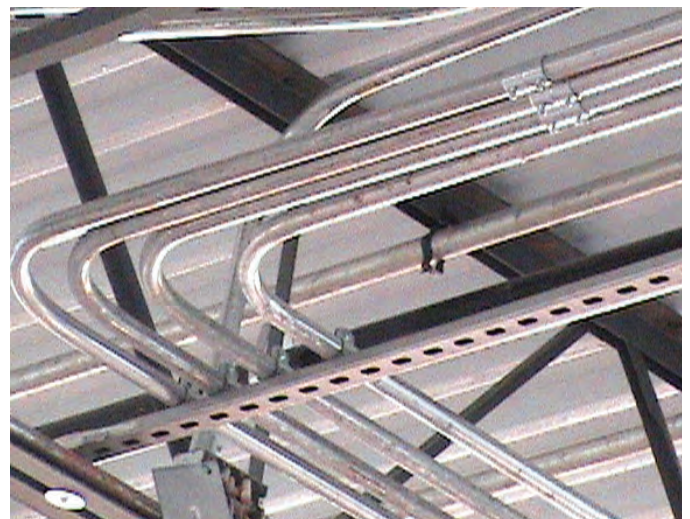
How those savings were projected is, in and of itself, a stand-alone success story that has increasingly made adoption of 20’ EMT, where possible, simply a no-brainer. Wheatland Tube understood that in order to put some strength behind its promotion of 20’ EMT, the expected savings it would provide needed to be quantified upfront, supported by rational expectations of final costs, in the contractor’s real time, real world, real job environment.

To do this, they created their 20’ EMT Savings Calculator, available on disk and online, that allows for specific variables on an installation’s sizes, length and runs, fittings type, labor rates, local tax and even the level of complexity for the planned install. The calculator automatically crunches the numbers and presents side-by-side comparisons of 10’ versus 20’ conduit installations, determining expected savings in materials handling, labor and overall fittings consumption. This calculator was demonstrated to Baker Brothers by Wheatland’s local sales agent, J. D. Martin Company.

In this particular installation, the projected savings were close to 20% – using 1/2”, 3/4” and 1” – 20’ EMT in approximately 150 runs roughly 250 feet each. Tom Baker, President of the firm, noted, “In addition to the overall expected savings, the use of 20’ length EMT went further with regard to labor where we had many points right at the normal 10’ mark and coupling, where a 90° bend was required. The 20’ EMT eliminated the obvious difficulties with that issue.”



Baker Brother’s realized a projected 20% savings in materials and installation costs on this large job for a mid-west “big box” retailer, and plans to start using 20’ length EMT in many future jobs when applicable.



The use of Wheatland new 20’ EMT eliminated the difficulties inherent with a necessary 90° bend right at the 10’ and coupling mark.

Baker Brothers did have to modify their transport and lift apparatus for this installation to handle the 20' EMT but the effort and expense was minimal – easily offset by the speed and efficiency they gained. Recalling initial apprehensions with regard to handling, Baker conceded it was a non-issue, adding; "... just as a plumber's truck can carry 20' length pipe, we're presently exploring the modification of our whole fleet to routinely accommodate the new 20' length EMT and rigid as we are factoring this new size into future bids."

Using less material, and with greater efficiencies in labor (for both handling and installation), Baker Brothers realized with on-the-mark accuracy the savings promised by the 20' EMT Savings Calculator. Tom Baker will even concede his job foreman believes their final savings were greater than projected, adding; "But even at 20% lowered costs on a post bid substitution, we're very pleased with how things worked out."

To find out more about Wheatland's full range of sizes in stock and to try out the 20' EMT Savings Calculator for your next installation project go to www.wheatland.com and click on the icon.



Compliments of:

Find out more about
Wheatland Tube's
20 Foot EMT and RMC
and access the
Savings Calculator at
www.wheatland.com.



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