

# You Don't Need To Be a Rocket Scientist To Understand How Fast Wheatland's 20 Foot Conduit Lets You Move...

## Even Though It Will Seem That Fast!

It's really just a matter of simple math. Wheatland's New 20' length EMT & RMC let's you travel twice the distance in half the time. Less handling, less labor and fewer couplings all add up to incredible savings that make a big impact on your bottom line.

The good news travels just as fast, with contractors throughout the country finding many ways in which Wheatland's 20' EMT & RMC helped them trim their costs toward winning jobs and improving their margins. Introduced by Wheatland's local representatives, this product has produced some remarkable endorsements.

## More speed. Less drag.

In Denton, Texas, Humphrey & Associates discovered that 20' length EMT was perfect for high bay lighting installations. Tommy McCormick, Humphrey's project manager and estimator, saw the potential to cut both labor and coupling costs in a variety of installations, reporting that, "You can just fly when you are using it in elevated installations. I'd assign the savings largely to the faster installation times though you also use fewer couplings. The difference is in the speed of the installation." McCormick acknowledged initial issues with transportation logistics needed to be overcome, but emphasized, "Even with those issues, it was still a big savings for me. I did a lot of high bay lighting jobs with it, and it was a tremendous time saver."

Ditto that thought from Tom Ryckman and Duane Wolfe of Team Electric in Denver, CO where they first used 20' length EMT in several post-bid substitutions for 10' lengths in large "big box" retail construction jobs and a parking garage, citing one example of ½ and 1¼ EMT used in approximately 60 runs of 350' each. Mr. Ryckman, President of Team Electric, states, "It came in real handy on the branch feeders where we'd throw up one pipe instead of two." Duane Wolfe, Team Electric's Project Superintendent adds, "We'd figure the needed pieces and make any necessary bends, then band it and lift it and just fly."

Team Electric had the conduit dropped shipped to the site they were working at, but as Duane Wolfe tells it, "It wasn't any problem moving it to other sites. In fact, any surplus I'd have left over, I'd quickly find the opportunity we'd have in concurrent smaller jobs and use it there as well."


With a front line understanding of all the variables, Duane doesn't hesitate to consistently attribute a 50% reduction in his labor costs everywhere he's used it.

Finally, turn to Detroit, MI and the team at Rauhorn Electric where their estimator, Todd Underhill, saw the chance to try 20' EMT on a job for the Detroit Public Water and Sewer's Huber Warehouse. Installers liked working with the 20' length in high elevation runs of approximately 700' each because it allowed them to move quicker and finish faster — something made all the more important because the warehouse was in use with traffic underneath. Underhill notes, "The number of times a scissor lift needed to lower to pick up product was greatly reduced and we were able to use existing hangers, so we were able to move twice as fast." While Todd suggests that moving double time here yielded just 30% savings on this installation, he stressed that this was more than anticipated, adding "I'm not only looking for the next 20' EMT application, I'm also interested in using the 20' RMC as well. The labor savings are there. It only took us one time to use this product to realize the labor savings were greater than originally thought."

## So just how much do you think you might save? There is no need to guess.

To help contractors assess their potential savings on any particular job, in real world applications, Wheatland created a calculator available online and on disk, to assist in you in projecting just how many dollars 20' length EMT could save on your bottom-line. Crunching all the variables including size, run lengths, number of couplings, labor rates, local taxes and even the job's level of complexity, Wheatland's 20' EMT Savings Calculator gives you a solid idea of exactly how much you might save — and that, in the simplest of math, means how much more you will profit.

For your local Wheatland Sales representative or to access the 20' Savings Calculator, go to [wheatland.com](http://wheatland.com)



Find out more about  
Wheatland Tube's  
20' EMT and RMC  
and access the  
Savings Calculator at  
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WEL-081820