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| 1/12/07 | | | | | |
| EZ-RAD System vs Cable-Actuated System | | | | | |
| Cost analysis for sales and marketing applications. | | | | | |
| EZ-RAD Remote-Actuated Round Damper, 6"-14" | | | | | |
| | | Materials | Labor Wage | Labor Minutes | Notes |
| 1 | Project management coordination | \$0.00 | \$10.67 | 10 | None required |
| 2 | Remote-Actuated, Round, Balancing Damper | \$100.00 | \$16.00 | 15 | 6"-14" size |
| 3 | Cabling and draw band tethers | \$12.00 | \$2.13 | 2 | Rough-in cable w/structure-duct, 0-15 LF |
| 4 | Access Connector | \$20.00 | \$5.33 | 5 | Provides electronic regulation link |
| 5 | Sheetrock, finish and painting composite trade labor | \$0.00 | \$0.00 | 0 | |
| 6 | System validation | \$0.00 | \$2.13 | 2 | |
| 7 | Test & Balance adjustment and building commissioning | \$0.00 | \$16.00 | 15 | |
| | Subtotals | \$132.00 | \$52.27 | 49 | Total Sheet Metal labor units. |
| | Mat'l sales tax (7%) | \$9.24 | \$0.00 | | |
| | Overhead & Profit (10%+15%) | \$178.67 | \$52.27 | | |
| | Unit Cost | \$230.94 | | | |
| | Instrument Activity Depreciation* | \$63.75 | | | |
| | Turnkey Cost to Owner | \$295 | | | Based on single-source responsibility |
| Cable-Operated Round Damper, 6"-14" | | | | | |
| | | Materials | Labor Wage | Labor Minutes | Notes |
| 1 | Project management coordination | \$0.00 | \$16.00 | 30 | RFIs, coordination of other trades |
| 2 | Damper and Sleeve | \$45.00 | \$16.00 | 15 | 6"-14" size |
| 3 | System preparation | \$65.00 | \$16.00 | 15 | Assemble, mount rod spindle & hardware on sleeve** |
| 4 | Cabling | \$5.00 | \$16.00 | 15 | Remobilize w/ceiling framing complete, 6 LF |
| 5 | Ceiling framing | \$25.00 | \$24.00 | 30 | Drywall, trade conflicts w/SM |
| 6 | Ceiling cup installation | incl. w/framing | \$16.00 | 15 | Remobilize SM and install to correct drywall depth |
| 7 | Sheet rock and drywall finish | \$25.00 | \$48.00 | 60 | Add'l. trade interface, including tools and materials |
| 8 | Painting and coordination of finishes | \$25.00 | \$48.00 | 60 | Add'l. trade interface, including tools and materials |
| 9 | Test cable assembly with manual, full-stroke rotation | \$0.00 | \$10.67 | 10 | |
| 10 | Test & Balance adjustment and commissioning | \$0.00 | \$16.00 | 15 | |
| | Subtotals | \$190.00 | \$106.67 | 100 | Sheet Metal labor units. |
| | Mat'l Sales tax (7%) | \$13.30 | \$0.00 | 150 | Other trade labor units |
| | Overhead & Profit (10%+15%) | \$257.17 | \$106.67 | 250 | Total labor minutes. |
| | Unit Cost | \$363.84 | | | |
| | Multiple Trade Labor Costs | \$120 | \$120.00 | | |
| | Turnkey Cost to Owner | \$484 | | | Based on multi-trade responsibility |
| | % Cost EZ-RAD vs Other Cable Products | 60.91% | 23.06% | 24.79% | EZ-RAD Turnkey Cost vs. Cable Products Turnkey Cost |
| General Notes: | | | | | |
| • | Sheet Metal trade labor rated based upon Average National Union rates of \$63.25/hour, rounded to \$64 for this purpose. (Base \$40/hr. plus 25% PTI, plus 15% Overhead and 10% Profit) | \$64.00 | | | |
| • | Drywall and sub-trade labor of \$48/hr. (\$30/hr. plus 25% PTI, plus 15% OH & 10% Profit) | \$48.00 | | | |
| • | Formula factors \$150 for EZ-RAD's System Tester, a one-time cost. The System Tester can be used on any and all subsequent installations. | | | | |
| • | Formula factors \$500 for EZ-RAD's Transportable Control System with Wireless Remote Control, a one-time cost. The Transportable Control System can be used on any and all subsequent installations. | | | | |
| • | Application of labor units based upon typical Industry Standards. | | | | |
| • | Pricing outline is based on total cost. | | | | |
| * | Monthly allowance of Activity Depreciation for EZ-RAD Instruments expense. | | | | |
| ** | Cable assembly purchased from local distributor without factory damper. | | | | |