

How One Firm Went Double The Distance – In Half The Time.

When Hi-Tech Electric in Houston, Texas was preparing for an installation at Mecessen Medical's storage warehouse, they considered something first introduced to them by Wheatland's local sales agent, J. D. Martin Company – examining the project with the use of twenty-foot length EMT wherever possible, in place of standard ten-foot length.

Such a prospect suggested obvious advantages, both in the speed of installation and the reduced need for couplings every ten feet. To better calculate these savings, J. D. Martin and Wheatland's Regional Sales Manager, Bob Reeger, walked Hi-Tech through their 20' EMT Savings Calculator, a fully functional calculator that provides a reasonably accurate forecast of a project's installation costs based on the variables of distance, materials, labor, sizes and even the level of job complexity. The calculator then automatically compares 10' length to 20' length in side-by-side comparisons. Although offered only as a tool to suggest estimated costs and not a firm comprehensive quotation, Wheatland turned to contractors for oversight and guidance in developing this calculator, successfully establishing its use for credible projections.

In Hi-Tech's case, the projections suggested savings too good to ignore. They went forward with 20' EMT for the overhead installation of feeders for the roof mounted air-handling units and those savings became a reality.

Sam Costanza, one of Hi-Tech's project managers acknowledged, "It allowed us to almost double the speed of installation, because we didn't have to stop and get as many sticks (EMT) all the time. We could route our EMT through the open webbing of the ceiling joists, and it was that much faster." Fast handling times got even faster and the savings even greater with the elimination of half of the couplings. As Costanza notes, "We didn't have those separate couplings to put on each piece."



Hi-Tech Electric went the extra mile for themselves and their customer, as they went farther and faster with fewer couplings and man-hours required for the job.



The result – less labor – less materials – less cost.

No matter how you add it up – less means more for the contractor using 20' length EMT in ways that yield a multitude of benefits, including larger margins and an increased competitive advantage in winning the job.

Hi-Tech's Costanzo submits that while the final record averaged somewhere in the neighborhood of 20% in lower material costs due to the reduced number of couplings required, "When adding this to an average 50% reduction in labor we needed to complete the installation, we had the swing in savings that made this a home run hit – right out of the ballpark."

With lower costs and faster installation, Hi-Tech Electric realized in real life and real terms what J. D. Martin Company promised when they suggested something new. The contractor that factors in the use of 20' EMT from Wheatland Tube measures more than just what they will save; they're calculating an overall greater success!"

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

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