

SAPS

SAFETY ANCHOR POST SYSTEM

Lakefront Project Case Study Seattle WA, was provided to us from General Contractor for the project. ([September 2018](#)).

Original Estimated footage was for 125,000 l.f. Actual use 175,000 l.f.

Estimate was based on SAP42D installed at 8'-00" o.c. by Regulation and Engineering. 125,000 l.f. ÷ 8'-00" o.c. = 15,625 applications would be installed and the same number of anchors would be purchased; Enough 2x4's for rail members were purchased; Enough 1x6 were purchased for toe-board.

- Contractor Purchased 1740 SAP42D with Toe-boards \$420,000.00 or **\$3.35 l.f.**
- Contractor Purchased 2x4's / 1x6's / and anchor inserts \$170,000.00 or **\$1.36 l.f.**
- Seattle Union Labor Expended \$228,500.00 or **\$1.82 l.f.**
- Credit against fall protection inserts \$104,000.00 or **\$0.85 l.f.**

So long story short, 175,000 l.f. cost Lakefront \$5.68 l.f. Est. was \$4.80 l.f. our lin. Ft. cost includes the initial purchase of railing that we will not have to spend again.

"As complex as this project was it is difficult to tell how much we would have actually spent, if we had not used your product."

Project General Sup. Intendant

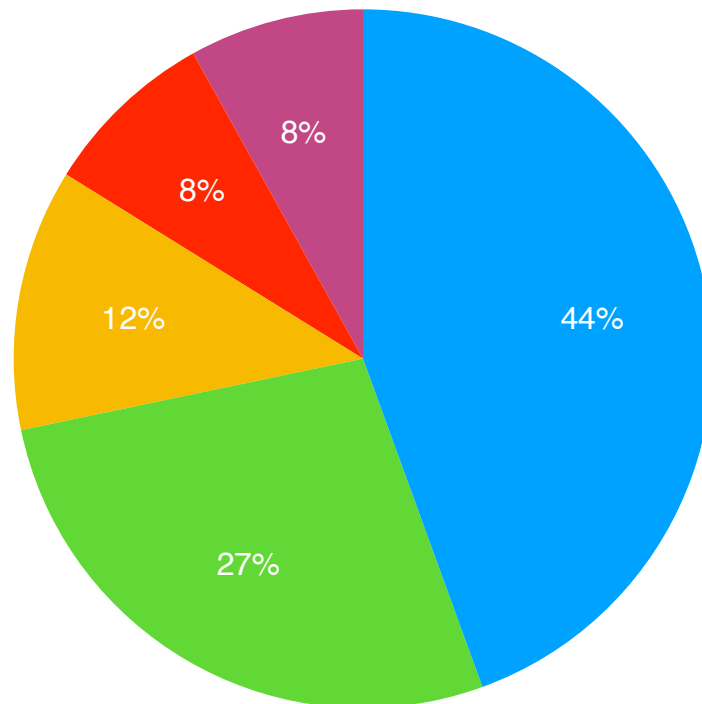
The 1740 Units that the the GC purchased, completed the project a head of schedule and are on a second project same year.

\$5.68 l.f (Actual Reported Expenses) minus 1740 SAP42D Investment(\$3.35 l.f.) new estimating cost is \$2.33 l.f. it includes the consumable anchor, lumber, and labor. (Example Labor Scale Seattle WA).

Contractors Original Estimate and Purchases

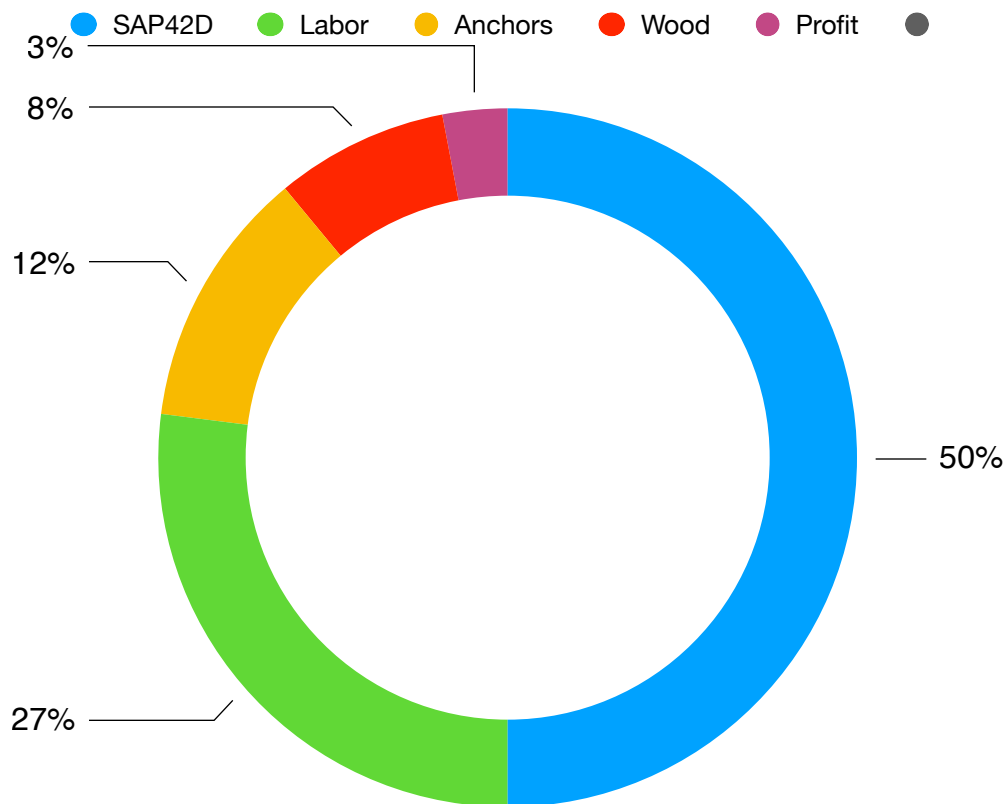
- 125,000 l.f. ÷ 8'-00" o.c. = 15,625 Applications
- Estimate at \$4.80 l.f. x 125,000 l.f. = **\$600,000**
- Investment 1,100 SAP42D = **\$266,200**
- Anchors 15,625 Units = \$74,286
- Wood = \$46,250
- Labor = \$163,214
- **Total Expenses = \$549,950**
- Money Leftover = **\$50,050**

● SAP42D ● Labor ● Anchors ● Lumber ● Profit ●



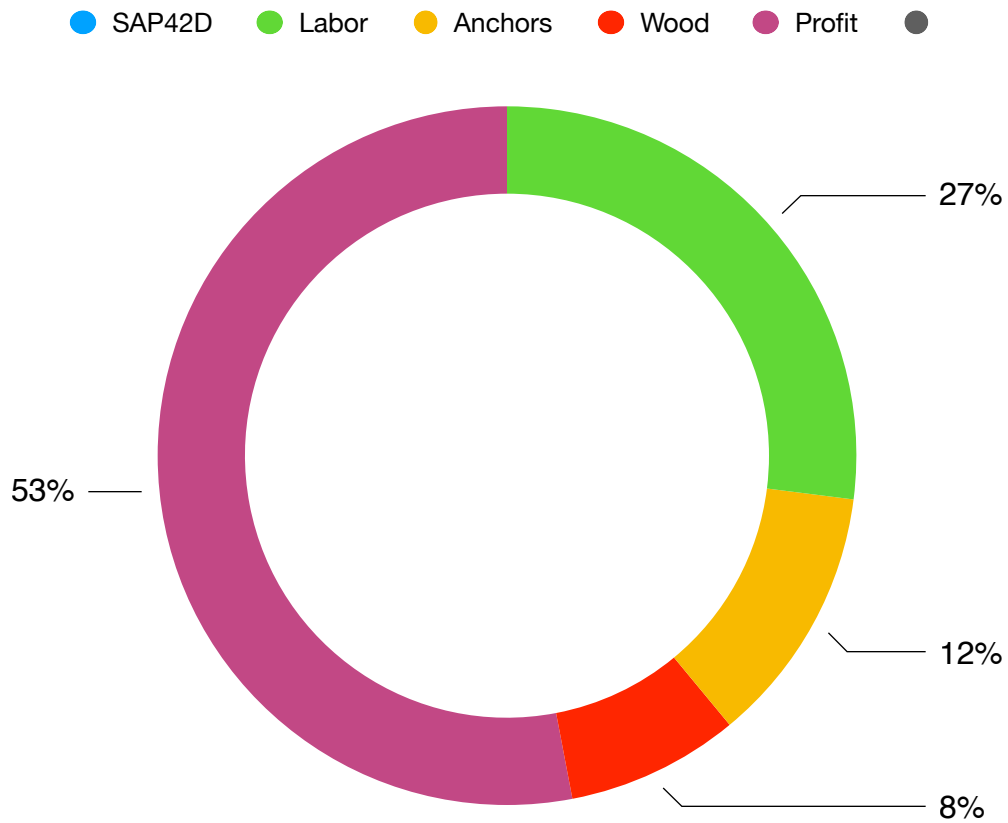
Contractor's Actual Estimate and Expenses

- $175,000 \text{ I.f.} \div 8'-00'' \text{ o.c.} = 21,875 \text{ Applications}$
- Original Estimate $\$4.80 \text{ I.f.} \times 175,000 = \$840,000$
- Actual Cost $\$4.68 \text{ I.f.} \times 175,000 \text{ I.f.} = \mathbf{\$819,000}$
- Investment 1740 SAP42D = $\mathbf{\$420,000}$
- Anchors $21,875 = \$104,000$
- Wood = $\$66,000$
- Worker Wages = $\$228,500$
- Expenses = $\mathbf{\$818,500}$
- Original Estimate = $\mathbf{\$840,000}$
- Profit = $\mathbf{\$21,500}$



SAP42D Actual Cost for 175,000 I.f. on the next project.

■ Profit 53% for the same estimate with labor and materials.



Based on estimating $\$4.80 \text{ I.f.} \times 175,000 \text{ I.f.} = \$840,000$
47% Expenses \$394,800 **53% Profit \$478,800**

SAP42D vs. Slab Grabber for the same estimate.

SAP42D is an Engineered Stanchion with a fixed 5000 lbs. D-ring for a dedicated Point of Tie Off; for One Person.

Slab Grabber is an engineered Stanchion for perimeter protection, that Jaw Clamps onto the edge of a slab. Not engineered for Tie-Off.

- 175,000 l.f. ÷ 8'-00" = 21,875 Applications
- Estimate 175,000 l.f. x \$4.40 l.f. = **\$840,000**
- Actual Cost to Rent Plus Tie-Off Application
- \$15.00 Mo.ea. x 1740 Units = \$287,500
- Wood = \$66,000
- Worker Wages = \$228,500
- Purchase 1750 Nylon Straps, that must be installed (about every 100'- 00", on the cleavage of column and bottom of slab); during the form work application. And must be removed when done with use. 1750 x \$20.99 /EA = \$36,733 Plus labor .5 Mhr. At \$30.00 hr. x \$26,250.

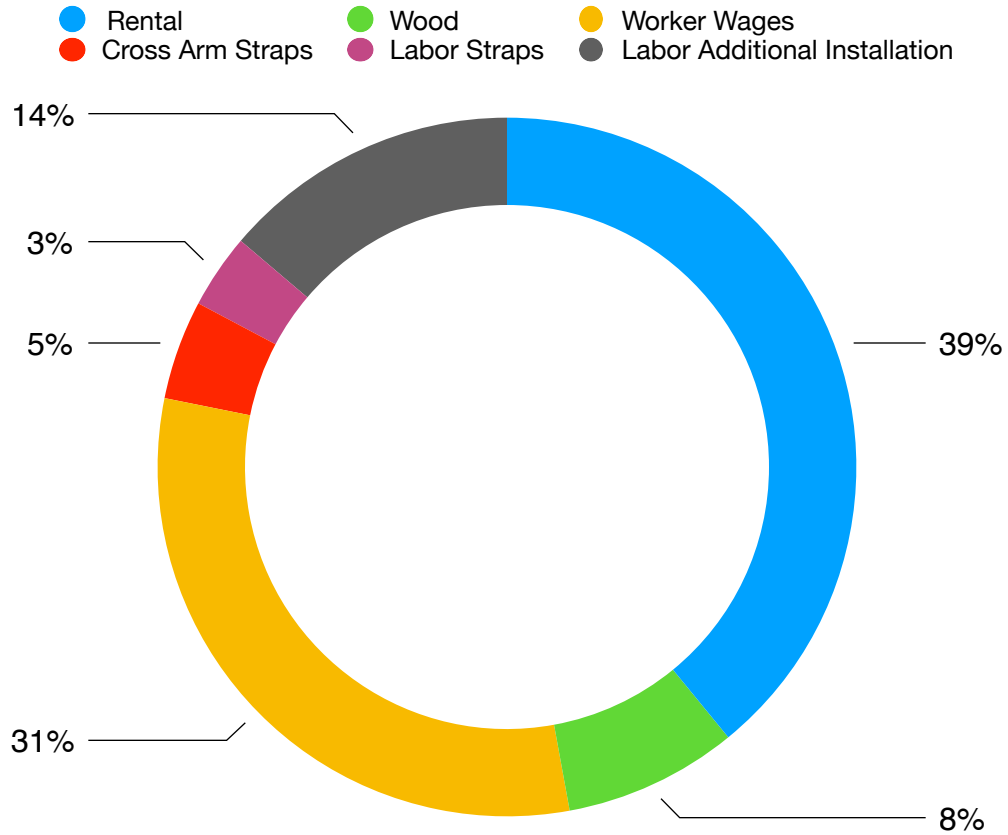
CROSS ARM STRAP, 36 IN X 3 IN

GUARDIAN Zoro #: G9169517 | Mfr #: 10785

Standards: OSHA 1910, OSHA 1926 Subpart M, ANSI A10.32-12, ANSI Z359.1-07

- Additional cost needed to adjust regularly.
- Additional cost to remove and re-install during Form Removal of Flyers and alike. \$100,000

Slab Grabber



- Worker Wages 31%
- Labor to set and remove Straps 3%
- Labor additional installation 14%
- Total Labor for Slab Grabber = 48%
- **48% of \$840,000 = \$403,200**
- Total Labor for SAP42D = 24%

So long story short, 175,000 l.f. cost Lakefront \$5.68 l.f. Est. was \$4.80 l.f. our lin. Ft. cost includes the initial purchase of railing that we will not have to spend again.

- Lakefront \$5.68 l.f.
- Deduct: Contractor Purchased 1740 SAP42D with Toe-boards for \$420,000.00 or \$3.35 l.f.
- After investment: New Actual estimating cost for Contractor \$2.33 l.f.

"As complex as this project was it is difficult to tell how much we would have actually spent, if we had not used your product." Senior Superintendent

" The Difference you will make in people's lives"

Manny Carrillo
Inventor of the Safety anchor Post System

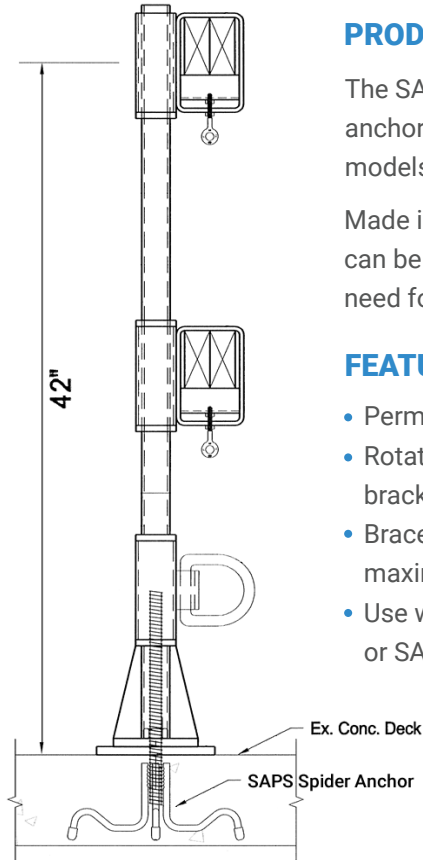
Safety Anchor Post
9630 Bruceville Rd. Suite 106-283
Elk Grove Ca. 95757
WOSB CA Certified
Patent 8,656,652 B1 Other Patents Pending
Safety Anchor Post System ®
Dualie Anchor ®

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SAPS GUARDRAIL | CONCRETE

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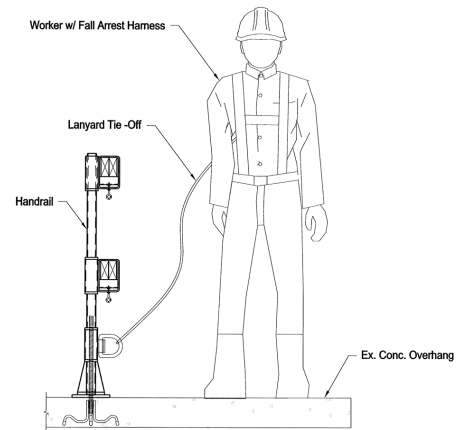
PRODUCT DETAILS

The SAPS guardrail for concrete applications attaches to an embedded anchor and provides a 5000 lb point of tie-off. The 42 inch and 60 inch models meet OSHA height requirements.

Made in the United States with heavy-duty steel, this guardrail system can be reused time over time. Installs in under a minute without the need for any tools.

FEATURES

- Permanent D-ring 5000 lb tie-off
- Rotatable rail member brackets with vise clamping
- Braced base plate for maximum support
- Use with SAPS Spider Anchor or SAPS Dualie Anchor®

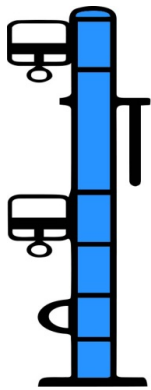


PART NO.	SIZE	DESCRIPTION
SAP21D	2' 0.5" H	21 Inch Guardrail with D-Ring 5000 lb point of tie-off
SAP42D	3' 9.5" H	42 Inch Guardrail with D-Ring 5000 lb point of tie-off
SAP60D	5' 3.5" H	60 Inch Guardrail with D-Ring 5000 lb point of tie-off
SAPS Spider Anchor	6" - 24" H	Guardrail anchor embed
SAPS Dualie Anchor®	5" - 24" H	Guardrail dual anchor embed
SAPS Toeboard 10 Inch	10" W x 10" D	Toeboard attachment for SAP21D & SAP42D
SAPS Toeboard 14 Inch	14" W x 14" D	Toeboard attachment for SAP60D



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SAPS

SAFETY ANCHOR POST SYSTEM

Original Estimate	\$4.80 l.f. x 125,000 l.f.	\$600,000
1,100 SAPS	\$2.40 l.f. x 125,000 l.f.	\$300,000
Wood	\$0.59 l.f. x 125,000 l.f.	\$073,750
Labor	\$1.30 l.f. x 125,000 l.f.	\$162,500
Anchors	\$0.59 l.f. x 125,000 l.f.	\$073,750
Total.	\$4.88 l.f. x 125,000 l.f.	\$610,000

Actual Cost

1,740 SAPS x \$241.379		\$420,000
Wood		\$066,000
Labor		\$228,500
Anchors 21,875		\$104,000
Expenses	\$4.67 l.f. x 175,000 l.f.	\$818,500
Original Estimate	\$4.80 l.f. x 175,000 l.f.	\$840,000
Money Leftover		\$021,500

By the Numbers:

\$420,000 ÷ 175,000 l.f.	SAP42D l.f.	\$2.400000 l.f.
\$66,000 ÷ 175,000 l.f.		\$0.037714 l.f.
\$228,500 ÷ 175,000 l.f.		\$1.302857 l.f.
\$104,000 ÷ 175,000 l.f.		\$.5942860 l.f.
SAP42D	Everything	\$4.334857 l.f.

