Southern California Joint Pole Committee

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May 21, 2025

A meeting of the **ad hoc Authorized Cost Elements Committee** took place on the above date, at 11:00 a.m. at the Committee office.

Those in attendance were:

Mr. John Bacon	City of Los Angeles
Ms. Melissa La	City of Los Angeles
Ms. Naomi Garcia	City of Los Angeles
Mr. Lex Treepaisan	Frontier Communications
Ms. Silvana Ray	Southern California Edison
Ms. Megan LaMon	Crown Castle NG West Inc.
Ms. Lynne LaFrenais	Bear Valley Electric Service, Inc.
Mr. Salvador Zambrano	City of Burbank
Mr. Micheal Truong	City of Burbank
Mr. Hien Vuong	City of Azusa
Mr. Joseph DeLaTorre	City of Azusa
Ms. Angela Pranata	Committee Staff
Ms. Kathleen Allen	Committee Staff

Those attending via teleconference were:

Mr. Nick Van Stryk	City of Vernon (Petrelli Electric)
Mr. Claudia Arellano	City of Vernon
Ms. April DeBarge	Southern California Edison
Mr. Kevin Flores	Southern California Edison
Ms. Carla Stephen	Southern California Edison
Ms. Shelby Mulvehill	Southern California Edison
Ms. Marisol Bailey	Southern California Edison
Mr. Michael Pearson	Southern California Edison
Mr. Samuel Picazo	Southern California Edison
Mr. Todd Dailey	AT&T California
Ms. Kay Black	AT&T California
Mr. Aaron Cochran	AT&T California
Mr. Alvin Robielos	AT&T California
Mr. Barry Consulter	AT&T California
Ms. Joy Young	AT&T California
Ms. Aarize Dizon	Crown Castle NG West Inc.
Ms. Jacqueline Costa	Crown Castle NG West Inc.

Mr. Jeremy Effinger	Crown Castle NG West Inc.
Mr. Alex Parra	City of Riverside
Ms. Maria Ortiz	MCI Metro ATS/MCI Telecommunications/XO Communications
Mr. Irvin Orzuna	City of Glendale
Ms. Yesenia Delgado	Time-Warner Cable
Mr. Phillip Hinojos	City of Colton
Mr. Ben Coffey	City of Banning
Ms. Alicia Smith	Sprint Nextel/Sprint Communications
Ms. Shawn Henderson	T-Mobile USA
Mr. Anthony Ghilardi	City of Pasadena
Ms. Linda McLean	Extenet Systems
Ms. Tamara Zaki	Boldyn Networks US LLC

Mr. Van Stryk called the meeting to order at **11:00 a.m.**

Agenda Item 1 – Review of prior month's minutes

Mr. Van Stryk opened the meeting by asking if there were any questions or concerns regarding the previous month's meeting minutes. No members commented or expressed any concerns.

Agenda Item 2 – Item 1801: Review of Pole Price Calculations (2/19/2025)

Mr. Van Stryk reported Ms. Black had submitted a proposal suggesting that average costs be used rather than individualized figures. An Excel spreadsheet containing the proposed average costs was displayed for reference (see attached). Ms. Black asked Ms. Pranata to display the 50' wood pole tab.

Ms. Black explained that her team had calculated average costs by taking prices submitted by members for 2025 and consolidating them by pole size. For example, for a 50-foot pole, entries from multiple classes were averaged from three members so that each member had a single cost (averaged) listed for that pole size. The spreadsheet differentiated power companies in blue and communication companies in green and included average pricing at the bottom for various criteria. The committee was informed that the calculations detailed labor and material inputs column by column. The top row (row 7), in peach-colored cells, included the instructions on how to calculate the costs. The final column (Total Cost) at the very bottom, displayed overall average prices, highlighting that the average 50-foot pole cost for telecommunications companies was nearly double that of the overall (all members) average. Ms. Black stated that this exercise was created to show different options and prices, using power and telecommunications prices, and averaging them all. Ms. Black then asked for feedback.

Mr. Van Stryk raised a concern regarding the low reported Material Cost (FOB) of $300 for a 40-foot wood pole, noting that this figure resembled pricing from nearly two decades ago. He inquired whether AT&T and Frontier could provide the names of their suppliers and emphasized the need for supporting documentation to validate pricing submissions. Ms. Black responded that she would ask her team to find out and noted that she did not enter a class.

Ms. Black agreed that documentation and proof should be submitted and suggested that the SCJPC office should formally request supporting materials from each member to verify their reported prices. She emphasized this would help address concerns over inconsistencies in the future.

Mr. Van Stryk inquired if Ms. Black proposed implementing a review process for all submitted prices. Ms. Black noted that because the members chose to publish their own prices, there was no consolidated spreadsheet. Ms. Black mentioned that there is a lack of ownership of the data. She recommended that the committee evaluate each pricing element, such as Column 3, for *Digging and Erecting*, to establish consistent standards and reduce confusion across companies. In this example, Ms. Black pointed out that LADWP entered 17 hours, Pasadena entered 10 hours, and so on. Ms. Black suggested establishing an average amount of hours to be used by all members for *Digging and Erecting* and other columns for the pole prices spreadsheet.

Mr. Vuong responded that different labor rates, equipment, and geographic conditions make it difficult to establish a uniform number of hours or standardized prices. For example, the City of Azusa often requires manual hole digging due to rocky terrain, which increases labor costs.

Ms. Black clarified that such outlier conditions should fall under "authorized costs" and should not be included in the average price calculation. She added that there are authorized costs for using a crane, hand digging, digging through concrete, and similar circumstances. She reiterated that the goal of the SCJPC agreement is to establish mutually beneficial, shared costs for setting an average pole in an average location. She explained that the inclusion of authorized costs in pole prices may be the reason for discrepancies among members' pricing, due to confusion about what should and should not be included.

Mr. Bacon commented that, when reviewing the numbers, each power company; or base owner; has different labor rates and operational costs, making it extremely challenging to align on a single standard. Mr. Bacon provided an example from LADWP, noting that if the standard cost of setting a pole is $600, but it costs their company $950 to actually install that pole, they would need to set their rates accordingly to recover expenses.

Ms. Black clarified that the earlier example provided by the representative from Azusa referred to the use of specialized equipment, such as a crane, for pole installation. She stated that such costs should be treated as "authorized costs" and are not meant to be part of the base pole price. She pointed out that Section 1.2 Special Agreement could be applied for crane usage, which falls under authorized cost.

Ms. Black went on to explain that the intent of the SCJPC agreement is to support mutually beneficial pole construction. She noted that the instructions in the spreadsheet (row 7, the peach-colored row) emphasized "average" at every step, emphasizing that the calculations are not intended to make each member whole. Rather, they are designed to reflect shared average costs.

Ms. Black further clarified that the agreement was never intended to allow one company to pass along its internal business expenses, such as 401(k) contributions, insurance, operational structure, office costs, or administrative overhead, to other

members. She emphasized that these internal costs should not be charged to, or subsidized by, other members.

Mr. Van Stryk disagreed and noted that the concept of averaging costs is based on the idea that some pole installations are easier and others more difficult, which would ultimately balance out. He added that the goal is not to make a company whole, but theoretically, a company should be more or less be whole based on its ownership percentage. He did not believe there would ever be a standardized number of hours for digging and erecting, citing variations in crew sizes. For example, telecommunications and power companies often deploy crews of different sizes, with differing pay rates and responsibilities. One cannot expect a crew to operate with only two workers simply for billing purposes while the rest of the crew remains idle. Each worker contributes to the project, whether by managing materials, traffic control, or other support tasks.

Mr. Van Stryk referenced a reported example of 5.38 labor hours for one or two individuals at $150 per hour and questioned how many people were actually involved in digging the holes. He also pointed out that power companies, such as Vernon, might report 12 labor hours as the average amount of time required to dig a hole.

Ms. Black asked other members to chime in.

Ms. Black stated that it might be beneficial for two different average costs, one for telecommunications companies and another for power companies. She clarified that her intent was not to dictate staffing decisions for any organization but to promote a fair averaging process that reflects operational differences.

Mr. Van Stryk cautioned that asking for an average cost could be risky, particularly for base owners. He explained that if the agreed-upon average price ends up being too low, it may no longer be beneficial for some base owners to remain part of the committee. He offered a hypothetical scenario: a small company that only purchases a few hundred poles per year from retailers may not receive the same bulk pricing that a larger utility, such as Edison, would receive. Companies like Edison purchase in much higher volumes, their pole costs are likely much lower. Additionally, the logistics and delivery process may be more cost-effective for larger companies. If, for instance, Vernon has a lower pole cost than Edison and this lowers the overall average, Edison may find itself consistently undercompensated. Over time, this imbalance could prompt Edison, or any similarly affected member, to question the value of participating in the committee. In such a case, a company might choose to withdraw and instead negotiate separate, special agreements, requiring other members to pay the full amount.

Mr. Bacon stated that agreeing on a single average may not be practical due to the significant number of variables that differ from company to company. He pointed out that geographic location alone can greatly influence costs, for example, permitting fees vary widely depending on the area. Additionally, while the spreadsheet attempts to summarize core components such as direct labor, digging and erecting, transportation, and handling into a single total, the reality is that each company faces different levels of additional charges. These differences make it difficult to standardize pole pricing across the board. Mr. Bacon questioned whether Ms. Black was seeking consensus on a single average price that all members would be required to follow.

Ms. Black responded that this was one of the options worth discussing. She added that such an approach could also help streamline billing for the SCJPC office. For example, having just one agreed-upon price for a 40-foot power pole could simplify billing processes for the SCJPC office staff.

Mr. Treepaisan commented that there are a lot of variables and that the discussion felt like mixing apples and oranges. He noted that the variables involved labor hours, equipment use, and crew configurations. For instance, some companies might divide work among four to six crew members, while others may rely on rented equipment. Additionally, telecom and power linemen are often paid at significantly different rates, which further complicates standardization. Mr. Treepaisan commented that while the term “average” is frequently used, he thought that the discussion was mixing apples and oranges.

Mr. Treepaisan asked if Ms. Black was proposing documentation or proof for the numbers submitted by members.

Ms. Black clarified that she did not suspect any nefarious intent on the part of committee members. Rather, she believed there was some confusion or misinterpretation of the pole price calculation process and what the pricing elements were meant to represent. She observed that entries submitted by various companies demonstrated a range of approaches, which likely contributed to the inconsistencies.

Mr. Van Stryk agreed, stating that, for the most part, there were misunderstandings in calculating the pole prices.

Mr. Treepaisan commented on the "digging and erecting" category, noting that although it had been some time since he last reviewed the WATCH Manual, his understanding was that the manual essentially instructed members to derive their figures from that resource. He compared it to automotive repair guides, where a set number of hours is assigned to complete a specific task. Mr. Treepaisan asked Ms. Black whether she was suggesting a revision to that guidance and how she interpreted the method for calculating the average.

Mr. Bacon expressed concerns regarding charges associated with the Watch Manual. For example, if LADWP is setting a pole and transferring its facilities, they will hire a "WATCH command company" to set up cones, flags, and signage. These services come at a cost. Mr. Bacon questioned the fairness of expecting another utility, such as AT&T, to share that cost when they return later to transfer their own facilities, potentially hiring the same traffic control service.

Mr. Bacon noted that in many Joint Pole Authorizations (JPAs), he had seen charges listed for traffic management and design. However, each utility working on its own facilities should be responsible for its own permitting, fees, and traffic control services. In his opinion, these costs should not be shared.

Mr. Van Stryk commented that digging and erecting should not be include in the cost described by Mr. Bacon, as those charges are more appropriately classified as a Section 1.2 expense. Mr. Van Stryk noted that a traffic control charge is often added on a JPA, but he typically annotate that charge to clarify that unless the other party is providing traffic control during their transfer, City of Vernon will not share that cost. Essentially, the approach is to communicate that if a utility is replacing a pole and has traffic control set up for their work, they should inform the others so

they can coordinate and perform their transfer simultaneously under the same traffic control.

Mr. Van Stryk further explained that, in some cases, it is possible to simply move a vehicle out of the way and complete a transfer using the existing traffic control provided by the other party. However, generally, the opinion is that each utility must manage its own traffic control, and therefore sharing such costs is not appropriate.

Ms. Black commented that those costs should be included in the authorized costs not in the pole prices, if members do not think they should be a shared cost.

Ms. Black then asked Mr. Bacon if he wanted to delete the reference to the WATCH manual so it is no longer included in the pole price element.

Mr. Bacon clarified any change would require a formal motion and full consideration by the committee, but he thought that WATCH manual charges should be individual costs borne by the companies performing the work.

Mr. Vuong stated that there may be a distinction to consider. For example, the average cost could be calculated differently depending on the perspective, whether it is an average cost for a specific city like Azusa or an average cost across all members.

Mr. Ghilardi from Pasadena commented on the variability in costs depending on utility size and crew composition. He explained that some larger utilities might have a vacuum (vac) truck that digs a hole in about 20 minutes, often preparing all the holes before the crew arrives. In such cases, the digging crew might consist of only two people, and the utility bills for that portion of the work separately. Then, a full line crew arrives later to erect the pole and begin transferring facilities.

Mr. Ghilardi explained that in Pasadena, typically a four-person crew handles the entire job from start to finish. While some crew members are digging, others may be framing the pole or working on it simultaneously. Although costs might average out in the end, the options for digging vary greatly. Some utilities use equipment like a Digger Derrick, while others rely on hand digging. Some utilities might send a two-person digging crew the day before the main work, without traffic control, to prepare holes without billing for a full crew's time. Others might use a vac truck to dig numerous holes in the whole street in a single day. The variability in available equipment, crew makeup, and organizational structure significantly impacts the cost and approach.

Mr. Bacon provided an example where a company might charge $1,400 for installing fire wrap on the base of a pole. He questioned how other members could know whether such a price is fair or accurate. He asked whether a member should be required to justify what they are charging.

Mr. Van Stryk commented that authorized costs can be disputed, argued, and discussed. He added that the same could be done for pole prices, which the group is currently reviewing. If a cost falls under Section 1.2, members could reject it and state that they do not wish to pay. The two parties could then argue and negotiate until they reach an agreement.

Ms. Black explained that Southern California Edison (SCE) was the only utility who submitted fire wrap pole prices. These prices were approved for 2025 and included in the average cost calculations for each pole height in the spreadsheet that

AT&T California created. The goal was to calculate an average for each pole height. Ms. Black stated that SCE had submitted and published the Fire Mesh Wrap (FTW) wood pole prices for several years.

Ms. Ray asked Ms. Black whether AT&T California was requesting documentation to show where SCE had obtained their prices. Ms. Black responded that she was not singling out SCE but stated it would be a good idea for all members to "trust but verify." She emphasized that everyone should provide proof to justify their pricing, especially given the escalated costs.

Ms. Black stated that there had not been prior discussions about pole prices. She admitted to feeling uncomfortable raising the issue but explained that the matter had reached a point where it needed to be addressed, regardless of how uncomfortable it might be. She added that she had been nominated to bring the issue forward, and so she did.

Ms. Black also recalled an incident from a couple of years earlier in which a member's pole prices were questioned. Despite persistent inquiries, the member in question repeatedly insisted there was no error and offered no further clarification. That particular issue was ultimately dropped without resolution.

Mr. Van Stryk responded that he remembered the situation. He recalled that the cost from that member was high because it reflected the price they were given to perform the work. He expressed that he had no issue with discussing or questioning how members calculated their prices, although he suggested that such conversations might be more appropriate in a private setting before being elevated to the committee level. He noted that pricing impacts both purchasing and maintenance costs, so a more thorough review during pole price submissions would be beneficial.

Mr. Van Stryk asked for clarification from SCE on whether the fire wrap was considered an add-on or part of the pole's treatment. Ms. Ray clarified that the fire wrap was a treatment.

Mr. Bacon reminded the group of the meeting time limit and encouraged them to move forward with the discussion.

Mr. Bacon noted that each member set their own prices, and historically, there had been no requirement to justify those costs. The committee had operated in good faith, under the assumption that each member had run the numbers accurately and that their listed prices reflected actual costs. However, when reviewing submitted spreadsheets, there were significant discrepancies between companies regarding the cost of setting a pole and what was included in the pricing. Mr. Bacon stated that arriving at one number that worked for everyone was unlikely.

As a potential solution, Mr. Vuong suggested developing a cross-reference breakdown, where each member would provide itemized cost details. While others might not agree with the methodology used, he believed that having this level of transparency would allow for better understanding and validation. Mr. Bacon agreed that a detailed cost analysis would be needed to determine the average.

Ms. Black stated that there were many misunderstandings around how to generate the pole price and what should or should not be included. She clarified that it should not include secondary components or the number of arms. Ms. Black stated that the pole price should reflect only the mutually beneficial portion of the new pole, specifically, the cost to set the pole into the ground. This included the cost of the

material itself, transportation, and storage. However, any additional work, such as crossarms, transformers, or other pole-line hardware, should not be included in the base pole price, as those items benefitted only individual members and not all joint owners.

Mr. Ghilardi commented that those costs should be included in the pole price and gave an example: if it was a Smith Corner pole, it would affect the time required to set the pole.

Mr. Van Stryk and Ms. Black both commented that this was why they were discussing the use of an average. Mr. Van Stryk clarified that challenging installations might not be fully reimbursed under the average price, but simpler poles could help offset those costs over time.

Ms. Black reiterated that pole prices should include only the mutually beneficial portion of the work performed and should not include work that benefitted only one member. Mr. Bacon agreed. Ms. Black continued that if there was work that would benefit another member, such as transferring their equipment, there was an authorized cost for that work to be reimbursed. She reiterated that pole prices should reflect only the portion that was mutually beneficial to all joint owners of the pole.

Ms. Black acknowledged that the committee could not dictate how much any organization should pay its employees. For that reason, she emphasized the importance of establishing an average, as the committee was not in the business of directing internal operations. She believed that the average needed to be an industry average in order to be mutually beneficial.

Mr. Van Stryk responded that he understood the point being made but noted that creating a reasonable average might be easier for a larger company like Edison, which could potentially establish a consistent baseline across Southern California. However, he pointed out that for smaller utilities, or regions with many smaller utilities, the average would likely vary significantly. This variation was particularly true in areas such as material purchasing, where costs could differ based on specifications.

Mr. Van Stryk stated that Edison and LADWP might follow different wood pole specifications. He also emphasized that this issue was not limited to the current pole installation but would also impact future joint owners.

At that point, Mr. Bacon reminded the group that they needed to move on and asked if Ms. Black would like to follow up on the topic or continue the discussion at the following month's meeting.

Ms. Black responded affirmatively. She encouraged all members to take the discussion back to their respective teams for further conversation and expressed interest in continuing the dialogue in future meetings.

Agenda Item 3 – Item 1802: Review of Authorized Cost Calculations

Mr. Van Stryk stated that the group could skip this item and revisit it next month. One member had emailed and indicated that they did not perform the work. Mr. Van Stryk confirmed that this item would be tabled until next month.

Agenda Item 4 – Item 1803: Review of Authorized Tree Trimming Costs for Jointly Owned Space

Mr. Van Stryk stated that this item would be tabled until next month.

Agenda Items 5 - Review of Pole Prices (Yearly – Standing Agenda/Placeholder)

The committee will reopen this item in September 2025.

Agenda Item 6 - Review of Authorized Costs (Every two years – Standing Agenda/Placeholder)

The committee will reopen this item in September 2026.

Agenda Item 7 – Miscellaneous / New Item Numbers

Mr. Van Stryk asked if there were any other miscellaneous items. There were no questions or comments.

Agenda Item 8 – Review of Action Items

1. Item 1801: Review of Pole Price Calculations: Members were asked to go back to their respective teams to further discuss the review of pole price calculations.
2. Item 1802: Review of authorized cost calculations: Members were encouraged to submit their calculations for Item 1802, which pertained to authorized costs, in order to facilitate a more informed discussion.
3. Item 1803: Review of authorized tree trimming costs for jointly owned space:
    - Members who perform tree trimming should submit three separate cost breakdowns:
        1) Cost for trimming in the power space
        2) Cost for trimming in the communication space
        3) Cost for trimming around the base of the pole and in the climbing space (shared space).
    - Decide whether to pursue creating a unique item number for easier billing between joint members.

The meeting adjourned at 11:46 a.m. The next meeting is scheduled for June 18, 2025.

Transcribed by Angela Pranata – Committee Staff

2025 DEFINITIONS OF POLE PRICE ELEMENTS

1. **Pole Length** - Pole price elements are based upon the length, class of pole or groundline moment of pole set in a joint use situation.

2. **Direct Labor (Loaded)** – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.

3. **Transport and Handling** – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.

4. **Digging and Erecting** – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs. (revised 05/16/2017)

5. **Total Direct Labor (Loaded)** – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.

6. **Material Cost (F.O.B.) Pole** – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).

7. **Supply Expense** – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.

8. **Equipment Expense** – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.

9. **Engineering and Planning** – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).

10. **General and Administrative** – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.

11. **Total Cost** – The total cost to set/replace a jointly owned pole (shown in US dollars). Total cost also includes installation of pole tags and visibility strips. The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet. (Revised 10/20/2021).

12. **Total Number of Joint Poles Set and Billed** – This is the number of jointly owned poles set and billed by a member utility in the previous calendar year. The SCJPC provides the total number. (revised 11/17/2017)

2025 SCJPC POLE PRICE MATRIX WORKSHEET
For Wood Pole Set/ Replacement

Please submit to SCJPC by: October 31, 2024

SCJPC Member Utility submitting:

Company name & Member Code

Person completing worksheet:

Call Back Telephone Number & Email:

Select: **Weighted Average** ***** **Individual Costs** *****

1		2	3	4	5	6	7	8	9	10	11	12
Pole Length	**Pole Class**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost	Total # Joint Poles
		($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)	Set
25'		0	0	0	0						**0**	
30'		0	0	0	0						**0**	
35'		0	0	0	0						**0**	
40'		0	0	0	0						**0**	
45'		0	0	0	0						**0**	
50'		0	0	0	0						**0**	
55'		0	0	0	0						**0**	
60'		0	0	0	0						**0**	
65'		0	0	0	0						**0**	
70'		0	0	0	0						**0**	
75'		0	0	0	0						**0**	
80'		0	0	0	0						**0**	
85'		0	0	0	0						**0**	
90'		0	0	0	0						**0**	
95'		0	0	0	0						**0**	
100'		0	0	0	0						**0**	
110'		0	0	0	0						**0**	

NOTE: If the Expense for any of these columns (I.e. Columns #7,#8,#9 and #10) are already included within another defined expense column on the Pole Price Matrix categories [i.e. Direct Labor (loaded) or General & Administrative], use the appropriate designator listed below to show under which Price Matrix element those expenses are already included. Material cost must be provided to be included in pole prices. 05/16/2017

(*) Cost Included in Column #2
(**) Cost Included in Column #6
(***) Cost Included in Column #10
(*****) Please designate if you choose to publish your costs individually or be included in the weighted average

Due by:	October 31, 2024	*Please submit to angela@scjpc.net in Excel format <<<<*						
ENTER Member Code & Company Name:								
PLEASE DO NOT DELETE ANY ROWS ******** PLEASE DO NOT DELETE ANY ROWS ********** PLEASE DO NOT DELETE ANY ROWS**								
(1)	**(2)**	**(3)**	**(4)**	**(5)**	**(6)**	**(7)**	**(8)**	**(9)**
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($) (Formula)**	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost (Formula)**
POLE MAINTENANCE AND MISCELLANEOUS ----------								
1-Trenching/Moving 30'-35' WITH supply	**Power**			0				0
1-Trenching/Moving 40'-45' WITH supply	**Power**			0				0
1-Trenching/Moving 50'- 55' WITH supply	**Power**			0				0
1-Trenching/Moving 60'-65' WITH supply	**Power**			0				0
1-Trenching/Moving 70'-75' WITH supply	**Power**			0				0
1-Trenching/Moving 80'-85' WITH supply	**Power**			0				0
1-Trenching/Moving 90'-95' WITH supply	**Power**			0				0
1-Trenching/Moving 100' WITH supply	**Power**			0				0
2-Trenching/Moving 30'-35' WITHOUT supply	**Communication**			0				0
2-Trenching/Moving 40'-45' WITHOUT supply	**Communication**			0				0
2-Trenching/Moving 50'-55' WITHOUT supply	**Communication**			0				0
3-A- Lowering/Raising to Grade (one operation) 30'-35'	**Power**			0				0
3- Lowering/Raising to Grade (one operation) 40'-45	**Power**			0				0
3- Lowering/Raising to Grade (one operation) 50'-55	**Power**			0				0
3- Lowering/Raising to Grade (one operation) 60'-65'	**Power**			0				0
3- Lowering/Raising to Grade (one operation) 70-75'	**Power**			0				0
3- Lowering/Raising to Grade (one operation) 80'-85'	**Power**			0				0
3- Lowering/Raising to Grade 90'-95'	**Power**			0				0
3- Lowering/Raising to Grade (one operation) 100'	**Power**			0				0
3-B- Lowering/Raising to Grade (one operation) 30'-35'	**Communication**			0				0
3- Lowering/Raising to Grade (one operation) 40'-45	**Communication**			0				0
3- Lowering/Raising to Grade (one operation) 50'-55	**Communication**			0				0
3- Lowering/Raising to Grade (one operation) 60'-65'	**Communication**			0				0
3- Lowering/Raising to Grade (one operation) 70-75'	**Communication**			0				0
3- Lowering/Raising to Grade (one operation) 80'-85'	**Communication**			0				0
3- Lowering/Raising to Grade 90'-95'	**Communication**			0				0
3- Lowering/Raising to Grade (one operation) 100'	**Communication**			0				0
4-A- Straightening in Earth 30'-35'	**Power**			0				0
4- Straightening in Earth 40'-45'	**Power**			0				0
4- Straightening in Earth 50'-55'	**Power**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	Power or Communication or Both	Direct Labor (loaded)	Total Labor Hours	Total Direct Labor ($) (Formula)	Material Cost (FOB)	Equipment Expense	General & Admin	Total Cost (Formula)
4- Straightening in Earth 60'-65'	Power			0				0
4- Straightening in Earth 70'-75'	Power			0				0
4- Straightening in Earth 80'-85'	Power			0				0
4- Straightening in Earth 90'-95'	Power			0				0
4- Straightening in Earth 100'	Power			0				0
4-B- Straightening in Earth 30'-35'	Communication			0				0
4- Straightening in Earth 40'-45'	Communication			0				0
4- Straightening in Earth 50'-55'	Communication			0				0
4- Straightening in Earth 60'-65'	Communication			0				0
4- Straightening in Earth 70'-75'	Communication			0				0
4- Straightening in Earth 80'-85'	Communication			0				0
4- Straightening in Earth 90'-95'	Communication			0				0
4- Straightening in Earth 100'	Communication			0				0
5-A Removing From Service: Pulling (includes 1 hr pre-planning and engineering)	Both			0				0
5-B Removing From Service:Transporting	Both			0				0
5-C Removing From Service: Topping (based on cut and lowering of pole top)	Both			0				0
5-D Removing From Service: Disposal	Both			0				0
5-E Removing from service: Lowering	Both			0				0
5-F Removing From Service: Removal of steel truss (any size)	Both			0				0
6-A Pole Stubbing 8 Ft metal truss	Power			0				0
6-B Pole Stubbing 10-11 Ft metal truss	Power			0				0
6-C Pole Stubbing 11 Ft metal truss	Power			0				0
6-D Pole Stubbing 12 Ft metal truss	Power			0				0
6-E Pole Stubbing 13 Ft metal truss	Power			0				0
6-F Pole Stubbing 14 Ft metal truss	Power			0				0
6-G Pole Stubbing 15.5 Ftmetal truss	Power			0				0
6-H Pole Stubbing: Additional metal trusses (all sizes)	Power			0				0
6-I Pole Stubbing: Inaccessible to stubbing equipment (all sizes)	Power			0				0
7 - Intentionally left blank								
8-A Semi Cir. Pole Guards - Installation	Both			0				0
8-B Semi Cir. Pole Guards - Transfering	Both			0				0

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Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
9 Title: Hand Dig Pole Set/Hand Removal (does not apply to Sec 7.4 **or Item 19)** (revised 5/2024)								
9A Hand Dig Pole Set/Hand Removal: Pole set: Not accessible to digging equipment	**Both**			0				0
9B Hand Dig Pole Set/Hand Removal: Pole set/removal: Accessible with conflict-must specify nature of conflict on F48, F7, or F2	**Both**			0				0
9C Hand Dig Pole Set/Hand Removal: Pole removal not accessible to removal equipment (hand dig only removal) (justification is necessary)	**Both**			0				0
10 Title: Sidewalk/pavement repairs for placement, replacement, or removal of pole or anchor: (Permit and/or inspection fees, if any, are by special agreement) (See also JPR Section 19.6)								
10-A Cement break and temporary repair	**Both**			0				0
10-B Asphalt break & repair	**Both**			0				0
10-C Cement saw cut brk&repair-***based on 25 square feet***	**Both**			0				0
10-D Cement saw cut brk&rpr-***based on 50 square feet***	**Both**			0				0
10-E ADA accessible ramp	**Both**			0				0
11-Joint Rights of Way-***by special agreement***								
12-A-Reserved for future use								
12-B Pole Inspect/Treat-Partial Dig	**Power**			0				0
12-C Pole Inspect/Treat-Sound&Bore	**Power**			0				0
12-D Pole Inspect/Treat-Full Treatment	**Power**			0				0
12-E Pole Inspect/Treat-Reject	**Power**			0				0
Note: May only billed once every 5 years								
12-F Pole Inspect/Treat-Re-inspection of reinforced poles (may only be billed once every 10 years)	**Power**			0				0
13-A Pole/anchor access obstructions: Clearing poles in State Responsibility area (Includes cost of contractor to perform activity and post Quality Control inspection)	**Power**			0				0
13-B Pole/anchor access obstructions: Removal of vegetation to facilitate the placement/replacement/removal of a pole	**Both**			0				0

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Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($) (Formula)**	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost (Formula)**
13-C Pole/anchor access obstructions: All other by Special Agreement Section 1.2 such as landscape/hardscape restoration written estimate required.								
13-D Traffic Control (By Special Agreement Section 1.2)								
14-A Failure to final JPA Administrative Fee (per pole cost) including correction of records	**Both**			0				0
14-B Failure to final JPA Administrative Fee (per pole cost) - Field verification only	**Both**			0				0
14-C JPA Administrative Fee (per pole cost) - Failure to Submit Pole Loading by Unauthorized Member (see Sec 4.1)								
15-A Pole Marking - Maintenance items only - Re-Tagging	**Both**			0				0
15-B Pole Marking - Maintenance items only- Replacing Visibility Strips	**Both**			0				0
16-A Backhoe 2/hr mininum	**Both**			0				0
16-B Backhoe - each additional Hour (inclusive operator & truck)	**Both**			0				0
17 Title: Wood Pole Fiberglass wrap restoration:								
17-A Wood pole fiberglass wrap-pole set in dirt(8-ft Standard)	**Power**			0				0
17-B Wood pole fiberglass wrap-pole in asphalt-(inc $140 Asphalt/8-ft standard)	**Power**			0				0
17-C Wood pole fiberglass wrap-pole set in concrete-(inc $245 concrete/8-ft standard)	**Power**			0				0
17-D Wood pole fiberglass wrap-Additional foot exceeding 8-ft standard	**Power**			0				0
18-A ModPole Material & Installation 9'	**Power**			0				0
18-B ModPole Material & Installation 14'	**Power**			0				0
18-C ModPole Material & Installation 18'	**Power**			0				0
19-A Costs for cut & kick: Pole placement located on street without riser and/or equipment ***	**Power**			0				0
19-B Costs for cut & kick: Pole placement located on street with riser and/or equipment ***	**Power**			0				0
19-C Costs for cut & kick: Pole placement on rear property with or without riser and/or equipment not accessible to digging equipment ***	**Power**			0				0

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Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($) (Formula)**	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost (Formula)**
19-D Costs for cut & kick: Pole placement located on street without riser and/or equipment ***	**Communication**			0				0
19-E Costs for cut & kick: Pole placement located on street with riser and/or equipment ***	**Communication**			0				0
19-F Costs for cut & kick: Pole placement on rear property with or without riser and/or equipment not accessible to digging equipment ***	**Communication**			0				0
TRANSFER COSTS GUY WIRES ----------								
20-Guy wires - transfer (overhead, span, arm, or anchor) including insulator if used:								
20- A All types and sizes, each end	**Power**			0				0
20- B Sidewalk anchor guys (pipe brace and fittings, all sizes) Note: When necessary to relocate a guy insulator, add the following to above costs:	**Power**			0				0
20-C Insulator relocation	**Power**			0				0
20- D All types and sizes, each end	**Communication**			0				0
20- E Sidewalk anchor guys (pipe brace and fittings, all sizes) Note: When necessary to relocate a guy insulator, add the following to above costs:	**Communication**			0				0
20-F Insulator relocation	**Communication**			0				0
TRANSFER COSTS - POWER CIRCUITS ----------								
21 Crossarms - raising, lowering, or transferring of all size crossarms whether in flat, vertical, sidearm or triangular configuration, including the insulators:								
21 - A 0-7.5 kv single Arm (includes service arm)	**Power**							
Transfer Arm	**Power**			0				0
Transfer Conductor (splicing required)	**Power**			0				0
Transfer Conductor (no splicing)	**Power**			0				0
21 - B 0-7.5 kv double arm	**Power**							
Transfer Arm	**Power**			0				0
Transfer Conductor (splicing required)	**Power**			0				0
Transfer Conductor (no splicing)	**Power**			0				0
21 - C 0-7.5 kv double arm with reinforcing bracket	**Power**							
Transfer Arm	**Power**			0				0

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Item Number (please do not delete any rows)	Power or Communication or Both	Direct Labor (loaded)	Total Labor Hours	Total Direct Labor ($) (Formula)	Material Cost (FOB)	Equipment Expense	General & Admin	Total Cost (Formula)
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - D 0-7.5kv sidearm - single	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - E 0-7.5kv sidearm - double	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - F 7.6-15kv single arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - G 7.6-15kv double arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - H 7.6-15kv sidearm - single	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - I 7.6-15kv sidearm - double	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - J 16-34kv single arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - K 16-34kv double arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0

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Item Number (please do not delete any rows)	Power or Communication or Both	Direct Labor (loaded)	Total Labor Hours	Total Direct Labor ($) (Formula)	Material Cost (FOB)	Equipment Expense	General & Admin	Total Cost (Formula)
21 - L 16-34kv double arm with reinforcing bracket	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - M 16-34kv sidearm - single	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - N 16-34kv sidearm - double	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - O 66-115kv single arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - P 66-115kv double arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0
21 - Q 66-115kv steel arm	Power							
Transfer Arm	Power			0				0
Transfer Conductor (splicing required)	Power			0				0
Transfer Conductor (no splicing)	Power			0				0

NOTE: Add Item 24 for bonding cost.

NOTES CONCERNING ITEMS 21 AND 22:
For strain dead ends on arm, omit specified conductor cost and add Item 22. For Close Buck (Smith Corner) construction, cost of transferring corner arm bracing is extra by field agreement. In triangular or vertical configuration, when circuits are of different voltage or different type of conductor support, apply arm cost for higher voltage involved and respective conductor cost according to voltage. Where circuits are of different ownership, the utility transferring arms and its own circuit will apply both costs.

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
22 Dead ends - on arm or direct to pole, per each dead end, any conductor size:								
22-A 0-750 volt secondary	**Power**			0				0
22-B 750-7,500 volt primary	**Power**			0				0
22-C 7.6-115kv - 1 or 2 strain insulators	**Power**			0				0
22-D 7.6-115kv - 3 or 4 strain insulators	**Power**			0				0
22-E 7.6-115kv - 5 or 6 strain insulators	**Power**			0				0
NOTE: For dead ends on arm, add the cost of appropriate arm listed under Item 21. Add Item 24 for bonding cost								
23 Changing type of construction – horizontal to vertical, triangular to horizontal, vertical to horizontal, etc.: (labor cost only - additional arms are extra)								
23-A Flat to vertical 7.5-115kv single arm per pole	**Power**			0				0
23-A1 Triangular to Flat 7.5-115kv single arm per pole	**Power**			0				0
23-A2 Vertical to Flat 7.5-115kv single arm per pole	**Power**			0				0
23-B Flat to vertical 7.5-115kv double arm per pole	**Power**			0				0
23-B1 Triangular to Flat 7.5-115kv double arm per pole	**Power**			0				0
23-B2 Vertical to Flat 7.5-115kv double arm per pole	**Power**			0				0
NOTE: Cost of rebonding is included in above prices. Section 1.2 (signed JPA) is required to charge item 23. edited 11/16/2022								
24 - A Bonding Per Pole: Single circuit-all voltages	**Power**			0				0
24 - B Bonding Per Pole: Double circuit-all voltages	**Power**			0				0
25 - Ground Wire, Incl. protective covering	**Power**			0				0
26 - Pole Top Switches(oil or Open Air) *Price by field agreement Section 1.2 (cost to be estimated and agreed to by field engineers)* *edited 11/16/2022*								
27 - A Racks & brackets-secondary/3-4 wire to pole	**Power**			0				0
Plus Conductor ea.	**Power**			0				0
27 - B Bracket, Triplex	**Power**			0				0
Plus Triplex conductor	**Power**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
NOTE: If rack or bracket supports service drops only, omit specified line conductor cost and add Item 28. If service drops originate from line conductors, Item 28 is additional.								
28 - A Service Conductors - Transferring, raising or lowering: #4 conductor of smaller (all service conductors). Edited 11/16/2022	**Power**			0				0
28 - B Service Conductors - Transferring, raising or lowering: Larger than #4 conductor (all service conductors). Edited 11/16/2022	**Power**			0				0
28 - C Service Conductors - Transferring, raising or lowering: Triplex/Quadruplex service conductors. Edited 11/16/2022	**Power**			0				0
29- A Transformers 1-1/2 to 25 KVA each	**Power**			0				0
29- B Transformers 30 to 167 KVA each	**Power**			0				0
29- C Mounting Brackets, two transformers	**Power**			0				0
NOTE: Section 1.2 (signed JPA) is required to charge item 29. If two transformers are on the same arm, deduct $99 from the total; if three transformers are on the same arm, deduct $246 from the total. Edited 11/16/2022								
30-A Capacitors/capacitor bank switched	**Power**			0				0
30-B Capacitors/capacitor bank non-switched	**Power**			0				0
31-A Street Lights Ctr Susp type-span end	**Power**			0				0
31-B Street Lights Ctr Susp type-Feed end	**Power**			0				0
31-C Street Lights Gooseneck or brket type open wire	**Power**			0				0
31-D Street Lights Gooseneck or brket type Conduit on pole	**Power**			0				0
31-E Street Lights Mast arm type	**Power**			0				0
31-F Street Lights Pole top pin and insulator-single	**Power**			0				0
31-G Street Lights Pole top pin and insulator-Double	**Power**			0				0
32 Meter of Time Switch Control Box (Price by field agreement)								
33-A Support single insulator fiberglass	**Power**			0				0
33-B Support Double insulator fiberglass	**Power**			0				0
33-C Support Triple insulator fiberglass	**Power**			0				0
33-D Support Pole Top insulator fiberglass	**Power**			0				0

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34 Support, single deadend fiberglass	**Power**			0				0
35-A Insulator mounting brkets-single(vertical or horizontal)	**Power**			0				0
35-B Insulator mounting brkets-Double(vertical)	**Power**			0				0
35-C Insulator mounting brkets-Single, over 40KV	**Power**			0				0
36-A Steel crossarm,Squirrel cage brkt inc. insulator-Single	**Power**			0				0
36-B Steel crossarm,Squirrel cage brkt inc. insulator-Double	**Power**			0				0
37- Double circuit side mount insulators-Dreyfuss Sunburst	**Power**			0				0
38- Insulator assembley bracket for endarm mountings	**Power**			0				0
NOTE: Refer to Item 21 for conductor cost								
49- Transferring, raising or lowering of power line equipment not listed: Specify under this item number the nature thereof and the agreed cost. *(special agreement)*								
TRANSFER COSTS - COMMUNICATION CIRCUITS ----------								
74-Semi-circular cable guard ("U" guard): transferring	**Communication**			0				0
75. Guardarms - transferring, raising, or lowering, per arm (single/double). Edited 11/16/2022	**Communication**			0				0
78. Drive hook with wedge grip unit ("P" tie), either single drop wire or multiple drop wire including conductor - up to three wedge grips unit. Edited 11/16/2022.	**Communication**			0				0
79-Multiple Distribution Service Wire on line pole	**Communication**			0				0
81-"C" rural wire (1 pair) - in line or on dead-end pole. Edited 11/16/2022	**Communication**			0				0
82-A Cable arm w/ 1 cable, transferring, raising, or lowering - Single arm Edited 11/16/2022	**Communication**			0				0
82-B Cable arm w/ 1 cable, transferring, raising, or lowering - Double arm Edited 11/16/2022	**Communication**			0				0
82-C Cable arm w/ 1 cable, transferring, raising, or lowering - Extension arm("F" or alley arm)	**Communication**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
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82-D Cable arm w/ 1 cable, transferring, raising, or lowering -Additional cable (on separate messenger) on same arm	**Communication**			0				0
NOTE: The above prices do not include cable terminals.								
83-A Cable attached direct to pole (complete)	**Communication**			0				0
83-B Cable attached (additional work required) (new item)	**Communication**			0				0
84- Messenger reinforcing units - strap or link each. Edited 11/16/2022	**Communication**			0				0
85-A Messenger without cable-transferring, raising, or lowering-single arm. Edited 11/16/2022	**Communication**			0				0
85-B Messenger without cable-transferring, raising, or lowering-Double arm. Edited 11/16/2022	**Communication**			0				0
85-C Messenger without cable-transferring, raising, or lowering-Extension arm("F" or alley arm)	**Communication**			0				0
85-D Messenger without cable-transferring, raising, or lowering-Direct to Pole	**Communication**			0				0
86-Messenger dead end, all sizes-with or without cable	**Communication**			0				0
87-A Cable Terminal transfer (pole to pole, no splicing)-Distribution Cable terminal (25x - 50x)	**Communication**			0				0
87-B Cable Terminal transfer (pole to pole, no splicing)-Feeder Distribution Interface	**Communication**			0				0
87-C Cable Terminal transfer (pole to pole, no splicing)-Pole seat or balcony	**Communication**			0				0
88-Multiple Distribution Wire terminal Transfer	**Communication**			0				0
89. Cable terminal replacement (cost to place new terminal and remove old terminal, including splicing due to replacement of pole at location to which existing terminal cannot be transferred):								
89-A Cable terminal replacement - All types terminals except Ready Access 25 pair or less	**Communication**			0				0
89-B Cable terminal replacement Ready Access 24 Pair or less	**Communication**			0				0
89-C Cable terminal replacement- Ready Access 24 Pair - 50 Pair	**Communication**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
NOTE-When necessary to use multiple distribution stub, add the following to cost above;								
89-D Cable terminal replacement- Multiple Distribution Stub for Ready Access type	**Communication**			0				0
NOTE-Costs of drop and/or line pair rearrangements and cable transfer are not included in the above prices and are added only when cost of transfer is made applicable under the Routine. For replacement of terminals larger than 50 pair, the cost is to be billed under Item #109.								
91-A Cable Splicing/per splice/per pair=18 pair	**Communication**			0				0
91-B Cable Splicing/per splice/per pair=25 pair	**Communication**			0				0
91-C Cable Splicing/per splice/per pair=50 pair	**Communication**			0				0
91-D Cable Splicing/per splice/per pair=100 pair	**Communication**			0				0
91-E Cable Splicing/per splice/per pair=200 pair	**Communication**			0				0
91-F Cable Splicing/per splice/per pair=300 pair	**Communication**			0				0
91-G Cable Splicing/per splice/per pair=400 pair	**Communication**			0				0
91-H Cable Splicing/per splice/per pair=600 pair	**Communication**			0				0
91-I Cable Splicing/per splice/per pair=700 pair	**Communication**			0				0
91-J Cable Splicing/per splice/per pair=800 pair	**Communication**			0				0
91-K Cable Splicing/per splice/per pair=900 pair	**Communication**			0				0
91-L Cable Splicing/per splice/per pair=1200 pair	**Communication**			0				0
Note: Splice enclosure disassemble/re-assemble cost embedded in prices listed above. **NOTE**: if two splices are required, then the above amounts are doubled, plus the cost of the cable needed to enable the splicing process. Installation costs will be called out separately. Section 1.2 to be utilized if costs exceed those called out above.								
92 - Cable risers, including pipe and molding each	**Communication**			0				0
93 - Underground and terminal facilities: Where the location of a pole makes reconstruction of cable plant necessary, the engineer is to estimate the cost (exclusive of material) and include same under this item number in the billing. (Sec 1.2 by special agreement)								
94-A-1 Fiber Optic Splicing/testing Fusion-24 strand	**Communication**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
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94-A-2 Fiber Optic Splicing/testing Fusion-48 strand	**Communication**			0				0
94-A-3 Fiber Optic Splicing/testing Fusion-60 strand	**Communication**			0				0
94-A-4 Fiber Optic Splicing/testing Fusion-72 strand	**Communication**			0				0
94-A-5 Fiber Optic Splicing/testing Fusion-96 strand	**Communication**			0				0
94-A-6 Fiber Optic Splicing/testing Fusion-144 strand	**Communication**			0				0
94-A-7 Fiber Optic Splicing/testing Fusion-288 strand	**Communication**			0				0
94-A-8 Any size above and beyond by special agreement Section 1.2								
97-Transfer meter curcuit breaker box/disconnect box	**Communication**			0				0
109-Transferring, raising, or lowering of wireless equipment or communication equipment not listed: Specify under this item number the nature thereof and the agreed cost under Section 1.2.								
INSTALLATION COSTS - GUYS AND ANCHORS ----------								
110 - A Guy wire complete Make-up-overhead, span, or arm guy	**Power**			0				0
110 - B Guy wire complete Make-up-Anchor guy	**Power**			0				0
110 - C Guy wire comp. Make-up-Cutting-in insulator in exist guy	**Power**			0				0
110 - D Guy wire comp. Make-up-Attaching span guy to interset pole	**Power**			0				0
110 - E Guy wire comp. Make-up-Guy guards	**Power**			0				0
110 - F Guy wire complete Make-up-overhead, span, or arm guy	**Communication**			0				0
110 - G Guy wire complete Make-up-Anchor guy	**Communication**			0				0
110 - H Guy wire comp. Make-up-Cutting-in insulator in exist guy	**Communication**			0				0
110 - I Guy wire comp. Make-up-Attaching span guy to interset pole	**Communication**			0				0
110 - J Guy wire comp. Make-up-Guy guards	**Communication**			0				0
NOTE: Where it is necessary to reattach the guy at pole or anchor end, due to cutting-in an insulator, the cost of relative Sub-Item 20 is to be added.								
111 - A Anchors-expanding plate(Hand Dig)	**Both**			0				0
111 - B Anchors-expanding plate(Truck access)	**Both**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	Power or Communication or Both	Direct Labor (loaded)	Total Labor Hours	Total Direct Labor ($) (Formula)	Material Cost (FOB)	Equipment Expense	General & Admin	Total Cost (Formula)
111 - C Anchors-PISA screw anchor	**Both**			0				0
111 - D Anchors-Hydraulically driven (mantaray)	Both			0				0
111 - E Anchors-Concreting an anchor	**Both**			0				0
111 - F Anchors-Sale of abondoned anchor to another utility-all sizes	**Both**			0				0
111 - G Anchors-Existing anchor purchase (Rear property)	**Both**			0				0
111 - H Anchors-Existing Anchor Purchase (street/alley)	**Both**			0				0
NOTE: Actual size of anchor needs to be noted on JPA along with the appropriate item number for type. Items 111 (g), and (h) are calculated at 70% of Item 111 (a) and (b) respectively.								
112 - A Sidewalk anchor fittings-2" pipe brace & fittings	**Both**			0				0
112 - B Sidewalk anchor fittings-2 1/2" pipe brace & fittings	**Both**			0				0
112 - C Sidewalk anchor fittings-3" pipe brace & fittings	**Both**			0				0
112 - D Sidewalk anchor fittings-Sale of abandoned pipe brace &fittings to another utility-all sizes	**Both**			0				0
NOTE: For anchor and rod, include relative Item under 111. For guy wire, include relative Item under 110. For transfer of guy wire or sidewalk fitting see Item 20.								
115 - A Heel/toe bracing pole-with treated wood blocks, new pole	**Both**			0				0
115 - B Heel/toe bracing pole-with treated wood blocks, existing pole	**Both**			0				0
115 - C Heel/toe bracing pole-with fiberglass blocks, new pole	**Both**			0				0
115 - D Heel/toe bracing pole-with fiberglass blocks, existing pole	**Both**			0				0
116 - A Breast blocking only, new or existing pole-w/treated wood block	**Both**			0				0
116 - B Breast blocking only, new or existing pole-w/concrete block	**Both**			0				0
116 - C Breast blocking only, new or existing pole-w/fiberglass block	**Both**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
119 - Installation of special guy equipment not listed: Specify under this item number the nature thereof and the agreed cost (Section 1.2).								
INSTALLATION COSTS - POWER CIRCUITS ----------								
120 Crossarms, standard line (pins and insulators are extra): These are costs for installation or attachment to existing (For attachment to existing, use arm cost only)								
120 - A 0-7.5KV single **WOODEN** arm	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - B 0-7.5KV Double **WOODEN** arm	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - C 0-7.5KV Double **WOODEN** arm with reinforcing brackets	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - D 0-7.5KV **WOODEN** Sidearm-single	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - E 0-7.5KV **WOODEN** Sidearm-Double	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - F 7.6-15KV Single **WOODEN** arm	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - G -7.6-15KV Double **WOODEN** arm	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 - H -7.6-15KV **WOODEN** Sidearm-single	**Power**			0				0
CF ARM	**Power**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	Power or Communication or Both	Direct Labor (loaded)	Total Labor Hours	Total Direct Labor ($) (Formula)	Material Cost (FOB)	Equipment Expense	General & Admin	Total Cost (Formula)
Plus conductor	**Power**			0				0
120 - I 7.6-15KV **WOODEN** Sidearm-Double	**Power**			0				0
CF ARM	**Power**			0				0
Plus conductor	**Power**			0				0
120 -J Crossarms-**WOODEN**, standard line-16-115KV Single arm	**Power**			0				0
CF ARM	**Power**			0				0
16-34KV	**Power**			0				0
66-115KV	**Power**			0				0
120 -K Crossarms-**WOODEN**, standard line-16-115KV Double arm	**Power**			0				0
CF ARM	**Power**			0				0
16-34KV	**Power**			0				0
66-115KV	**Power**			0				0
120 -L Crossarms-**WOODEN**, standard line-16-115KV Double arm w/rein brckets	**Power**			0				0
CF ARM	**Power**			0				0
16-34KV	**Power**			0				0
66-115KV	**Power**			0				0
120 -M Crossarms-**WOODEN**, standard line-16-115KV Sidearm single	**Power**			0				0
CF ARM	**Power**			0				0
16-34KV	**Power**			0				0
66-115KV	**Power**			0				0
120 -N Crossarms-**WOODEN**, standard line-16-115KV Sidearm Double	**Power**			0				0
CF ARM	**Power**			0				0
16-34KV	**Power**			0				0
66-115KV	**Power**			0				0
NOTE: For dead end on arms, omit the specified conductor cost and add Item 123. For Close Buck (Smith Corner) construction, the cost of installing corner arm bracing is extra by field Agreement. See Items 122 and 123 for insulator cost and Item 24 for bonding cost.								

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
121. Pole top extensions, including arms (pins and insulators are extra):								
121 -A Pole top extensions, including arms: 6-7 ft extension (extension complete)	**Power**			0				0
Plus conductor each	**Power**			0				0
121 -B Pole top extensions, including arms:8-9 ft extension (extension complete)	**Power**			0				0
Plus conductor each	**Power**			0				0
NOTE: Price for extensions of other lengths to be by field agreement. Where existing conductors are Raised, apply specified conductor cost; the cost of raising pins and insulators in such cases shall not be included. See Item 122 for insulator cost and Item 24 for bonding cost.								
122 -A Insulators including pins and hardware: 0-7.5kV pin type, each	**Power**			0				0
122 -B Insulators including pins and hardware: 11 or 16kV pin type each	**Power**			0				0
122 -C Insulators including pins and hardware: 34kV pin type each	**Power**			0				0
122 -D Insulators including pins and hardware: 66kV pin type each	**Power**			0				0
122 -E Insulators including pins and hardware: 11 and 16kV post type each	**Power**			0				0
122 -F Insulators including pins and hardware: 34kV post type each	**Power**			0				0
122 -G Insulators including pins and hardware: 66KV post type each	**Power**			0				0
122 -H Insulators including pins and hardware: 34-115kV suspension (strain) type, each insulator	**Power**			0				0
123. Dead ends, on arm or direct to pole, per each strain dead end:								
123 -A 0-750 volt seconday	**Power**			0				0
123 -B 750-7,500 volt primary	**Power**			0				0
123 -C 11 or 16KV-1 strain insulator	**Power**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	Power or Communication or Both	Direct Labor (loaded)	Total Labor Hours	Total Direct Labor ($) (Formula)	Material Cost (FOB)	Equipment Expense	General & Admin	Total Cost (Formula)
123 -D 11 or 16KV-2 strain insulators	Power			0				0
123 -E 34kv - 4/0 conductor or smaller - 2 insulators	Power			0				0
123 -F 34kv - 4/0 conductor or smaller - 3 insulators	Power			0				0
123 -G 34kv - larger than 4/0 conductor - 3 insulators	Power			0				0
123 -H 66 to 115kv - 4/0 conductor or smaller – 4 insulators	Power			0				0
123 -I 66 to 115kv - larger than 4/0 conductor - 4 insulators	Power			0				0
123 -J 750-7500 volt primary silicone insulators	Power			0				0
123 -K 34KV – silicone insulators	Power			0				0
NOTE:								
Add $74 for each additional insulator on items (c) to (d).	Power			0				0
Add $165 for each additional insulator on items (e) to (f).	Power			0				0
Add $180 for each additional insulator on item (g).	Power			0				0
Add $246 for each additional insulator on item (h).	Power			0				0
Add $262 for each additional insulator on item (i). See Item 120 for cost of arms.	Power			0				0
124 -A Racks/Brackets,secondary-Rack, 3 or 4 wire - direct to pole	Power			0				0
124-A Plus conductor each	Power			0				0
124 -B Racks/Brackets,secondary - Bracket, triplex	Power			0				0
124-B Plus triplex conductor each	Power			0				0
125 - Ground assembly, complete	Power			0				0
Note:For secondary neutral ground, this item is to be used only by those utilities that have executed agreements for the installation of grounds.								
126-A Support: single insulator, fiberglass	Power			0				0
126-B Support: Double insulator, fiberglass	Power			0				0
126-C Support: Triple insulator, fiberglass	Power			0				0
126-D Support: Pole Top insulator, fiberglass	Power			0				0
127 Support, single dead end fiberglass	Power			0				0
128-A Insulator mounting bracket-single(vertical or horizontal)	Power			0				0
128-B Insulator mounting bracket-Double(vertical)	Power			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
128-C Insulator mounting bracket-Single over 40KV	**Power**			0				0
129-A Steel Crossarm, squirrel cage brcket, including insulator-Single	**Power**			0				0
129-B Steel Crossarm, squirrel cage brcket, including insulator-Double	**Power**			0				0
130 Double circuit sidemount insulators-Dreyfuss sunburst	**Power**			0				0
131 Insulator assembly bracket for endarm mounting	**Power**			0				0
132-A mounting bracket: two transformers	**Power**			0				0
132-B mounting bracket: three transformers	**Power**			0				0
NOTE: Refer to Item 120 for conductor cost.								
149 - Installation of power line equip. not listed-Special Agreement 1.2.								
INSTALLATION COSTS - COMMUNICATION CIRCUITS ----------								
159-Semi-circular cable guard ("U" guard): installation	**Communication**			0				0
160. Crossarms: (For installation or attachment to existing with service wire only):								
160-A Crossarms-single wood service	**Communication**			0				0
160-B Crossarms-Double wood service	**Communication**			0				0
160-C Crossarms-Composite Fiberglass Arm	**Communication**			0				0
160-D Crossarms-Attach to existing arm **no charge**	**Communication**							
161. Guard arms: (For installation or attachment to existing with service wire only):								
161-A Guard arms-single wood service	**Communication**			0				0
161-B -Guard arms-Double wood service	**Communication**			0				0
161-C -Guard arms-Composite Fiberglass	**Communication**			0				0
163. Drive hook with wedge grip unit ("P" tie), either single drop or multiple drop wire, including conductor:								
163 - A Drive hook with one wedge grip unit	**Communication**			0				0
163 - B Additional wedge grip units on same hook, each	**Communication**			0				0

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
164 - A Cable arm(install or attch to existing)-Single **WOOD** arm W/one cable	**Communication**			0				0
CF ARM	**Communication**			0				0
164 - B Cable arm(install or attch to existing)-Double **WOOD** arm W/one cable	**Communication**			0				0
CF ARM	**Communication**			0				0
164 - C Cable arm(install or attch to existing)-Extension **WOOD** arm W/one cable	**Communication**			0				0
CF ARM	**Communication**			0				0
164 - D Cable arm(install or attch to existing)-Additional cable(on separate messenger) on same arm	**Communication**			0				0
164 - E Cable arm(install or attch to existing)-Attach to existing cable arm-**NO CHARGE**								
165 - Cable attached direct to interset pole, each	**Communication**			0				0
166 - A Messenger reinforcing units-reinforcing strap ea.	**Communication**			0				0
167 - A Messenger without cable - single arm	**Communication**			0				0
167 - B Messenger without cable - Double arm	**Communication**			0				0
167 - C Messenger without cable - Extension arm ("F" or Alley arm)	**Communication**			0				0
167 - D Messenger without cable - Direct to pole	**Communication**			0				0
167 -E Messenger without cable - additional messenger	**Communication**			0				0
168 - Multiple distribution service wire attached to pole or arms	**Communication**			0				0
169 -Protective covering - wood or plastic: (Box guard) Street light stds. (marbelite or metal), each location	**Communication**			0				0
NOTE: Billing is optional, depending on policy of utility.								
170 - Bonding to secondary neutral ground, per pole	**Communication**			0				0
199-Installation of wireless equipment or communication equipment not listed: *Specify under this item number the nature thereof and the agreed cost under Section 1.2.*								
Matrix reviewed by Authorized Committee & Approved by the Administrative Board on 11/16/2022		**LEGEND:**		= Do not enter price				
				= Title, do not enter price				

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Item Number (please do not delete any rows)	**Power or Communication or Both**	**Direct Labor (loaded)**	**Total Labor Hours**	**Total Direct Labor ($)** (Formula)	**Material Cost (FOB)**	**Equipment Expense**	**General & Admin**	**Total Cost** (Formula)
				= Notes, do not enter price				

Column/Element Definitions

Column 1: *Item number and definition.*
Authorized Cost item number, and description.

Column 2: *Power/Communication/Both*
This column pertains to either power or communication or both. If POWER or COMMUNICATION is designated, than only a power or communication utility may propose a cost. If BOTH is designated, than either type utility may propose a cost.

Column 3: *Direct Labor (loaded)*
The average non-premium hourly rate of field workmen that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is average between the high and low hourly rate of the labor classification (or title) directly involved in this transaction/operation.

Column 4: *Total Labor Hours*
The average amount of time (in hours and/or quarter-hour increments) directly related to the workmen who perform this transaction/operation.

Column 5: *Total Direct Labor*
This is calculated by multiplying the Direct Labor (loaded) in column 3 times Total Labor Hours in column 4.

Column 6: *Material Cost (FOB)*
The average material expense (includes sales tax, and transportation costs) purchased for this transaction/operation.

Column 7: *Equipment Expense*
The expense of the equipment directly used in this transaction/operation. The expenses should include fuel, oil, and average maintenance costs. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General Administrative), please notate under which pricing element these costs are already included.

Column 8: *General and Administrative*
The average expense for additional labor (direct clerical support, direct supervision of the field crew, and indirect supervision of the crew) performing the transaction/operation. This is usually derived or calculated as a percentage of Direct Labor Rate.

Column 9: *Total Cost*
The total cost is calculated by summing the dollar values in columns #5, #6, #7, and #8.

***** 08/16/2016: Item 19 authorized cost calculation is determined by:**
1. Labor required in preparation to relocate top portion of the old pole.
2. Relocation and support of the top portion of the old pole.
3. Include the cost associated with supporting cables and conductors.

Outlook

AVERAGE wood pole price data to discuss at the next meeting

From Angela Pranata <angela@scjpc.net>
Date Fri 5/16/2025 2:40 PM
To aaska@anaheim.net <aaska@anaheim.net>; Alex Parra <AParra@riversideca.gov>; April.Debarge@sce.com <April.Debarge@sce.com>; ATC.OutdoorDAS@americantower.com <ATC.OutdoorDAS@americantower.com>; Ben Coffey <bcoffey@banningca.gov>; DAILEY (AT&T CA), TODD M DAILEY <td3494@att.com>; Daniel Lippert <DLippert@burbankca.gov>; David Campo <D_Campo@ci.lompoc.ca.us>; Heidi Seropian <hseropian@extenetsystems.com>; Hien Vuong (Azusa) <hvuong@azusaca.gov>; John Vu <JVu@anaheim.net>; Bacon John R. <John.Bacon@ladwp.com>; Joint Pole BURBANK <JointPole@burbankca.gov>; BLACK, KAY R <kb6314@att.com>; Linda McLean <lmclean@extenetsystems.com>; Marco Murillo <marco.murillo@verizonwireless.com>; Megan Stewart <Megan.Stewart@ftr.com>; Nick Van Stryk (Vernon) <nick@petrellielectric.com>; pb4420@att.com <pb4420@att.com>; Torbati, Iman <ITorbati@ci.vernon.ca.us>
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2 attachments (93 KB)
2025 DEFINITIONS OF POLE PRICE ELEMENTS.docx; EXAMPLE AVERAGE POLE PRICES- POWER VS TELCO- WOOD r1.xlsx;

Good afternoon to SCJPC Members,

I am forwarding this message at the request of Kay Black - AT&T California (member code HLA, HSO, T).

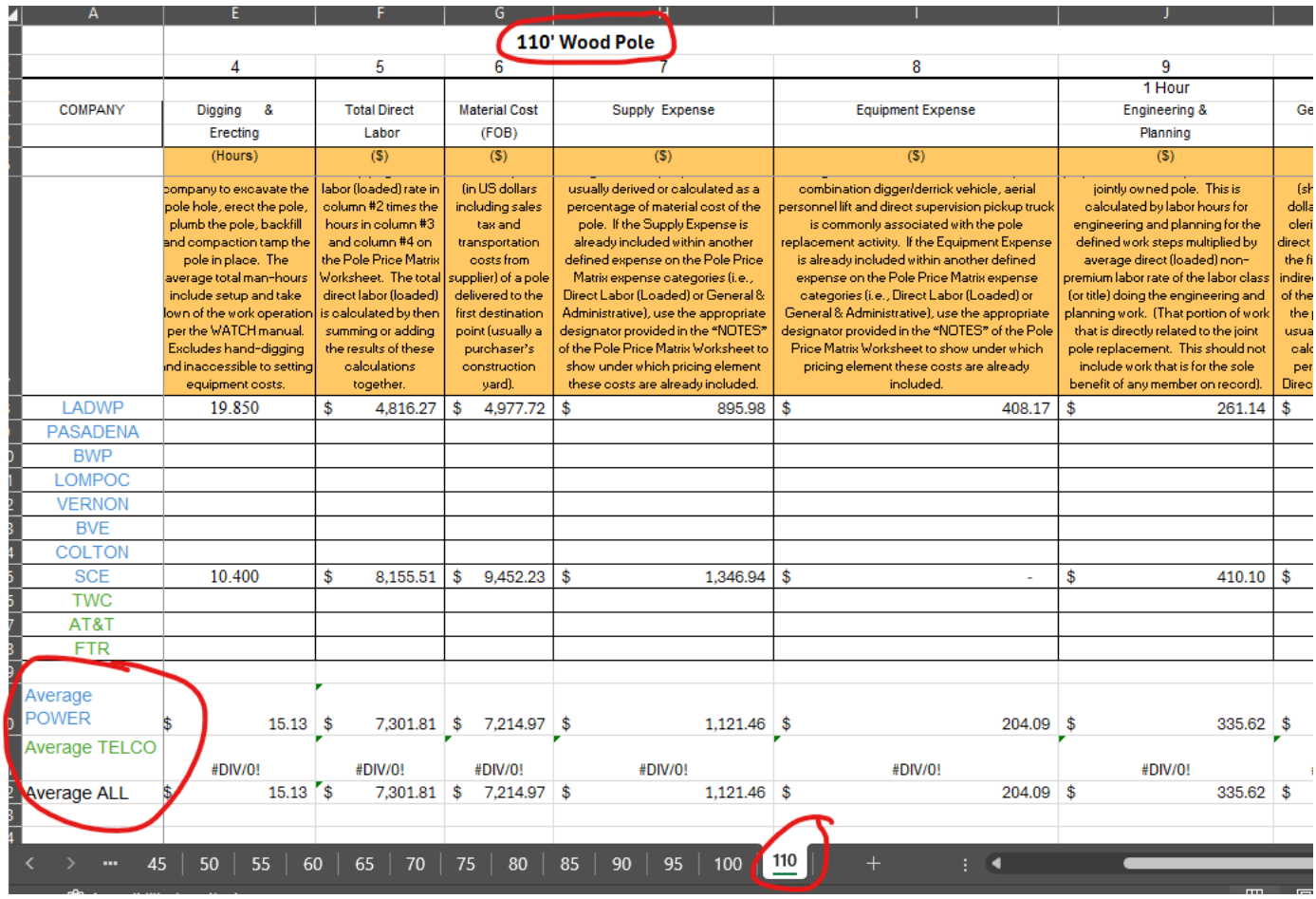
==========

Hello SCJPC Members,

As we have been discussing in the Authorized Cost Ad-Hoc meetings, ATT would like to explore using an “AVERAGE” pole price per pole height for each pole material.

The attached illustrates what AVERAGE wood pole prices would look like if we used the wood pole price submissions sent in for 2025 for the example. This is strictly to illustrate the “how to do the exercise”, not what the actual end cost is.

Looking at the spreadsheet: the 110’ wood pole example below highlights where on the spreadsheet to look for specific data.



110' Wood Pole

	A	E	F	G	H	I	J
		4	5	6	7	8	9
	COMPANY	Digging & Erecting (Hours)	Total Direct Labor ($)	Material Cost (FOB) ($)	Supply Expense ($)	Equipment Expense ($)	1 Hour Engineering & Planning ($)
		company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	(in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).
	LADWP	19.850	$ 4,816.27	$ 4,977.72	$ 895.98	$ 408.17	$ 261.14
	PASADENA						
	BWP						
	LOMPOC						
	VERNON						
	BVE						
	COLTON						
	SCE	10.400	$ 8,155.51	$ 9,452.23	$ 1,346.94	$ -	$ 410.10
	TWC						
	AT&T						
	FTR						
	Average POWER	$ 15.13	$ 7,301.81	$ 7,214.97	$ 1,121.46	$ 204.09	$ 335.62
	Average TELCO	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Average ALL	$ 15.13	$ 7,301.81	$ 7,214.97	$ 1,121.46	$ 204.09	$ 335.62

45 | 50 | 55 | 60 | 65 | 70 | 75 | 80 | 85 | 90 | 95 | 100 | 110

NOTE: ATT would only propose using this type of calculation for the AVERAGE price if the pricing instructions are updated to state what the Membership agrees to be the AVERAGES for each
Price Element. For instance, #4 is Digging and Erecting. ATT is requesting the Membership agrees on how many hours are needed on average to install each pole height. This agreed amount
of time would then be used in all Member submissions.

Let's discuss this at the meeting next week, or you can email me any questions you have prior to the meeting.

Thanks.
Kay Black
AT&T West ACE Joint Pole Staff
2125 Occidental Road
Santa Rosa CA 95401
==========

Angela Pranata
Manager of Operations
So. Ca. Joint Pole Committee
909-599-3801 x8
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angela@scjpc.net

	A	B	C	D	E	F	G	H	I	J	K	L
1						**25' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**25' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP											
9	PASADENA											
10	BWP											
11	LOMPOC											
12	VERNON											
13	BVE											
14	COLTON											
15	SCE	5	$ 556.69	4.000	8.200	$ 6,791.62	$ 645.45	$ 91.98	$ -	$ 410.10	$ 689.12	**$ 8,628.27**
16	TWC	4	$ 874.00	4.000	4.000	$ 6,992.00	$ 661.51	$ 600.00	624.00	$ 160.00	$ 122.00	**$ 9,159.51**
17	AT&T	none	$ 150.90	0.000	5.380	$ 811.84	$ 156.00	$ 18.51	$ 75.32	$ 134.93	$ -	**$ 1,196.60**
18	FTR	3	$ 113.91	8.000	11.000	$ 2,164.29	$ 204.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 2,571.78**
19												
20	Average POWER		$ 556.69	$ 4.00	$ 8.20	$ 6,791.62	$ 645.45	$ 91.98	$ -	$ 410.10	$ 689.12	$ 8,628.27
21	Average TELCO		$ 379.60	$ 4.00	$ 6.79	$ 4,097.19	$ 340.50	$ 214.50	233.11	$ 142.93	$ 55.54	$ 5,083.77
22	Average ALL		$ 423.88	$ 4.00	$ 7.15	$ 4,724.09	$ 416.74	$ 183.87	$ 174.83	$ 209.73	$ 213.94	**$ 5,923.19**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**30' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**30' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP											
9	PASADENA											
10	BWP											
11	LOMPOC	3	$ 233.28	4.000	7.500	$ 2,682.72	$ 275.01	$ 19.25	$ 312.29	$ -	$ -	**$ 3,289.27**
12	VERNON											
13	BVE											
14	COLTON	3	$ 658.63	3.000	8.000	$ 7,244.93	$ 1,114.38	$ 58.00	$ 550.00	$ 350.00	$ 750.00	**$ 10,067.31**
15	SCE	5	$ 556.69	4.000	8.200	$ 6,791.62	$ 720.08	$ 102.61	$ -	$ 410.10	$ 696.52	**$ 8,720.92**
16	TWC	5	$ 874.00	4.000	4.000	$ 6,992.00	$ 631.95	$ 600.00	$ 624.00	$ 160.00	$ 122.00	**$ 9,129.95**
17	AT&T	none	$ 150.90	0.000	5.380	$ 811.84	$ 193.00	$ 21.47	$ 75.32	$ 134.93	$ -	**$ 1,236.56**
18	FTR	3	$ 113.91	8.000	11.000	$ 2,164.29	$ 315.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 2,682.78**
19												
20	Average POWER		$ 482.87	$ 3.67	$ 7.90	$ 5,585.16	$ 703.16	$ 59.95	$ 287.43	$ 253.37	$ 482.17	$ 7,371.24
21	Average TELCO		$ 379.60	$ 4.00	$ 6.79	$ 4,097.19	$ 379.98	$ 215.49	$ 233.11	$ 142.93	$ 55.54	$ 5,124.24
22	Average ALL		$ 431.24	$ 3.83	$ 7.35	$ 4,821.21	$ 541.57	$ 137.72	$ 260.27	$ 198.15	$ 268.86	**$ 6,227.77**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**35' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**35' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	3	$ 201.94	4.000	16.650	$ 4,170.06	$ 428.75	$ 77.18	$ 353.40	$ 261.14	$ -	**$ 5,290.53**
9	PASADENA	5,3	$ 155.95	3.000	8.000	$ 1,715.43	$ 1,044.70	$ 125.20	$ 208.42	$ 213.85	$ 1,506.13	**$ 4,813.73**
10	BWP											
11	LOMPOC	3	$ 233.28	4.000	7.500	$ 2,682.72	$ 384.42	$ 26.91	$ 312.29	$ -	$ -	**$ 3,406.34**
12	VERNON	none	$ 133.09	3.000	12.000	$ 1,996.35	$ 595.40	$ -	$ -	$ 232.67	$ 598.91	**$ 3,423.33**
13	BVE	3,2	$ 157.26	1.000	4.000	$ 786.30	$ 592.45	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 2,794.28**
14	COLTON	3	$ 658.63	3.000	8.000	$ 7,244.93	$ 1,429.08	$ 70.00	$ 550.00	$ 350.00	$ 750.00	**$ 10,394.01**
15	SCE	3	$ 556.69	4.000	8.200	$ 6,791.62	$ 1,056.30	$ 150.52	$ -	$ 410.10	$ 729.86	**$ 9,138.40**
16	TWC	5	$ 874.00	4.000	4.000	$ 6,992.00	$ 653.43	$ 600.00	$ 624.00	$ 160.00	$ 122.00	**$ 9,151.43**
17	AT&T	none	$ 150.90	0.000	5.380	$ 811.84	$ 240.00	$ 25.23	$ 75.32	$ 134.93	$ -	**$ 1,287.32**
18	FTR	3	$ 113.91	8.000	11.000	$ 2,164.29	$ 394.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 2,761.78**
19												
20	Average POWER		$ 299.55	$ 3.14	$ 9.19	$ 3,695.14	$ 790.16	$ 64.26	$ 289.88	$ 246.23	$ 591.36	**$ 5,677.03**
21	Average TELCO		$ 379.60	$ 4.00	$ 6.79	$ 4,097.19	$ 429.14	$ 216.74	$ 233.11	$ 142.93	$ 55.54	**$ 5,174.65**
22	Average ALL		$ 323.56	$ 3.40	$ 8.47	$ 3,841.68	$ 681.85	$ 110.00	$ 272.85	$ 215.24	$ 430.61	**$ 5,552.25**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**40' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	40' **Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	3,H3	$ 201.94	4.000	16.650	$ 4,170.06	$ 856.66	$ 154.20	$ 353.40	$ 261.14	$ -	**$ 5,795.46**
9	PASADENA											
10	BWP	3,2	$ 220.39	3.000	21.800	$ 5,465.75	$ 2,918.73	$ -	$ 536.55	$ 167.34	$ -	**$ 9,088.36**
11	LOMPOC	3	$ 233.28	4.000	10.000	$ 3,265.92	$ 420.24	$ 29.42	$ 380.18	$ -	$ -	**$ 4,095.76**
12	VERNON	none	$ 133.09	3.000	12.000	$ 1,996.35	$ 1,361.76	$ -	$ -	$ 232.67	$ 598.91	**$ 4,189.68**
13	BVE	2,1	$ 157.26	1.000	4.000	$ 786.30	$ 893.44	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 3,095.27**
14	COLTON	3	$ 658.63	3.000	8.000	$ 7,244.93	$ 1,666.17	$ 85.00	$ 550.00	$ 350.00	$ 750.00	**$ 10,646.10**
15	SCE	2	$ 556.69	4.000	10.400	$ 8,016.34	$ 1,287.33	$ 183.44	$ -	$ 410.10	$ 859.08	**$ 10,756.28**
16	TWC	4	$ 874.00	4.000	4.000	$ 6,992.00	$ 1,477.77	$ 600.00	$ 624.00	$ 160.00	$ 122.00	**$ 9,975.77**
17	AT&T	none	$ 150.90	0.000	9.050	$ 1,365.65	$ 305.00	$ 34.54	$ 75.32	$ 134.93	$ -	**$ 1,915.44**
18	FTR	3	$ 113.91	8.000	11.000	$ 2,164.29	$ 487.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 2,854.78**
19												
20	Average POWER		$ 308.75	$ 3.14	$ 11.84	$ 4,624.70	$ 1,343.47	$ 64.58	$ 346.46	$ 239.59	$ 394.66	**$ 7,013.46**
21	Average TELCO		$ 379.60	$ 4.00	$ 8.02	$ 4,561.57	$ 756.59	$ 219.85	$ 233.11	$ 142.93	$ 55.54	**$ 5,969.58**
22	Average ALL		$ 330.01	$ 3.40	$ 10.69	$ 4,649.83	$ 1,167.41	$ 111.16	$ 312.45	$ 210.59	$ 292.92	**$ 6,744.36**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**45' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**45' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2,H3	$ 201.94	4.000	16.650	$ 4,170.06	$ 1,059.83	$ 190.77	$ 353.40	$ 261.14	$ -	**$ 6,035.20**
9	PASADENA	3,2,H1	$ 155.95	3.000	10.000	$ 2,027.32	$ 1,609.44	$ 348.06	$ 208.42	$ 213.85	$ 1,573.63	**$ 5,980.73**
10	BWP	3,2	$ 220.39	3.000	21.800	$ 5,465.75	$ 3,275.14	$ -	$ 536.55	$ 167.34	$ -	**$ 9,444.77**
11	LOMPOC	3	$ 233.28	4.000	10.000	$ 3,265.92	$ 1,437.73	$ 100.64	$ 380.18	$ -	$ -	**$ 5,184.48**
12	VERNON	none	$ 133.09	3.000	12.000	$ 1,996.35	$ 2,193.53	$ -	$ -	$ 232.67	$ 598.91	**$ 5,021.45**
13	BVE	2,1,H1	$ 157.26	1.000	5.000	$ 943.56	$ 1,066.52	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 3,425.61**
14	COLTON	3	$ 658.63	3.000	8.000	$ 7,244.93	$ 1,903.69	$ 101.00	$ 550.00	$ 350.00	$ 750.00	**$ 10,899.62**
15	SCE	2	$ 556.69	4.000	10.400	$ 8,016.34	$ 2,014.70	$ 287.09	$ -	$ 410.10	$ 931.21	**$ 11,659.44**
16	TWC	4	$ 1,610.00	6.000	6.000	$ 19,320.00	$ 1,751.42	$ 600.00	$ 1,210.00	$ 160.00	$ 244.00	**$ 23,285.42**
17	AT&T	none	$ 150.90	0.000	5.380	$ 811.84	$ 396.00	$ 37.71	$ 75.32	$ 134.93	$ -	**$ 1,455.80**
18	FTR	3	$ 113.91	8.000	11.000	$ 2,164.29	$ 580.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 2,947.78**
19												
20	Average POWER		$ 289.65	$ 3.13	$ 11.73	$ 4,303.17	$ 1,820.07	$ 128.44	$ 329.20	$ 236.37	$ 551.04	$ 7,368.30
21	Average TELCO		$ 624.94	$ 4.67	$ 7.46	$ 7,578.40	$ 909.14	$ 220.90	$ 428.44	$ 142.93	$ 96.21	$ 9,376.02
22	Average ALL		$ 381.09	$ 3.55	$ 10.57	$ 5,377.94	$ 1,571.64	$ 153.66	$ 356.27	$ 210.89	$ 427.00	**$ 8,097.39**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**50' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3 4 5	COMPANY	**50' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2,H3	$ 600.97	5.000	16.650	$ 13,011.00	$ 1,225.23	$ 220.54	$ 353.40	$ 261.14	$ -	**$ 15,071.30**
9	PASADENA	2,H1	$ 155.95	3.000	10.000	$ 2,027.32	$ 1,740.16	$ 329.84	$ 208.42	$ 213.85	$ 1,641.15	**$ 6,160.75**
10	BWP	2	$ 220.39	3.000	20.800	$ 5,245.35	$ 3,902.68	$ -	$ 518.30	$ 167.34	$ -	**$ 9,833.67**
11	LOMPOC	3	$ 233.28	4.000	10.000	$ 3,265.92	$ 1,642.13	$ 114.95	$ 380.18	$ -	$ -	**$ 5,403.18**
12	VERNON	none	$ 133.09	3.000	12.000	$ 1,996.35	$ 2,554.78	$ -	$ -	$ 232.67	$ 598.91	**$ 5,382.71**
13	BVE	2,1,H1,H2, H3,H4,H5	$ 157.26	1.000	8.000	$ 1,415.34	$ 1,827.58	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 4,658.45**
14	COLTON	2	$ 658.63	3.000	8.000	$ 7,244.93	$ 2,645.74	$ 133.00	$ 550.00	$ 350.00	$ 750.00	**$ 11,673.67**
15	SCE	2	$ 556.69	4.000	10.400	$ 8,016.34	$ 2,114.38	$ 301.30	$ -	$ 410.10	$ 941.10	**$ 11,783.21**
16	TWC	4	$ 1,610.00	6.000	6.000	$ 19,320.00	$ 2,025.08	$ 600.00	$ 6,830.00	$ 160.00	$ 244.00	**$ 29,179.08**
17	AT&T											
18	FTR	3	$ 113.91	8.000	14.000	$ 2,506.02	$ 652.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 3,361.51**
19												
20	Average POWER		$ 339.53	$ 3.25	$ 11.98	$ 5,171.51	$ 2,206.58	$ 137.45	$ 326.92	$ 236.37	$ 560.72	**$ 8,639.55**
21	Average TELCO		$ 861.96	$ 7.00	$ 10.00	$ 14,653.24	$ 1,338.54	$ 312.50	$ 3,415.00	$ 146.94	$ 144.31	**$ 20,010.52**
22	Average ALL		$ 444.02	$ 4.00	$ 11.59	$ 6,920.01	$ 2,032.98	$ 172.46	$ 944.54	$ 218.48	$ 477.44	**$ 10,765.90**

	A	B	C	D	E	F	G	H	I	J	K	L
1						55' Wood Pole						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	55' Wood Pole	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2,H3	$ 201.94	4.000	16.650	$ 4,170.06	$ 1,425.09	$ 256.51	$ 353.40	$ 261.14	$ -	**$ 6,466.20**
9	PASADENA	3,2,H1	$ 155.95	3.000	10.000	$ 2,027.32	$ 1,876.45	$ 375.29	$ 208.42	$ 213.85	$ 1,641.15	**$ 6,342.48**
10	BWP	2,H1	$ 220.39	3.000	20.750	$ 5,234.33	$ 6,331.72	$ -	$ 533.81	$ 167.34	$ -	**$ 12,267.20**
11	LOMPOC											
12	VERNON	none	$ 133.09	3.000	18.000	$ 2,794.89	$ 3,484.86	$ -	$ -	$ 232.67	$ 838.47	**$ 7,350.88**
13	BVE	2,1,H1,H2, H3,H4,H5	$ 157.26	1.000	8.000	$ 1,415.34	$ 2,649.67	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 5,480.54**
14	COLTON	1	$ 658.63	3.000	8.000	$ 7,244.93	$ 3,428.97	$ 162.00	$ 550.00	$ 350.00	$ 750.00	**$ 12,485.90**
15	SCE	2	$ 556.69	4.000	10.400	$ 8,016.34	$ 1,661.35	$ 236.74	$ -	$ 410.10	$ 896.17	**$ 11,220.70**
16	TWC	4	$ 2,100.00	8.000	8.000	$ 33,600.00	$ 2,298.74	$ 600.00	$ 6,830.00	$ 160.00	$ 244.00	**$ 43,732.74**
17	AT&T											
18	FTR	3	$ 113.91	8.000	14.000	$ 2,506.02	$ 768.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 3,477.51**
19												
20	Average POWER		$ 297.71	$ 3.00	$ 13.11	$ 4,797.34	$ 2,979.73	$ 147.22	$ 321.53	$ 270.14	$ 668.63	**$ 9,184.58**
21	Average TELCO		$ 1,106.96	$ 8.00	$ 11.00	$ 21,032.15	$ 1,533.37	$ 312.50	$ 3,415.00	$ 146.94	$ 144.31	**$ 26,584.26**
22	Average ALL		$ 477.54	$ 4.11	$ 12.64	$ 8,001.45	$ 2,658.32	$ 183.95	$ 1,008.97	$ 242.76	$ 552.11	**$ 12,647.55**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**60' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**60' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2,H3	$ 201.94	4.000	16.650	$ 4,170.06	$ 1,744.52	$ 314.01	$ 353.40	$ 261.14	$ -	**$ 6,843.13**
9	PASADENA	2	$ 155.95	3.000	10.000	$ 2,027.32	$ 2,019.67	$ 452.49	$ 208.42	$ 213.85	$ 1,641.15	**$ 6,562.90**
10	BWP	H1	$ 220.39	3.000	20.600	$ 5,201.27	$ 8,451.53	$ -	$ 543.85	$ 167.34	$ -	**$ 14,363.99**
11	LOMPOC											
12	VERNON	none	$ 133.09	3.000	18.000	$ 2,794.89	$ 3,075.12	$ -	$ -	$ 232.67	$ 838.47	**$ 6,941.14**
13	BVE	2,1,H1,H2, H3,H4,H5	$ 157.26	1.000	8.000	$ 1,415.34	$ 2,561.06	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 5,391.93**
14	COLTON	1	$ 658.63	5.000	10.000	$ 9,879.45	$ 3,553.64	$ 162.00	$ -	$ 350.00	$ 750.00	**$ 14,695.09**
15	SCE	1	$ 556.69	4.000	10.400	$ 8,016.34	$ 2,950.10	$ 420.39	$ -	$ 410.10	$ 1,023.97	**$ 12,820.90**
16	TWC	4	$ 2,100.00	8.000	8.000	$ 33,600.00	$ 2,955.52	$ 600.00	$ 6,830.00	$ 160.00	$ 244.00	**$ 44,389.52**
17	AT&T											
18	FTR	1	$ 113.91	8.000	14.000	$ 2,506.02	$ 1,053.00	$ 25.00	$ -	$ 133.87	$ 44.62	**$ 3,762.51**
19												
20	Average POWER		$ 297.71	$ 3.29	$ 13.38	$ 4,961.08	$ 3,479.38	$ 192.70	$ 244.39	$ 270.14	$ 686.88	$ 9,834.57
21	Average TELCO		$ 1,106.96	$ 8.00	$ 11.00	$ 21,032.15	$ 2,004.26	$ 312.50	$ 3,415.00	$ 146.94	$ 144.31	$ 27,055.15
22	Average ALL		$ 477.54	$ 4.33	$ 12.85	$ 8,205.73	$ 3,151.57	$ 219.32	$ 948.97	$ 242.76	$ 566.31	**$ 13,334.67**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**65' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**65' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 1,325.91	$ 238.66	$ 408.17	$ 261.14	$ -	**$ 7,050.15**
9	PASADENA	2,H1	$ 155.95	3.000	12.000	$ 2,339.22	$ 3,641.92	$ 665.50	$ 208.42	$ 213.85	$ 1,641.15	**$ 8,710.06**
10	BWP	H1	$ 220.39	3.000	20.600	$ 5,201.27	$ 9,698.16	$ -	$ 543.85	$ 167.34	$ -	**$ 15,610.62**
11	LOMPOC											
12	VERNON	none	$ 133.09	3.000	18.000	$ 2,794.89	$ 4,398.59	$ -	$ -	$ 232.67	$ 838.47	**$ 8,264.61**
13	BVE	5,4	$ 157.26	1.000	8.000	$ 1,415.34	$ 5,435.06	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 8,265.93**
14	COLTON	1	$ 658.63	5.000	10.000	$ 9,879.45	$ 3,842.10	$ 162.00	$ 550.00	$ 350.00	$ 750.00	**$ 15,533.55**
15	SCE	1	$ 556.69	4.000	10.400	$ 8,016.34	$ 3,719.38	$ 530.01	$ -	$ 410.10	$ 1,100.26	**$ 13,776.08**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 297.71	$ 3.29	$ 14.12	$ 5,182.23	$ 4,580.16	$ 228.02	$ 330.79	$ 270.14	$ 697.78	$ 11,289.12
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 297.71	$ 3.29	$ 14.12	$ 5,182.23	$ 4,580.16	$ 228.02	$ 330.79	$ 270.14	$ 697.78	**$ 11,289.12**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**70' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**70' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2,H3	$ 201.94	4.000	19.850	$ 4,816.27	$ 2,228.31	$ 401.09	$ 408.17	$ 261.14	$ -	**$ 8,114.98**
9	PASADENA	2	$ 155.95	3.000	14.000	$ 2,651.12	$ 3,855.36	$ 771.07	$ 208.42	$ 213.85	$ 1,708.65	**$ 9,408.47**
10	BWP	H1	$ 220.39	3.000	22.500	$ 5,620.02	$ 11,211.92	$ -	$ 574.88	$ 167.34	$ -	**$ 17,574.15**
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	21.000	$ 3,726.52	$ 4,465.00	$ -	$ -	$ 232.67	$ 1,117.96	**$ 9,542.15**
13	BVE	H3	$ 157.26	1.000	8.000	$ 1,415.34	$ 9,129.12	$ -	$ 605.06	$ 255.87	$ 554.60	**$ 11,959.99**
14	COLTON	1	$ 658.63	5.000	10.000	$ 9,879.45	$ 11,193.00	$ 162.00	$ 550.00	$ 350.00	$ 750.00	**$ 22,884.45**
15	SCE	1	$ 556.69	4.000	10.400	$ 8,016.34	$ 4,141.48	$ 590.16	$ -	$ 410.10	$ 1,142.12	**$ 14,300.19**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 297.71	$ 3.86	$ 15.11	$ 5,645.81	$ 6,603.45	$ 274.90	$ 335.22	$ 270.14	$ 753.33	$ 13,882.85
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 297.71	$ 3.86	$ 15.11	$ 5,645.81	$ 6,603.45	$ 274.90	$ 335.22	$ 270.14	$ 753.33	**$ 13,882.85**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**75' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**75' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 1,691.44	$ 304.45	$ 408.17	$ 261.14	$ -	**$ 7,481.47**
9	PASADENA	2	$ 155.95	3.000	14.000	$ 2,651.12	$ 3,875.11	$ 775.02	$ 208.42	$ 213.85	$ 1,708.65	**$ 9,432.17**
10	BWP	H1	$ 220.39	3.000	22.400	$ 5,597.98	$ 12,447.07	$ -	$ 569.40	$ 167.34	$ -	**$ 18,781.79**
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	21.000	$ 3,726.52	$ 5,071.80	$ -	$ -	$ 232.67	$ 1,117.96	**$ 10,148.95**
13	BVE											
14	COLTON	1	$ 658.63	5.000	10.000	$ 9,879.45	$ 16,790.00	$ 162.00	$ 550.00	$ 350.00	$ 750.00	**$ 28,481.45**
15	SCE	1	$ 556.69	4.000	10.400	$ 8,016.34	$ 4,458.05	$ 635.27	$ -	$ 410.10	$ 1,173.51	**$ 14,693.27**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 321.12	$ 4.33	$ 16.28	$ 6,617.65	$ 7,388.91	$ 312.79	$ 289.33	$ 272.52	$ 791.69	$ 15,672.88
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 321.12	$ 4.33	$ 16.28	$ 6,617.65	$ 7,388.91	$ 312.79	$ 289.33	$ 272.52	$ 791.69	**$ 15,672.88**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**80' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**80' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 1,954.46	$ 351.80	$ 408.17	$ 261.14	$ -	**$ 7,791.84**
9	PASADENA	2	$ 155.95	3.000	14.000	$ 2,651.12	$ 4,244.64	$ 848.93	$ 208.42	$ 213.85	$ 1,776.17	**$ 9,943.12**
10	BWP											
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	24.000	$ 4,125.79	$ 6,563.66	$ -	$ -	$ 232.67	$ 1,237.74	**$ 12,159.85**
13	BVE											
14	COLTON	1	$ 658.63	5.000	10.000	$ 9,879.45	$ 25,185.00	$ 162.00	$ 550.00	$ 350.00	$ 750.00	**$ 36,876.45**
15	SCE	1	$ 556.69	4.250	10.400	$ 8,155.51	$ 4,938.35	$ 703.71	$ -	$ 410.10	$ 1,233.23	**$ 15,440.90**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 341.26	$ 4.65	$ 15.65	$ 6,927.57	$ 8,577.22	$ 413.29	$ 233.32	$ 293.55	$ 999.43	$ 17,444.37
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 341.26	$ 4.65	$ 15.65	$ 6,927.57	$ 8,577.22	$ 413.29	$ 233.32	$ 293.55	$ 999.43	**$ 17,444.37**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**85' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**85' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 2,172.16	$ 390.98	$ 408.17	$ 261.14	$ -	**$ 8,048.72**
9	PASADENA	2	$ 155.95	3.000	14.000	$ 2,651.12	$ 5,114.43	$ 1,022.89	$ 208.42	$ 213.85	$ 1,776.17	**$ 10,986.87**
10	BWP											
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	24.000	$ 4,125.79	$ 7,512.00	$ -	$ -	$ 232.67	$ 1,237.74	**$ 13,108.20**
13	BVE											
14	COLTON											
15	SCE	1	$ 556.69	4.250	10.400	$ 8,155.51	$ 5,493.20	$ 782.78	$ -	$ 410.10	$ 1,288.25	**$ 16,129.84**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 261.92	$ 4.56	$ 17.06	$ 5,663.96	$ 5,072.95	$ 549.16	$ 154.15	$ 279.44	$ 1,075.54	$ 12,795.19
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 261.92	$ 4.56	$ 17.06	$ 5,663.96	$ 5,072.95	$ 549.16	$ 154.15	$ 279.44	$ 1,075.54	**$ 12,795.19**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**90' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**90' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 2,611.02	$ 469.98	$ 408.17	$ 261.14	$ -	**$ 8,566.58**
9	PASADENA	2	$ 155.95	3.000	14.000	$ 2,651.12	$ 6,197.93	$ 1,239.59	$ 208.42	$ 213.85	$ 1,776.17	**$ 12,287.08**
10	BWP											
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	24.000	$ 4,125.79	$ 7,591.07	$ -	$ -	$ 232.67	$ 1,237.74	**$ 13,187.26**
13	BVE											
14	COLTON											
15	SCE	1	$ 556.69	4.250	10.400	$ 8,155.51	$ 6,395.93	$ 911.42	$ -	$ 410.10	$ 1,377.77	**$ 17,250.72**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 261.92	$ 4.56	$ 17.06	$ 5,663.96	$ 5,698.99	$ 655.25	$ 154.15	$ 279.44	$ 1,097.92	$ 13,549.69
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 261.92	$ 4.56	$ 17.06	$ 5,663.96	$ 5,698.99	$ 655.25	$ 154.15	$ 279.44	$ 1,097.92	**$ 13,549.69**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**95' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**95' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 2,914.14	$ 524.54	$ 408.17	$ 261.14	$ -	**$ 8,924.26**
9	PASADENA	2	$ 155.95	3.000	14.000	$ 2,651.12	$ 6,991.37	$ 1,398.27	$ 208.42	$ 213.85	$ 1,776.17	**$ 13,239.19**
10	BWP											
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	24.000	$ 4,125.79	$ 11,361.67	$ -	$ -	$ 232.67	$ 1,237.74	**$ 16,957.86**
13	BVE											
14	COLTON											
15	SCE	1	$ 556.69	4.250	10.400	$ 8,155.51	$ 6,627.03	$ 944.35	$ -	$ 410.10	$ 1,400.69	**$ 17,537.67**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 261.92	$ 4.56	$ 17.06	$ 5,663.96	$ 6,973.55	$ 716.79	$ 154.15	$ 279.44	$ 1,103.65	$ 14,891.53
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 261.92	$ 4.56	$ 17.06	$ 5,663.96	$ 6,973.55	$ 716.79	$ 154.15	$ 279.44	$ 1,103.65	**$ 14,891.53**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**100' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**100' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	2	$ 201.94	4.000	19.850	$ 4,816.27	$ 3,251.50	$ 585.27	$ 408.17	$ 261.14	$ -	**$ 9,322.35**
9	PASADENA	H1	$ 155.95	3.000	12.000	$ 2,339.22	$ 8,284.77	$ 1,656.96	$ 208.42	$ 213.85	$ 1,776.17	**$ 14,479.39**
10	BWP											
11	LOMPOC											
12	VERNON	none	$ 133.09	7.000	24.000	$ 4,125.79	$ 11,278.00	$ -	$ -	$ 232.67	$ 1,237.74	**$ 16,874.20**
13	BVE											
14	COLTON											
15	SCE	1	$ 556.69	4.250	10.400	$ 8,155.51	$ 7,719.28	$ 1,100.00	$ -	$ 410.10	$ 1,509.01	**$ 18,893.89**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 261.92	$ 4.56	$ 16.56	$ 5,533.00	$ 7,633.39	$ 835.56	$ 154.15	$ 279.44	$ 1,130.73	$ 15,566.26
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 261.92	$ 4.56	$ 16.56	$ 5,533.00	$ 7,633.39	$ 835.56	$ 154.15	$ 279.44	$ 1,130.73	**$ 15,566.26**

	A	B	C	D	E	F	G	H	I	J	K	L
1						**110' Wood Pole**						
2		1	2	3	4	5	6	7	8	9	10	11
3	COMPANY	**110' Wood Pole**	Direct Labor (Loaded)	Transport & Handling	Digging & Erecting	Total Direct Labor	Material Cost (FOB)	Supply Expense	Equipment Expense	1 Hour Engineering & Planning	General & Admin.	Total Cost
4												
5												
6		Class	($)	(Hours)	(Hours)	($)	($)	($)	($)	($)	($)	($)
7		If a Member places more than one class of the same height of pole, an average cost for the various classes is shown.	2.Direct Labor (Loaded) – The AVERAGE non-premium hourly rate of field worker (shown in US dollars) that includes cost of associated benefits (i.e., medical, dental, vision, vacation, sick leave, etc.). The average non-premium hourly rate is the average between the high and the low hourly rate of the labor classification (or title) directly involved in setting the pole.	3.Transport and Handling – The AVERAGE amount of time (in hours and/or quarter-hour increments) directly related to the workers who load a pole onto a pole dolly, transport to the job site and return to the yard.	4.Digging and Erecting – The AVERAGE amount of man-hours of an average-sized crew for each company to excavate the pole hole, erect the pole, plumb the pole, backfill and compaction tamp the pole in place. The average total man-hours include setup and take down of the work operation per the WATCH manual. Excludes hand-digging and inaccessible to setting equipment costs.	5.Total Direct Labor (Loaded) – This is calculated by multiplying direct labor (loaded) rate in column #2 times the hours in column #3 and column #4 on the Pole Price Matrix Worksheet. The total direct labor (loaded) is calculated by then summing or adding the results of these calculations together.	6.Material Cost (F.O.B.) Pole – The AVERAGE material expense (in US dollars including sales tax and transportation costs from supplier) of a pole delivered to the first destination point (usually a purchaser's construction yard).	7.Supply Expense – The average expense for storing the pole prior to use (shown in US dollars), i.e., cost of storage (inventory expense). This is usually derived or calculated as a percentage of material cost of the pole. If the Supply Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	8.Equipment Expense – The expense (shown in US dollars) of the equipment directly used in the placement or replacement of a jointly owned pole. The expenses should include fuel, oil, and average maintenance costs. For example, a combination digger/derrick vehicle, aerial personnel lift and direct supervision pickup truck is commonly associated with the pole replacement activity. If the Equipment Expense is already included within another defined expense on the Pole Price Matrix expense categories (i.e., Direct Labor (Loaded) or General & Administrative), use the appropriate designator provided in the "NOTES" of the Pole Price Matrix Worksheet to show under which pricing element these costs are already included.	9.Engineering and Planning – The average expense (shown in US dollars) for site survey, pole loading calculation and JPA document preparation for set/replacement of a jointly owned pole. This is calculated by labor hours for engineering and planning for the defined work steps multiplied by average direct (loaded) non-premium labor rate of the labor class (or title) doing the engineering and planning work. (That portion of work that is directly related to the joint pole replacement. This should not include work that is for the sole benefit of any member on record).	10.General and Administrative – The average expense for additional labor (shown in US dollars) for direct clerical support, direct supervision of the field crew and indirect supervision of the crew placing the pole. This is usually derived or calculated as a percentage of Direct Labor Rate.	11.Total Cost – The total cost to set/replace a jointly owned pole (shown in US dollars). The Total Cost is calculated by summing or adding together the dollar values shown in columns #5, #6, #7, #8, #9, and #10 of the Pole Price Matrix Worksheet.
8	LADWP	1	$ 201.94	4.000	19.850	$ 4,816.27	$ 4,977.72	$ 895.98	$ 408.17	$ 261.14	$ -	**$ 11,359.28**
9	PASADENA											
10	BWP											
11	LOMPOC											
12	VERNON											
13	BVE											
14	COLTON											
15	SCE	1	$ 556.69	4.250	10.400	$ 8,155.51	$ 9,452.23	$ 1,346.94	$ -	$ 410.10	$ 1,680.86	**$ 21,045.63**
16	TWC											
17	AT&T											
18	FTR											
19												
20	Average POWER		$ 379.32	$ 4.13	$ 15.13	$ 7,301.81	$ 7,214.97	$ 1,121.46	$ 204.09	$ 335.62	$ 840.43	$ 17,018.38
21	Average TELCO		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	$ -
22	Average ALL		$ 379.32	$ 4.13	$ 15.13	$ 7,301.81	$ 7,214.97	$ 1,121.46	$ 204.09	$ 335.62	$ 840.43	**$ 17,018.38**