Southern California Joint Pole Committee
279 E. Arrow Hwy., Suite 104
San Dimas, CA 91773
Phone (909) 599-3801

June 18, 2025

A meeting of the **ad hoc Authorized Cost Elements Committee** took place on the above date, at 10:54 a.m. via teleconference. Those in attendance were:

Mr. Nick Van Stryk	City of Vernon (Petrelli Electric)
Ms. Claudia Arellano	City of Vernon
Ms. Maria Ortiz	MCI Metro ATS/MCI Telecommunications/XO Communications
Ms. April DeBarge	Southern California Edison
Ms. Carla Stephen	Southern California Edison
Ms. Marisol Bailey	Southern California Edison
Mr. Michael Pearson	Southern California Edison
Mr. Kevin Flores	Southern California Edison
Mr. Samuel Picazo	Southern California Edison
Ms. Shelby Mulvehill	Southern California Edison
Ms. Silvana Ray	Southern California Edison
Ms. Megan LaMon	Crown Castle NG West Inc.
Ms. Aarize Dizon	Crown Castle NG West Inc.
Mr. Jeremy Effinger	Crown Castle NG West Inc.
Ms. Jacqueline Costa	Crown Castle NG West Inc.
Mr. John Bacon	City of Los Angeles
Mr. Lex Treepaisan	Frontier Communications
Ms. Kay Black	AT&T California
Mr. Barry Consulter	AT&T California
Mr. Todd Dailey	AT&T California
Mr. Alvin Robielos	AT&T California
Mr. Aaron Cochran	AT&T California
Ms. Joy Young	AT&T California
Ms. Vernonica Casanova-Romero	AT&T California
Mr. Salvador Zambrano	City of Burbank
Ms. Lynne LaFrenais	Bear Valley Electric Service, Inc.
Mr. John Vu	City of Anaheim
Mr. Alex Parra	City of Riverside
Mr. Ben Coffey	City of Banning
Mr. Joe Armstrong	City of Pasadena
Mr. Dave Campo	City of Lompoc
Ms. Yesenia Delgado	Time-Warner Cable
Ms. Tamara Zaki	Boldyn Networks US LLC
Ms. Alicia Smith	Sprint Nextel/Sprint Communications
Mr. Irvin Orzuna	City of Glendale
Ms. Shawn Henderson	T-Mobile USA

Ms. Linda McLean	Extenet Systems
Ms. Heidi Seropian	Extenet Systems
Ms. Angela Pranata	Committee Staff

Mr. Van Stryk called the meeting to order at **10:54 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 asked if the group had a chance to review AT&T California's spreadsheet or other relevant documents. Ms. Black requested to head the discussion for Item 1801 because others might not be clear what she was trying to accomplish. She expressed that the current title might be misleading, as the intent was not merely to review but to create a new pole price process. She acknowledged that a review had been conducted and a matrix was compiled to illustrate actual prices and averages. Ms. Black emphasized that the current process was confusing, complicated, and led to inaccurate pole pricing. Ms. Black sought to gauge whether other members supported the initiative to develop a new pricing process or preferred to maintain the status quo. She encouraged open discussion on the matter.

Mr. Van Stryk responded, expressing openness to discussion and review. He noted, however, that most members typically delegate such calculations to their finance or other departments, implying that not all present might be equipped to engage deeply in the technical aspects.

Ms. LaMon agreed with Mr. Van Stryk and added that she had consulted her team, who were still reviewing their specific pricing. She mentioned that they would be populating the spreadsheet based on their internal prices. Upon reviewing the pricing with her leadership team, they concluded that a committee-wide review was a good idea due to noticeable inconsistencies. She cited a recent exercise involving cell site upgrades, where pole replacements were required. The cost variations associated with those projects were significant, even when accounting for different pole heights. She expressed concern that in some cases, they might be overpaying and emphasized the importance of ensuring that pole replacement costs truly reflect mutual benefit.

Ms. Black agreed with Ms. LaMon. She reiterated AT&T California's stance that the current process was confusing and complicated, and that non-mutual benefit elements were included. She agreed with Mr. Van Stryk's earlier point that pricing is typically handled by engineers or other departments. Ms. Black shared that AT&T California was working on a simplified pricing model focused solely on mutually beneficial items, which would eliminate about half of the current components. She hoped to share this proposal by the following month and expressed a desire to avoid continuing with the current process into the next year. She emphasized that AT&T California did not want to close the item and hoped for membership support in updating the process.

Mr. Van Stryk responded that once the new proposal was available, it should be shared with the group. He suggested placing the item on hold until the new calculation method was presented. He reminded the group that pole prices are typically distributed in October, so any changes for the 2026 pole prices would need to be reviewed soon to allow time for feedback.

SCE and Bear Valley expressed that they are interested in reviewing the proposal to better understand the new process.

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

Mr. Van Stryk reported that he had not prepared a Word document as intended and had not received much feedback from members regarding Items 22, 82, or 83, except for one response. He proposed putting the item on hold until more feedback was received and considered reaching out directly to a few members.

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

Mr. Van Stryk asked whether members still wanted to pursue reviewing tree trimming as a joint cost, as there had previously been interest.

Ms. LaFrenais responded that Bear Valley had submitted their costs, but they were unable to separate the expenses between bushes and trees. She explained that their tree trimming contractor handled the work, and it was difficult to isolate costs per pole. However, she confirmed that the overall costs had been submitted.

Mr. Van Stryk asked if Ms. LaFrenais knew how many poles were included in the invoice. Ms. LaFrenais said she would check. Mr. Van Stryk suggested that dividing the total cost by the number of poles or sections might be a viable approach. He noted that no other submissions had been received and questioned whether the group should continue pursuing the item. He mentioned that Jeremy Harmon, who had previously expressed interest, had not attended the last two meetings. If there was no motivation to continue, the item might be canceled.

Mr. Bacon suggested leaving the item open for now. Mr. Van Stryk agreed and confirmed that it would remain open.

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: Ms. Black will take over the item. AT&T California's team will create a spreadsheet and description of their new calculation method for review.
2. Item 1802: Review of Authorized Cost Calculations: Mr. Van Stryk will reach out to a couple of members directly regarding certain items.
3. Item 1803: Review of Authorized Tree Trimming Costs for Jointly Owned Space: Mr. Van Stryk will create a cost to compare.
    - Members who perform tree trimming should submit three separate cost breakdowns:
        - Cost for trimming in the power space
        - Cost for trimming in the communication space
        - Cost for trimming around the base of the pole and in the climbing space (shared space)

The meeting adjourned at 11:05 a.m. The next meeting is scheduled for July 16, 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)

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>
Cc ar3752@att.com <ar3752@att.com>; RUIZ, JULIAN <jr4859@att.com>; CONSULTER, BARRY J <bc7572@att.com>; COCHRAN, AARON M <ac1262@att.com>; BARBOSA, MATT <mb8923@att.com>; Troy Stanard <rs2517@att.com>; JOY YOUNG <jv2453@att.com>; Veronica C Romero (vr2931@att.com) <vr2931@att.com>

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).

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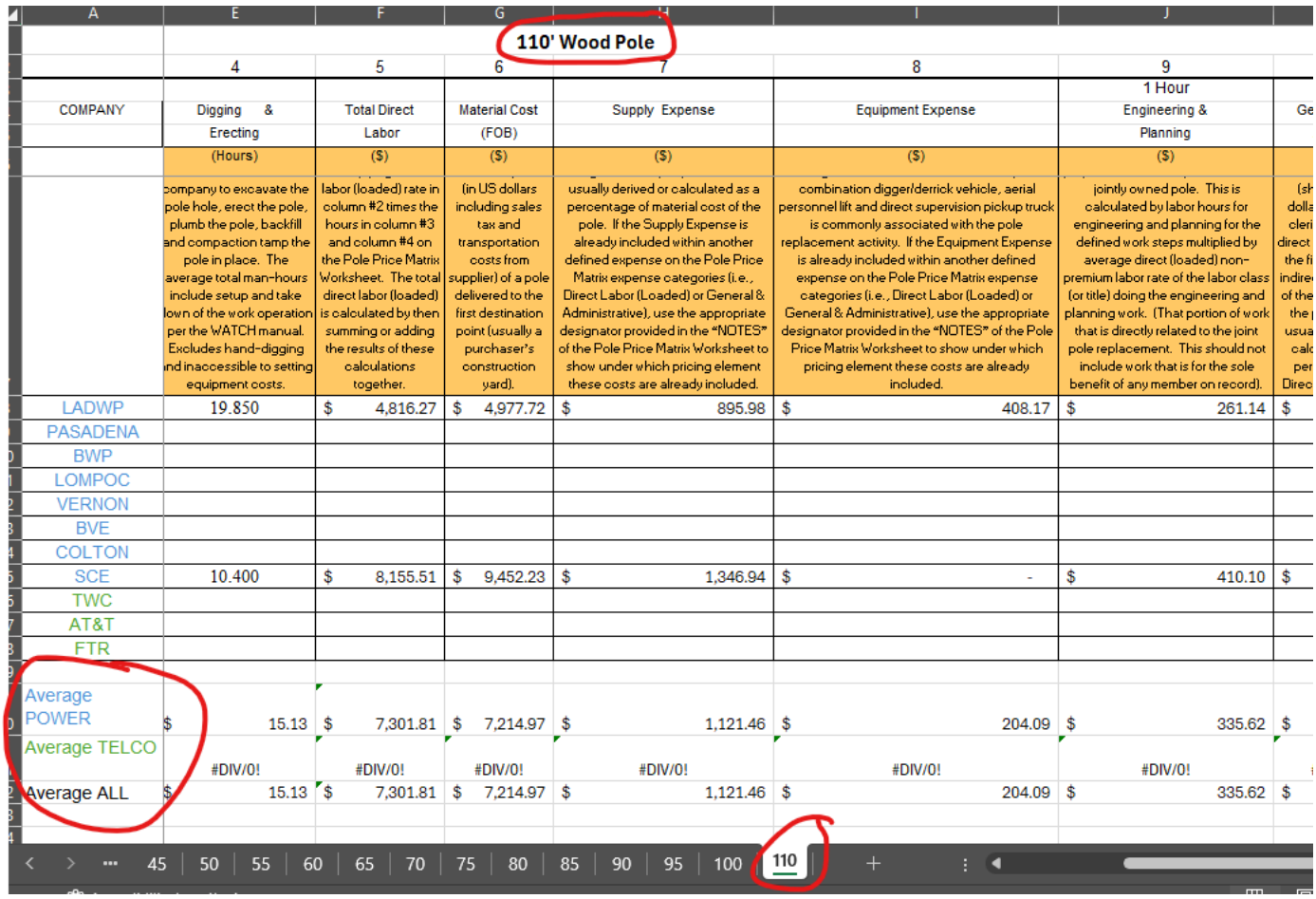
Hello SCJPC Members,

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
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Angela Pranata
Manager of Operations
So. Ca. Joint Pole Committee
909-599-3801 x8
Cell: 909-451-3024
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**