

Traditional Method Using a Shovel				New Method Using the SRT		
\$15.00 Per Head Rate	Labor	Cost	Profit	Labor	Cost	Profit
1 Head Changed	.25 Hrs.	\$2.50	\$ 12.50	2 Mins.	\$ .33	\$ 14.67
10 Heads Changed	2.5 Hrs.	\$25.00	\$125.00	20 Mins.	\$ 3.33	\$ 146.67
25 Heads Changed	6.25 Hrs.	\$62.50	\$312.50	50 Mins.	\$ 8.33	\$ 366.67
50 Heads Changed	12.5 Hrs.	\$125.00	\$625.00	100 Mins.	\$16.67	\$ 733.00
100 Heads Changed	25 Hrs.	\$250.00	\$1,250.00	200 Mins.	\$33.34	\$1,466.67

### Time Consumed / Labor Cost

#### Using the Traditional Method with a shovel

1 Head	1/4 Hr.	\$ 12.50
10 Heads	1/4 Day +	\$ 25.00
25 Heads	3/4 Day	\$ 62.50
50 Heads	1 1/2 Day +	\$125.00
100 Heads	3 Days +	\$250.00

#### Using New Method with the SRT

2 Min.	\$ .33
1/3 Hours	\$ 3.30
> 1 Hour	\$ 10.00
1 2/3 Hours	\$ 14.00
3 1/3 Hours	\$ 33.33

The SRT Sprinkler Remover Tool is a uniquely-designed hand tool capable of efficiently removing and replacing various sizes of lawn sprinkler heads. The device ensures full removal and/or replacement of a sprinkler head without disturbing the soil profile around the head in less than 2 minutes.

#### Time vs. Money (Example replacing 25 Lawn Sprinkler Heads)

Changing out 25 lawn sprinkler heads the Traditional way would normally be about a days work for one repairman showing a labor cost of \$62.50 and generating a profit for the company of \$312.50. When using the SRT on the same 25 sprinkler heads - labor cost

would be less than \$10.00 and showing a profit \$366.67. The difference is the time - \$312.50 profit for a day or **\$366.67 for an Hour?**

### Contractor Package

5 Sets	\$75.00/set	\$ 375.00	55 lbs	\$50.00	42.50/ea	83.00/set
10 Sets	\$70.00/Set	\$ 700.00	110 lbs.	\$100.00	40.00/ea	80.00/set
50 Sets	\$65.00/set	\$3,250.00	550 lbs.	\$400.00	36.50/3a	73.00/set
100 Sets	\$60.00/set	\$6,000.00	1100 lbs.	\$750.00	33.75/ea	67.50/set