

### **Power Snappy Productivity Benefits**

The Power Snappy is a “Motorized Work Platform” manufactured in Archbold, Ohio. The platform heights are adjustable from 24” to 108” (approximately a 15’ working height). Guardrails enclose the entire platform and open at both ends for easy access. The guardrails eliminate the fall potential making this a much better choice over conventional ladders. Since the Power Snappy is motorized it eliminates the need for climbing to the floor to move the equipment as well as fatigue from climbing up and down multiple times each shift. A more rested worker makes for a more productive worker.

Cincinnati Air Conditioning Company contacted companies in Ohio and Maryland that have used the Power Snappy for an extended period of time. These companies have found using this piece of equipment has averaged a 30-35% savings over using ladders.

### **Case Study**

- A local electric company knew it would take two workers four weeks to install 1500 light fixtures using ladders.
- This would equate to 320 hours of work.
- The workers actually worked 224 hours installing these light fixtures using the Power Snappy,
- Resulting in a 96 hour or 30% reduction in time.
- The workers earn \$40 per hour so the cost savings came to \$3,840. (Power Snappy Retail Price: \$3,195)

The reduction in cost will mean this electric company can bid jobs for less, ultimately being awarded more jobs and keeping their workforce employed.

### **Power Snappy Safety Benefits**

Cincinnati Air has established relationships with many general contractors. When we begin using this piece of equipment on all applicable jobs we will be able to share the advantages. We are anticipating these advantages to include reduced injuries, reduced lost time claims. Reduction in injuries or potential injuries and reduced lost time claims will lead to lower EMR’s which in turn will result in lower premiums. Lower premiums could afford a company the opportunity to retain employees, purchase equipment, or make capital improvements they may not otherwise be able to.

We also anticipate that the use of the Power Snappy will increase our production rate and quality could go from an A to an A+. Safety does not need to be number one in any company but it does need to be equal to production and quality. Like a three legged stool if one of these pieces is thought to be more important than the others, balance will be disturbed. A disturbance in balance could cause the stool to topple or a company to experience difficulties including injuries, possible death, hiring freeze or layoffs and monetary difficulties.

This piece of equipment will be extremely beneficial to HVAC companies like Cincinnati Air. The Power Snappy could assist several additional trades that work at elevated heights. Trades that could benefit from its’ use include electrical contractors, plumbers, finish trades (those that install drop ceilings) etc. According to OSHA’s website “falls are the leading cause of death in construction. In 2010, there were 264 fall fatalities out of 774 total fatalities in construction. These deaths are preventable” and the Power Snappy could be a piece of equipment to help eliminate fall fatalities. Once the Power Snappy is visible on construction sites contractors will be asking “where can we buy a Power Snappy”.