

pole base

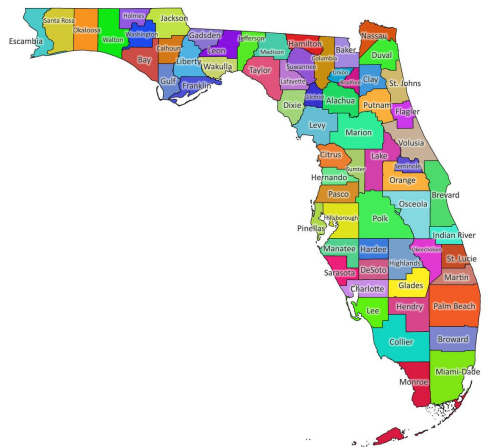
SUMMIT

2024

Josh Combs

- Sales Manager, Truemont Materials
- 21 Years In Precast (Florida & Georgia)
- Dispatch To Sales
- Electrical Products & Custom Products
- Over 2,000 Bases Sold since April 2022
- YTD 1,019 Pole Bases Sold (Invoiced)





Purpose:

To share tactics for advancing pole base sales that you can incorporate into your sales strategy.

- **Market Area**
 - North Florida & South Georgia
- **Target Contractors & Prospects**
 - Electrical Contractors & CIP
- **FDOT State Incidental Work**
 - Approved FDOT Plant

RETURN ON CUSTOMER EXPERIENCE



ROCE

- Quoting
- Order Processing-Files
- Customer Supplied Material
- Submittals?
- Production Release
- Pole Base Open Orders Sheet
- Communication To Customer
- Scheduling Delivery

The importance of CX



Good experiences foster brand loyalty and retention.

60% of consumers have purchased from a brand based on the service they expect to receive.

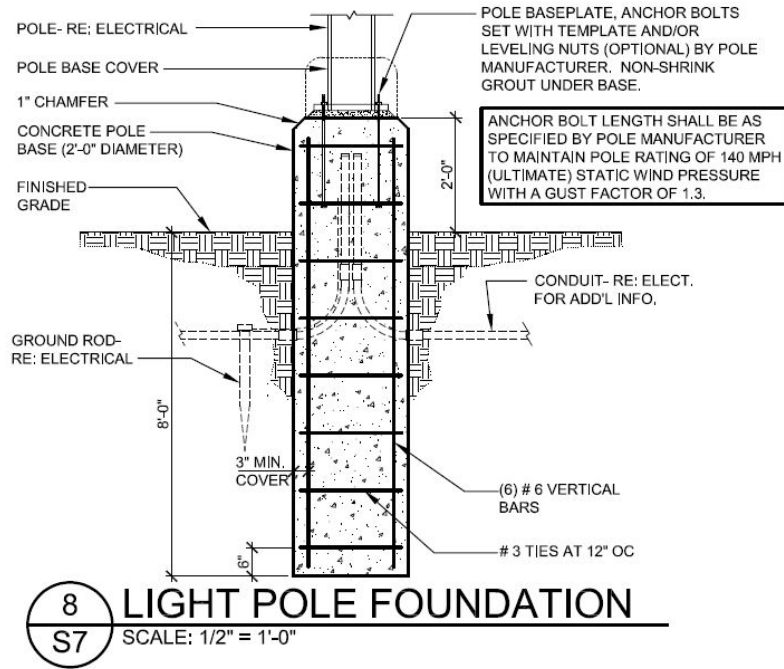


Bad experiences directly result in lost business.

73% of consumers will switch to a competitor after multiple bad experiences with a brand.

Source: Zendesk CX Trends Report

QUOTING



wallace design collective, pc
structural - civil - landscape - survey
153 north martin luther king jr. boulevard
tulsa, oklahoma 74103
918.584.5858 - 800.364.5858

TIRES PLUS

THIS IS THE PROPERTY OF BRIDGESTONE RETAIL OPERATIONS, LLC AND IS LOANED ON THE EXPRESS CONDITION NOT TO BE USED IN ANY WAY DELETTERIOUS TO THE INTERESTS OF BRIDGESTONE RETAIL OPERATIONS, LLC. IN THE EVENT OF THIS DRAWING WILL BE CONSIDERED AS AN ACCEPTANCE OF THE FOREGOING CONDITION AND AS TO THE EXCLUSIVE OWNERSHIP IN AND TO THE DRAWING BY BRIDGESTONE RETAIL OPERATIONS, LLC.

Per Contract Drawings

QUOTING

Per Contract Drawings



Quote

#14436

1/23/2024


Bill To

Ship To

Tires Plus
45670 US Highway 27
Davenport FL 33897
United States
813 312 5453

\$6,092.80

Expires	Sales Rep	Ordered By	Terms	AB Incoterms	Shipping Method
2/22/2024	Josh Combs		NET 30		

Qty.	Item	Options	Rate	Amount
6	 pb.rs.24x10.gr 24in Diameter x 10ft Round Smooth Pole Base 24in Diameter x 10ft Round Smooth Pole Base		\$840,00	\$5,040,00
1	FREIGHT FREIGHT		\$700,00	\$700,00

Subtotal	\$5,740,00
Shipping Cost	—
Tax Total	\$352.80
Total	\$6,092.80


Shipping terms are fob origin.

Customer Message

Contractor to supply anchor bolts and templates. Truemont to supply up to four 1" pvc conduits in each pole base. Price is based on contract drawing detail. We appreciate the opportunity to quote you on this project!

Thank you,
Josh Combs
904-607-7491

[illegible]

 <p>Project 25-0566-4 (SHOPES OF PONTE VEDRA AREA RACQUET CLUB) bynotes by ARCH. SALES & ILLUMINATION</p>	<p>Catalog Number: RSC0588-4 4-211-BM</p> <p>Note:</p>	<p>See S1-POLE</p>
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RSS

**Fixed Straight Pole Pole
 No Arm — 4-211 Base**

A Mounting Height

Power Cabled, Grounded or Power Cabled over Galvanized Steel for Customer Specification

C	D	E	F	G	H	I	J	K	L
Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.	Wt. lbs.
3	3	7.5	4.5	8	3.75	35.9	13.3		
4	4	7.5	4.5	8	3.75	35.9	13.3		
4.5	4.5	7.5	4.5	8	3.75				
5	5	7.5	4.5	8	3.75	35.9	13.3		
5 (Single)	5	7.5	4.5	8.75	4.875	35.9	13.3		

Power Cabled, Grounded or Power Cabled over Galvanized Steel for Customer Specification

Base

The steel base is welded grade, hot-dip, zinc-coated, conforming to the base, conforming to ASTM A500. (3) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep.

Base Cap

A 4-211 Steel Cap (Optional) conforming to the base, conforming to ASTM A500. (3) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep.

Baseplate

A 4-211 Steel Baseplate (Optional) conforming to the base, conforming to ASTM A500. (3) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep.

Base Plate

A 4-211 Steel Base Plate (Optional) conforming to the base, conforming to ASTM A500. (3) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep.

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Baseplate

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Baseplate

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Baseplate

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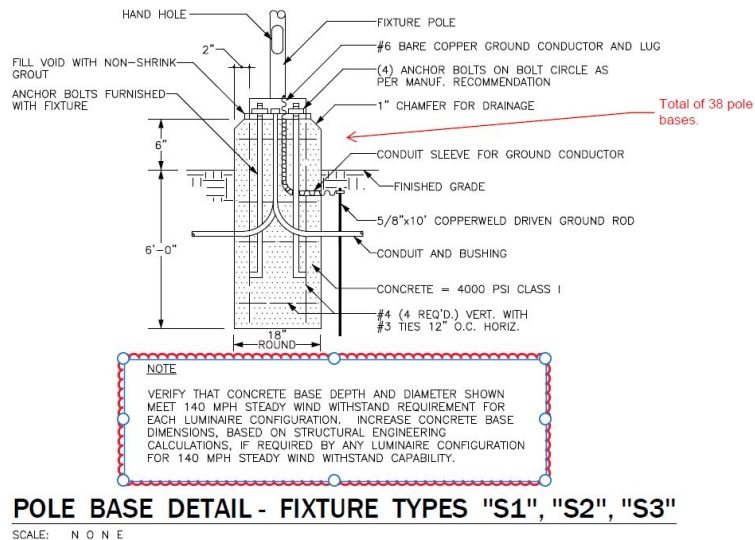
Baseplate

A 4-211 Steel Baseplate (Optional) conforming to the base, conforming to ASTM A500. (3) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep. (4) 1/2" diameter x 1/2" deep x 1/2" deep.

4

hopto www.hopto.com

WARNING: Do not install pole without instructions.



POLE BASE DETAIL - FIXTURE TYPES "S1", "S2", "S3"

SCALE: N O N E

Needing Engineering As Noted

QUOTING

The 25' poles (qty 46) are the only ones that have a pole cutsheet.

For these (that are 24" AFG)

24" dia x 8' long with #3@12 hoops and (8)#6 bars vertical

Its a high school so it is risk cat 3 with 160mph winds on the barrier island (exposure D)

If the other ones need a prebid I can do them if you can get the cutsheets.

- This could also be done for a VE Option.
- Mark up the engineering cost!

Needing Engineering As Noted

QUOTING

Needing Engineering As Noted



Quote

#15845

7/11/2024

Bill To

Ship To

Riversedge-Parks & Riverwalk
1915 Riversedge Blvd
Jacksonville FL 32207
United States

\$35,850.00

Expires	Sales Rep	Ordered By	Terms	AB Incoterms	Shipping Method
8/10/2024	Josh Combs		NET 30		

Qty.	Item	Options	Rate	Amount
27	pb.rs.24x35.gr 24in Diameter x 3.5ft Round Smooth Pole Base 24in Diameter x 3.5ft Round Smooth Pole Base (Central Park Poles)		\$425.00	\$11,475.00
23	pb.rs.24x35.gr 24in Diameter x 3.5ft Round Smooth Pole Base 24in Diameter x 3.5ft Round Smooth Pole Base (Park Poles)		\$425.00	\$9,775.00
24	pb.rs.24x35.gr 24in Diameter x 3.5ft Round Smooth Pole Base 24in Diameter x 3.5ft Round Smooth Pole Base (Riverwalk Poles)		\$425.00	\$10,200.00
3	Outside Engineering Fee Outside Engineering Fee Signed and Sealed Drawings/Calcs by a PE of the State		\$800.00	\$2,400.00
4	FREIGHT FREIGHT		\$500.00	\$2,000.00

Subtotal \$35,850.00

Tax Total —

Total \$35,850.00












Customer Message

Contractor to supply anchor bolts and templates. Truemont to supply up to four 1" pvc conduits in each pole base. Price is based on preliminary design by third party engineer. Price is subject to change based on final design and approvals. Central park pole bases are designed for the tallest pole at 14 feet and covers the 8ft and 10ft pole as well. Sales tax not included in quote. We appreciate the opportunity to quote you on this project!

Thank you,
Josh Combs
904-607-7491

Order Process





- **Cloud or Drive**
- **Files**
 - Detailed & Specific
 - Subfolders
 - Renaming documents
 - Yes, I am OCD!

 Bids	10/12/2023 7:01 AM	File folder
 Credit Apps	11/3/2023 2:05 PM	File folder
<input checked="" type="checkbox"/>  Customers	1/18/2024 2:52 PM	File folder
 Drawings	12/7/2023 8:53 AM	File folder
 FDOT	10/28/2022 11:56 AM	File folder
 Forms	12/12/2023 9:43 AM	File folder
 Freight Rates	8/8/2023 7:27 AM	File folder
 GTM-Collars	7/6/2023 10:27 AM	File folder
 Photos	1/5/2023 2:13 PM	File folder
 Pole Base-Project Plans	10/11/2023 12:52 PM	File folder
 Quotes	1/3/2024 10:12 AM	File folder

Order Process



 Global Electrical Contractors	3/24/2023 10:37 AM	File folder
 Griffin Traffic Signals	10/31/2023 11:11 AM	File folder
 Guarantee Electric Company	8/11/2023 8:08 AM	File folder
 Gulf Stream Construction	8/11/2023 8:08 AM	File folder
 Hayward Construction Group	2/5/2024 10:38 AM	File folder
 Highwater Solutions	8/11/2023 8:08 AM	File folder
 Hinson Electric	12/4/2023 9:11 AM	File folder
 HJ Farms	12/21/2023 12:23 PM	File folder
 Hypower	8/11/2023 8:10 AM	File folder

 01. Account Info	6/30/2023 2:22 PM	File folder
 1. Drawings	12/4/2023 9:08 AM	File folder
 48207-FDOT Hecksher (10458)	8/14/2023 9:32 AM	File folder
 49646-SR26 Gilchrist (10475)	10/11/2023 4:18 PM	File folder
 50549-I10_US301 Baldwin (10439)	12/4/2023 9:02 AM	File folder
 Completed Projects	12/4/2023 9:00 AM	File folder










 1. Admin	8/14/2023 9:37 AM	File folder
 2. Engineering-Plans	8/14/2023 9:47 AM	File folder
 3. Submittals-Approvals	8/18/2023 10:12 AM	File folder
 4. Production	10/27/2023 9:03 AM	File folder





Order Process

47941-JAA Employee PL (10478) > 1. Admin







<input type="checkbox"/>	Name
	Purchase Order
	Trumont JAA Parking Reviewed Quote

47941-JAA Employee PL (10478) > 2. Engineering-Plans

<input type="checkbox"/>	Name
	AB Packing Slip
	Add .75 Conduit
	Conduit Packing Slip
	JAA Parking Pole Base Conduit Config
	PB Detail
	Pole Base Detail
	Round Pole Base Template
	SO, 47941, Hinson Electric, JIA Employee PL
	Template

	1. Admin	8/14/2023 9:37 AM	File folder
	2. Engineering-Plans	8/14/2023 9:47 AM	File folder
	3. Submittals-Approvals	8/18/2023 10:12 AM	File folder
	4. Production	10/27/2023 9:03 AM	File folder

47941-JAA Employee PL (10478) > 3. Submittals-Approvals

<input type="checkbox"/>	Name	Date
	47941-Hinson-JAA Employee PL ...	8/11/2023
	47941-Hinson-JAA Employee PL, ...	8/11/2023
	PB-1 Submittal	8/11/2023
	PB-2 Submittal	8/11/2023
	PB-3 Submittal	8/11/2023
	PB-4 Submittal	8/11/2023

47941-JAA Employee PL (10478) > 4. Production

<input type="checkbox"/>	Name
	47941-Hinson-ProdRel1
	Stamped Prod Dwgs

CSM

Customer Supplied Materials

Anchor Bolt Customer Supplied Material Checklist








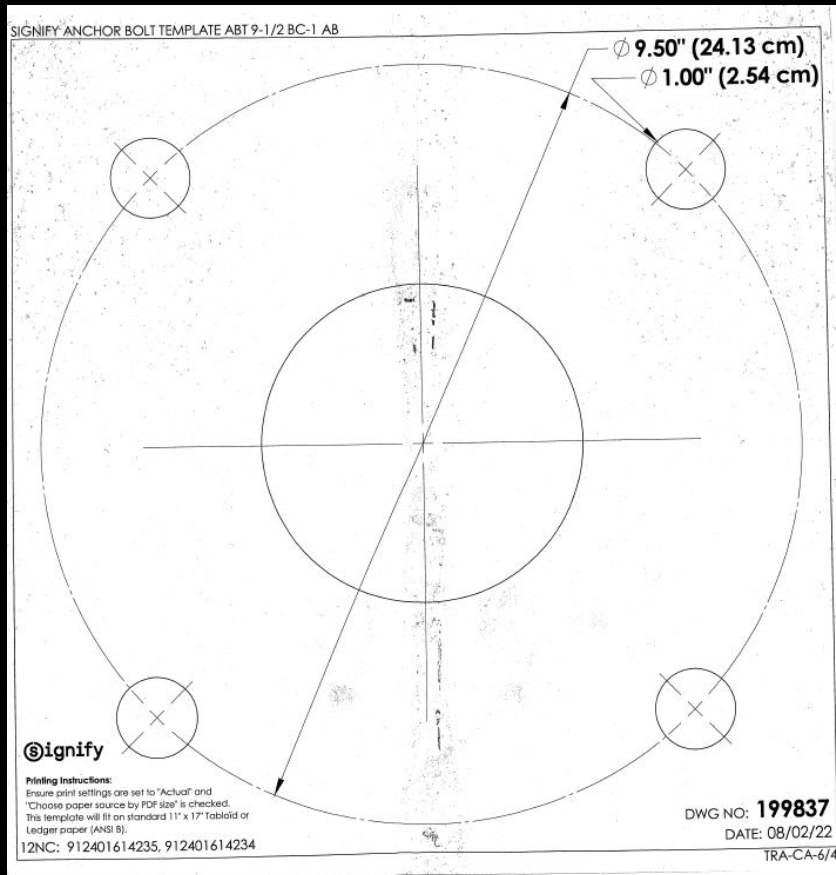
Sales Order #	55142		Checked By:	
Customer:	Miller Drilling		Sales Rep:	
Job Name:	NAS Marina			
Anchor Bolt Qty/Size (Example:40- 1"x36"x4")	28-1"x36"x4" Galv			
Single or Double Nut-Loose or Attached	Double			
Single or Double Washer-Loose or Attached	Double			
Thread Length	5"			
Template (Yes or No)	Yes			
PVC Size/Elbows/Couplings	None			
Additional Information: Template scanned and uploaded to job file. Original on file in office.				
*Material to be marked with SO/Document # and Customer Name.				
*Template to be marked with SO/Document # and sent to sales rep electronically, plant to file template at office.				
*Checklist to be completed within 24 hours of arrival and sent to sales rep for processing.				

CSM

Customer Supplied Materials

Projects > 55142-NAS Jax Marina > 2. Engineering-Plans

<input type="checkbox"/> Name	Date modified
 Above Grade-Quantity	3/8/2024 2:10 PM
<input checked="" type="checkbox"/>  Template-Bolt Circle	3/8/2024 2:11 PM
 Embedment Guide	3/8/2024 2:25 PM
 Poles	3/8/2024 2:09 PM
 Round Smooth Pole Base Form	3/27/2024 12:22 PM



Submittals

Per Contract Drawings



SALES ORDER: _____
P.O. NO.: _____
DATE: _____

ROUND SMOOTH POLE BASE PRODUCTION FORM

CUSTOMER: _____ JOB NAME: _____

CUSTOMER APPROVAL:

SIGNATURE: _____
THIS DRAWING AND ALL INFORMATION ON IT SUPERSEDES ANY
OTHER INFORMATION RECEIVED OR PROVIDED BY CUSTOMER
AND/OR SUPPLIER OF LIGHT POLE.

Bolt Conduit Relationship:

Bolts- Square Template
Conduit- Cross Template

DESIGN BY OTHERS

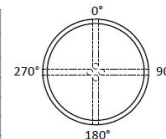
QUANTITY REQUESTED: _____
BASE DIAMETER: _____
BASE HEIGHT: _____
HORIZ BARS(SIZE & SPACING): _____
VERT BARS(QTY & SPACING): _____
CLEARANCE TO HORIZ. BAR: _____
CLEARANCE TO VERT. BAR: _____
BOLT CIRCLE: _____
BOLT PROJECTION: _____
NUMBER OF BOLTS: _____
SIZE OF BOLTS: _____
ABOVE GRADE: _____

- NOTE:
1.) DESIGN BY OTHERS
2.) GRADE 60 REBAR
3.) $F_c = 8000$ PSI
4.) 1500 PSI STRIP STRENGTH

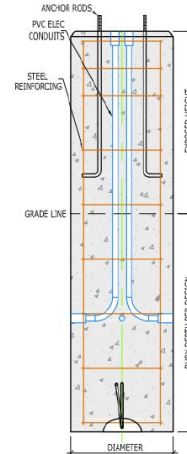
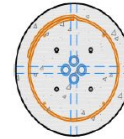
C.Y.: _____

WEIGHT: _____

CONDUIT INFORMATION		
SIZE	ANGLE	DEPTH



REFERENCE ONLY - SEE CHART
FOR ACTUAL LOCATION



Approvals



SALES ORDER: 40313

P.O. NO.: 174068

DATE: 05/13/2022

ROUND SMOOTH POLE BASE PRODUCTION FORM

CUSTOMER: Meisner Electric, Inc.

JOB NAME: General Aviation Center

CUSTOMER APPROVAL:

SIGNATURE: *Andres Alencaradi*

THIS DRAWING AND ALL INFORMATION ON IT SUPERSEDES ANY OTHER INFORMATION RECEIVED OR PROVIDED BY CUSTOMER AND/OR SUPPLIER OF LIGHT POLE.

Bolt Conduit Relationship:

Bolts- Square Template
Conduit- Cross Template

DESIGN BY OTHERS

QUANTITY REQUESTED: 18 (PB-1)

BASE DIAMETER: 24"

BASE HEIGHT: 5'-6"

HORZ BARS(SIZE & SPACING): 6-#4 Ties @ 12" OC

VERT BARS(QTY & SPACING): 8-#5 Rebar (5'-0")

CLEARANCE TO HORZ. BAR: 3"

CLEARANCE TO VERT. BAR: 3"

BOLT CIRCLE: 11.5"

BOLT PROJECTION: 5"

NUMBER OF BOLTS: 4

SIZE OF BOLTS: 1"x36"x4"

ABOVE GRADE: 0"

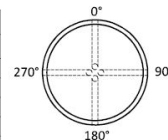
NOTE:

- 1.) DESIGN BY OTHERS
- 2.) GRADE BY REBAR
- 3.) FC = 5000 PSI
- 4.) 1500 PSI STRIP STRENGTH

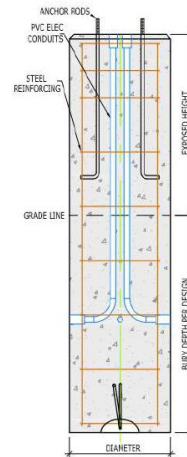
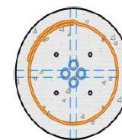
WEIGHT: 2.560

C.Y.: .6396

CONDUIT INFORMATION		
SIZE	ANGLE	DEPTH
1"	0	24"
1"	180	24"



REFERENCE ONLY - SEE CHART FOR ACTUAL LOCATION



Production Release

48902-EMC-T2027, Production Release



Inbox x



Jarred Dill

to Brian, me, JJ ▾

Fri, Feb 2, 4:25 PM (11 days ago)



Brian,

Please see the attached Production Release. The Anchor Bolts are shelved and labeled. The customer wants this delivered by 2-29-24, Please let us know if this is possible.

Thank You,

Jarred Dill

Sales Operations Specialist

Truemont Materials

1568 Manthei Road, Green Cove Springs

ph: 231.939.6944

Production Release

52463-UF North > 4. Production

☐ Name

☒ 52463-Miller Drilling-ProdRel1

☐ Stamped Prod Dwg



Sales Order

#52463

4/15/2024

Bill To

Bill Miller
Miller Drilling, Inc.
92 University Blvd. N.
Jacksonville FL 32211
United States
(904) 910-8746

Ship To

Bill Miller
Miller Drilling, Inc.
Will Call-UF North
1568 Manthei Road
Green Cove Springs FL 32043
United States

\$763.25

Terms	PO #	AB Ordered By	AB Incoterms	Shipping Method	Ship Date
NET 30	NTP-Bill Miller				4/15/2024

Qty.	Item	Options	Rate	Amount
1	pb,rs,24x8-gr 24in Diameter x 8ft Round Smooth Pole Base		\$710.00	\$710.00
	24in Diameter x 8ft Round Smooth Pole Base			

Subtotal \$710.00

Shipping Cost \$0.00

Tax Total (%) \$53.25

Total \$763.25

UF North-Jax, FL



SALES ORDER: 52463

P.O.No.: NTP-Bill Miller

DATE: 4/15/2024

ROUND SMOOTH POLE BASE PRODUCTION FORM

CUSTOMER: Miller Drilling

JOB NAME: UF Health North

APPROVED PROVAL

By Josh Combs at 7:38 am, Apr 15, 2024

SIGNATURE:

THIS DRAWING AND ALL INFORMATION ON IT SUPERSEDES ANY OTHER INFORMATION RECEIVED OR PROVIDED BY CUSTOMER AND/OR SUPPLIER OF LIGHT POLE.

Bolt Conduit Relationship:

Bolts- Square Template
Conduit- Cross Template

DESIGN BY OTHERS

QUANTITY REQUESTED: 1

BASE DIAMETER: 24"

BASE HEIGHT: 8'-0"

HORZ BARS(SIZE & SPACING): #3 Ties @ 12" OC (9)

VERT BARS(QTY & SPACING): 6-#6 Rebar

CLEARANCE TO HORZ. BAR: 3"

CLEARANCE TO VERT. BAR: 3"

BOLT CIRCLE: 10.5"

BOLT PROJECTION: 4.5"

NUMBER OF BOLTS: 4

SIZE OF BOLTS: 1"x30"x3"

ABOVE GRADE: 30"

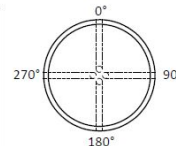
NOTE:

- 1) DESIGN BY OTHERS
- 2) GRADE 60 REBAR
- 3) Fc = 5000 PSI
- 4) 1500 PSI STRIP STRENGTH

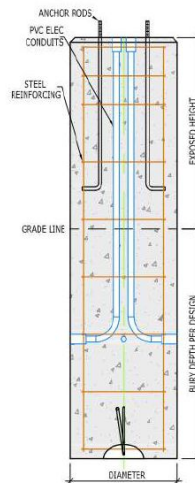
C.Y.: 9304

WEIGHT: 3.630

CONDUIT INFORMATION		
SIZE	ANGLE	DEPTH
1"	0	54"
1"	90	54"
1"	180	54"
1"	270	54"



REFERENCE ONLY - SEE CHART
FOR ACTUAL LOCATION



Pole Base Open Orders Sheet

Pole Base Open Orders-Backlog														
Q-SO	Customer-Project	Qty	D	L	Anchor Bolts	Template	PO	Out For Approval	Approved	RTP	Produced	Requested Delivery	Production Dates	Comments
S-43736	EMC-1337 Deerfield Beach	3	24	11'	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	TBD	Completed	Trent to see if pole base can be stored at store, job pushed 2024
S-48901	ADEC-Jupiter Roundabout	14	24	6'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TBD	TBD	Josh is dealing w/ Joel on this
S-48911	EMC-2091 Acworth GA	2	24	7'	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TBD		Decision to be made at EOY
S-48912	EMC-2174 Conyers GA	2	24	7'	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	TBD		Decision to be made at EOY
S-49645	GK Pole Setting-Parrish Park	29	18	4'-6"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	3/22/2024	2/15 - 3/8	Shipped
		3	24	4'	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Jessica is checking on these, will get back with me.
S-51930	Santa Rosa-Soundside HS	46	24	8'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Waiting on Anchor Bolts from Jackie
		3	18"	4'-6"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Waiting on Anchor Bolts from Jackie
		5	12"	2'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Waiting on Anchor Bolts from Jackie
		16	12"	2'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Waiting on Anchor Bolts from Jackie
S-51479	Barts Elec-Duke Field Fire Station	6	18"	7'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Submittals sent on 2/23/24, Nothing new as of 3/25
S-51562	Cash Sale-GRD	10	24"	8'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	5/1	4/23 - 4/29	
S-51354	Griffin-FDOT T3881 SR20	11	24"	3'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		4/19 - 4/23	
		9	30"	7'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		4/16 - 4/22	
S-49047	Live Oak Contracting-Stillwell	4	24	6'-6"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	4/17/2024	4/11-4/12	Bedrock, Preload 4/16
		16	24	8'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	4/10/2024	4/1 - 4/10	Bedrock, Preload 4/9
S-44327	EMC-T2032, Winter Park	2	24	11'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	4/22/2024	4/8 - 4/9	TMC, Scheduled (Need site contact)
S-51981	Capital Concrete-Brixmor Starbucks	13	24	8'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	4/23/2024	4/10 - 4/18	Waiting on Confirmation of Delivery
S-52002	Ace Electric-Bell Auditorium	1	24	7'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	4/17/2024	4/10	Customer pick up
	PB-2	7	24	7'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	4/17/2024	4/10 - 4/15	Customer pick up
S-52018	Andrew Electric-Beachline	2	24	8'-6"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	4/17/2024	4/8 - 4/9	Bedrock, Scheduled
S-52060	Miller Drilling -NAS Marina	2	24	9'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>		4/18	
	PB-2	6	24	7'-6"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	2-3 weeks from 3/27	4/15 - 4/17	I sent Bill and told him week of 4/22 but looking at moving that up a week.
S-52344	Griffin-FDOT T3866 Tallahassee	2	24	4'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Resubmit Needed
S-52400	EMC-T1853, JAX FL	2	24	10'-0"	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	5/2/24		
S-52414	Ace Electric-Spring Hill Suites, GA	11	24	9'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Sent Submittals on 4/11/24
QUOTES														
Q-11758	Regency Electric-Med Exam Office	15	30	6'-0"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			Waiting on approvals, PO, and CSM. Very early in job.

Do Simple Better.

TUCK IN YOUR SHIRT.
TOUCH THE LINE.
DO SIMPLE BETTER.



FDOT Products-Pole Base



LIGHT POLE BASE



SIGN BASE



**CROSSWALK
BASE**

Target Customers

- Electrical Contractors
- Masonry & Concrete Contractors
- Auger Contractors
- General Contractors



Different Pricing Methods

- Vertical Feet
- Price Per Ton
- Labor & Rebar (Bill of Material)
- What Will The Market Bear?
- Competition (Other Producers & CIP)

Racetrac-Jacksonville, FL (2022)



Racetrac-Jacksonville, FL (2022)

- Masonry & Concrete Contractor (CIP)
 - Quantity of 22 Pole Bases
 - 24"x9-6" Round Rusticated
 - First Job Using Precast
 - 20% Discount On Pole Bases



An aerial photograph of a gas station. In the foreground, there is a large, rectangular structure with a grid-like roof, which is a pole base for a canopy. To its right is a building with a flat roof, likely the gas station's convenience store or service building. The area is surrounded by a parking lot with several vehicles, including a large blue truck. A road with a median runs along the left side of the station. The background shows some greenery and other buildings.

POLE BASE USED AT GAS STATION

Repeat Orders

- Multiple Orders Since First Project
- 22 Orders With 200K In Revenue
- Customer Has Not Poured Another Pole Base in Place
- Pricing Increased Back To Target Margin



▼
**JOSH
COMBS**

Truemont Materials-Sales Manager

josh.combs@truemontmaterials.com

904-607-7491

**THAN
K
YOU!**

QUESTIONS?

