

**YOU THINK YOU WANT A THUNDERBOLT**





# The Investment Costs

## *250 Ton Lift*

- Dock
  - \$500,000
- Lift
  - \$1,000,000
- Service Life
  - 25 years\*
- Cost/Year
  - *\$60,000*

## *50 Ton Lift*

- Dock
  - \$300,000
- Lift
  - \$175,000
- Service Life
  - 25 years\*
- Cost/Year
  - *\$19,000*

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# Overhead Costs

## *250 Ton Lift*

- Wages, Benefits
  - \$22,000
- Ops & Maintenance
  - \$282,500
- Training & Certification
  - Required every 5 years
- Cost/Year
  - *\$304,000*
  
- Total
  - *\$ 364,500*

## *50 Ton Lift*

- Wages, Benefits
  - \$33,500
- Ops & Maintenance
  - \$108,500
- Training & Certification
  - Required every 5 years
- Cost/Year
  - *\$19,000*
  
- Total
  - *\$161,000*

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- Total
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## *50Ton Lift*

- Wages, Benefits ***50***
  - \$33,500
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  - \$108,500
- Training & Certification
  - Required every 5 years
- Cost/Year
  - \$19,000
  
- Total
  - ***\$161,000***

# Basic Assumptions

- 25 year service life (closer to 20...)
- No catastrophic incidents
- 300 lift hours per year
- \$200 per hour is the “Threshold of Pain”

# The Basic Numbers

## *250 Ton Lift*

- \$364,500 fixed costs/year
- 300 hours/year operation
- ***\$1215 per lift hour***

## *50 Ton Lift*

- \$161,000 fixed costs/year
- 300 hours/year operation
- ***\$537 per lift hour***

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# Other Considerations

- **Environmental Impact**
  - Where do you take them?
  - What do they do or expect to do when they get there?
- **Blocking**
  - You or them?
  - Your responsibilities
- **Management Philosophy and Controls**
  - Risk Management
  - Waste stream controls
  - Best Management Practices
  - Standard Operating Procedures

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# Other Considerations

## *Impact on Current Operations*

- **Personnel**

- Requires 2
- Requires certification and training
- Maintenance schedules

- **Hours of Operation**

- 24/7 or other?
- Holidays
- Emergencies and "Emergencies"
  - "I gotta go now"

- **Scheduling**

- Weather and tides
- No shows
- Priorities
- Conflict Resolution

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# People You Will Get to Know (or should...)

- AKOSHA
- EPA
- ADEC
- Insurance Agent
- Claims Adjusters
- Risk Manager
- Your Attorney

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A TraveLift Will Significantly  
Complicate Your Life as a  
Harbormaster

(I personally guarantee it)