

TABLE 4.—PRICES FOR TRAFFIC WARNING SIGNS AND DEVICES CHANGED BY THE 1993 MUTCD REQUIREMENTS

Sign/Device	Summary of change	Source	Price	Applicable standard
'Stop/Slow' Sign Paddle .....	1971 ANSI width requirements were (at least) 24 inches; Changed to 18 inches square in 1993 MUTCD.	Pac Sign Co. (G-hs-12) .....	\$65.00	1971 ANSI
'No Parking Any Time' .....	Changed to reflect International symbol for No Parking.	John M. Warren, Inc. (TC1006) .....	33.50	1993 MUTCD
		John M. Warren, Inc. (TS1011) .....	12.95	1971 ANSI
No Parking: international symbol, without written legend.		Newman Signs (R7-31A) .....	12.05	1993 MUTCD
		Newman Signs (R8-3A) .....	8.47	1993 MUTCD
'No Parking' with international symbol below legend.		Pac Sign Co. (G-r-101be5) .....	16.00	1993 MUTCD
		Pac Sign Co. (G-r-101ra5) .....	22.00	1993 MUTCD
'Narrow Bridge; 'Right Lane Ends'; "Road Narrows'. 'Right Lane Closed Ahead'	Dimensions changed from 30X30 in 1971 to 36X36 in 1993.	Pac Sign Co. (G-w5-2ara22; G-w9-1ra22; G-w5-1ra22).	59.00	1971 ANSI
		Pac Sign Co. (G-w20-5rra27) .....	90.00	1993 MUTCD
		Newman Signs (W20-5R-A) .....	46.63	1993 MUTCD
Reflective Traffic Drum .....	1971 ANSI requirement: Metal drums of 30-55 gallon capacity.	1971 ANSI version no longer produced; Northeast Traffic Control Company.	<sup>1</sup> 45 to 60	1971 ANSI
	1993 MUTCD requirement: Constructed of lightweight, flexible, and deformable materials," 36 inch height minimum, 18 inch width minimum.	Bent Manufacturing Superdome Drum.	68.00	1993 MUTCD

Notes:

<sup>1</sup> When last available; estimate by sales representative.

Price data were obtained from the following Web sites:

John M. Warren, Inc., Mobile, AL

<http://www.johnmwarren.com/item.asp?cat=1&ThisPage=0&maxPage=0&prodID=140>

<http://parkingsignsbypac.safeshopper.com/501/cat501.htm>

<http://www.johnmwarren.com/item.asp?cat=2&ThisPage=2&maxPage=2&prodID=290>

Newman Signs

<http://www.newmansigns.com/>

Pac Sign Co., Binghamton, NY

<http://parkingsignsbypac.safeshopper.com/226/cat226.htm?239>

<http://parkingsignsbypac.safeshopper.com/544/cat544.htm?239>

<http://parkingsignsbypac.safeshopper.com/542/cat542.htm?239>

<http://parkingsignsbypac.safeshopper.com/383/cat383.htm?239>

Bent Manufacturing, Huntington Beach, CA

<http://www.bentmfg.com/drums.htm>

TABLE 5.—DATA AND CALCULATIONS FOR REGULATORY FLEXIBILITY ANALYSIS

Data Type/Calculation	Amount/Result
Receipts (1,000) <sup>1</sup> .....	\$9,807,978
Median return on sales <sup>2</sup> (in percent) .....	3.00
Estimated profit for 1997 .....	\$294,239,340
Total employment <sup>1</sup> .....	42,501
Number of establishments <sup>1</sup> .....	8,104
Employment per establishment (Total employment divided by number of establishments) .....	5.24
Receipts per establishment (Receipts divided by number of establishments) .....	\$1,210,264
Profit per establishment (Profit divided by number of establishments) .....	\$36,308
Number of crews per establishment (Employment per establishment divided by 4, assuming 4-person crew) .....	1.31
Worst-case one-time cost per crew (from economic analysis) .....	\$1,648
Total one-time cost per establishment (Worst-case one-time cost per crew multiplied by number of crews per establishment) .....	\$2,161
Annualization factor (10 year life, 7% interest) <sup>3</sup> .....	0.14
Annualized cost per establishment (Total one-time cost per establishment multiplied by annualization factor) .....	\$308
Cost as a percentage of receipts per establishment (Annualized cost per establishment divided by receipts per establishment) ..	0.03
Cost as a percentage of profit per establishment (Annualized cost per establishment divided by profit per establishment) .....	0.85

<sup>1</sup> Data from the U.S. Bureau of Census, "Number of Firms, Number of Establishments, Employment, Annual Payroll, and Receipts by Employment Size of the Enterprise for the United States, All Industries—1997," (<http://www.census.gov/csd/susb/susb2.htm#go97>) for SIC 1611, Highway and Street Construction (Enterprises with less than 20 employees).

<sup>2</sup> Data from Dun and Bradstreet, "Industry Norms & Key Business Ratios, 1998-1999," for SIC 1611, Highway and Street Construction.

<sup>3</sup> Annualization factor (Af) computed using the formula on page 18111:

where i is the interest rate and n is the useful life of the equipment.