

GreenLeader

Businesses across Long Island are turning over a new leaf and leading their employees, customers and communities to a greener future. Once a month, we'll use this space to recognize those organizations as GreenLeaders.

Snake Tray

If you removed the walls and ceilings in your office, you'd understand how Snake Tray got its name. The Bay Shore company makes the cable management and power distribution products that snake their way around the building, keeping the power and data flowing smoothly. To keep power flowing at its own Bay Shore manufacturing facility, this past August Snake Tray installed a 100 kW solar system that meets 100% of the company's energy needs. "By running our business with solar panels, we're now putting our green principles into action," says Roger Jette, President of Snake Tray. Jette and his wife Molly Hays, who run the family-owned business, estimate it will produce 120% of their energy consumption. "We are a carbon zero organization," says Jette proudly, adding that he believes they are the first company in the electrical industry that manufactures their products with 100% clean, renewable energy. Federal tax incentives and LIPA

rebates mean that the system will pay for itself in a very short time period, says Jette. "It was a surprise to discover how easy it is to get green with very fast payback—within less than three years." Employees are proud of the system, which they installed themselves. "It's very cool to watch the meter running backwards," says Hays. The company uses recycled steel to make their products, another green move, and by year's end, they'll have finished the installation of high-efficiency lighting. They've also partnered with area schools to let students use their facility as a learning environment. "We love New York, but it's an expensive place to run a business," says Hays. "By adding solar, we are going to cut our costs dramatically, and that's part of why we did it—we want to keep our business right here on Long Island."

For more information on the GreenLeaders program or to nominate a local company you know, go to GreenStreetLI.com.



Snake Tray's Roger Jette and Molly Hays love watching their electric meters, powered by solar panels, as they run backward



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