

TECHNICAL UPDATE COST COMPARISON CABLE TRAY vs. CABLE HOOKS

Cost awareness still remains one of the top priorities for any project budget today. Quality of components is still at the forefront, however cost considerations are of utmost importance in every estimator's mind. Snake Tray products fulfill both roles by providing exceptional quality materials with unique designs, allowing for unmatched ease of installation. Every component in the Snake Tray suite of products has been developed with this theory, and must fulfill that most basic requirement.

The following cost analysis has been prepared to demonstrate the differences in cost between acceptable methods of cable management. Two different scenarios were offered for the analysis. The first being an installation that required the pathways to be completely suspended from threaded rod, the second being a totally wall mounted install. For purpose of the study, the following criterion was used.

1. The length of cable tray and J-hook supports is 200 linear feet
2. No changes in direction were necessary
3. Supports for all cable management shall be every 4 feet as per local AHJ
4. Cable trays that were compared were Snake Tray and generic wire basket i.e. EZ Tray
5. Cable hooks used were of typical design i.e. B-Line BCH32, 2"
6. Ceiling/floor supports beams were 8 foot on center
7. Wall studs were standard 16 inch on center
8. Assume a cable capacity of 300 Category 5e cables at a .21 O.D.



Snake Tray® products are covered by one or more of the following patents: #6637704, #6637165, #6463704, #6460812, #6449912, #6361000, #6347493, #6019323, #6347493, #6449912, #6460812, #5953870, #5839702, #6926236, #7168212, #7959019. Foreign Patents: Australia #737813, #748160, #749488, #776643, #776644. Canada #2251732, #2319624, #2303081, #2396792. Japan #3723224. Mexico #204995, #229386, #220889. Europe #1012938, 1012937. Other Patents Pending.

CABLE MANAGEMENT SOLUTIONS, INC.

CABLE MANAGEMENT AND POWER DISTRIBUTION

291 SKIP LANE ♦ BAY SHORE, NEW YORK 11706 USA ♦ TEL: (800)308-6788 (631)674-0004

Document No. MKTG-0076 ♦ September 2016 ♦ © 2016 Snake Tray

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SCENARIO #1 All pathway to be installed over head via threaded rod

| Manufacturer | Part Nbr | Description | Qty | Price | U | Labor | U | Material \$ | Total hour |
|--|------------|--------------------------------|-----|----------|---|-------|---|----------------|------------|
| Cable hook Option installed from threaded rod. Assume a tree configuration of 6 hooks, 3 per side on each rod | | | | | | | | | |
| Hilti | HIT C20/24 | Hollow Concrete Anchor 1/4" | 25 | \$75.00 | C | 3.25 | C | \$18.75 | 0.81 |
| Steel City | SC 1/424 | 1/4" Beam Clamp | 25 | \$23.50 | C | 1.50 | C | \$5.88 | 0.38 |
| Steel City | 3424433244 | 1/4" bolt plated | 25 | \$4.25 | C | 2.00 | C | \$1.06 | 0.50 |
| Steel City | 3424433248 | 1/4" 1' Threaded rod (Fld cut) | 25 | \$7.50 | C | 2.75 | C | \$1.88 | 0.69 |
| B'Line | BCH32-RB | 2" J-Hook Assembly | 300 | \$230.00 | C | 12.75 | C | \$690.00 | 38.25 |
| Material total | | | | | | | | \$717.56 | |
| Labor Total | | | | | | | | | 40.63 |
| at \$60.00/hr loaded labor | | | | | | | | \$2,437.50 | |
| Total Installation | | | | | | | | \$3,155.06 | |
| Cost per foot (200' Total) | | | | | | | | \$21.03 | |

Wire basket option

| | | | | | | | | | |
|-----------------------------------|-------------|------------------------------------|-----|----------|---|------|---|----------------|-------|
| Cablofil | CF54300 | 12" x 2" Tray | 200 | \$660.00 | C | 8.50 | C | \$1,320.00 | 17.00 |
| Cablofil | FASC300 | 12" FAS Support Bracket | 25 | \$133.00 | C | 7.50 | C | \$33.25 | 1.88 |
| Cablofil | EDR | Fast Splice | 40 | \$115.00 | C | 1.50 | C | \$46.00 | 0.60 |
| Steel City | SC 1/424 | Beam Clamp | 25 | \$23.50 | C | 1.50 | C | \$5.88 | 0.38 |
| Hilti | HIT C20/24 | Hollow Concrete Anchor 1/4" | 25 | \$75.00 | C | 3.25 | C | \$18.75 | 0.81 |
| Cablofil | THRD 1/4 | 1/4" Threaded rod 20-72" (Fld cut) | 25 | \$36.50 | C | 2.75 | C | \$9.13 | 0.69 |
| Cablofil | EZ HN 1/4 B | 1/4" Hex nut | 25 | \$3.00 | C | 0.50 | C | \$0.75 | 0.13 |
| Cablofil | EZ FW 1/4 B | 1/4" Flat washer | 25 | \$2.00 | C | 0.50 | C | \$0.50 | 0.13 |
| Cablofil | FAS P300 CH | FAS Center hanger | 25 | \$125.00 | C | 7.00 | C | \$31.25 | 1.75 |
| Material total | | | | | | | | \$1,465.50 | |
| Labor Total | | | | | | | | | 23.35 |
| at \$60.00/hr loaded labor | | | | | | | | \$1,401.00 | |
| Total Installation | | | | | | | | \$2,866.50 | |
| Cost per foot (200' Total) | | | | | | | | \$19.11 | |

Snake Tray option

| | | | | | | | | | |
|-----------------------------------|-----------|---------------------------------|-----|----------|---|------|---|----------------|-------|
| Snake Tray | CM201-6-8 | 24 square inch cable tray 4"x6" | 200 | \$718.50 | C | 8.50 | C | \$1,437.00 | 17.00 |
| Snake Tray | CB-10 | Connector Bolt | 24 | \$256.00 | C | 1.50 | C | \$61.44 | 0.36 |
| Snake Tray | BC201A | Beam Clamp | 25 | \$151.00 | C | 1.50 | C | \$37.75 | 0.38 |
| Snake Tray | TR-1 | 3/8" plated threaded rod | 25 | \$44.00 | C | 2.75 | C | \$11.00 | 0.69 |
| Snake Tray | CM-FW-38 | 3/8" Flat washer | 25 | \$2.00 | C | 0.50 | C | \$0.50 | 0.13 |
| Snake Tray | CM-HN-38 | 3/8" Hex nut | 50 | \$3.00 | C | 0.50 | C | \$1.50 | 0.25 |
| Snake Tray | CM-TR-HBC | 3/8" Rod anchor | 25 | 108 | C | 2.00 | C | \$27.00 | 0.50 |
| Material total | | | | | | | | \$1,576.19 | |
| Labor Total | | | | | | | | | 19.30 |
| at \$60.00/hr loaded labor | | | | | | | | \$1,157.85 | |
| Total Installation | | | | | | | | \$2,734.04 | |
| Cost per foot (200' Total) | | | | | | | | \$18.23 | |



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SCENARIO #2 All pathway to be wall mounted

| Manufacturer | Part Nbr | Description | Qty | Price | U | Labor | U | Material \$ | Total hou |
|--|------------|----------------------------------|-----|----------|---|-------|---|----------------|-----------|
| Cable hook option completely wall mounted | | | | | | | | | |
| Hilti | HIT C20/24 | Hollow Concrete Anchor 1/4" | 300 | \$75.00 | C | 3.25 | C | \$225.00 | 9.75 |
| Steel City | 3424433244 | 1/4" bolt plated | 300 | \$4.25 | C | 2.00 | C | \$12.75 | 6.00 |
| B'Line | BCH32-RB | 2" J-Hook Assembly | 300 | \$230.00 | C | 12.50 | C | \$690.00 | 37.50 |
| Material total | | | | | | | | \$927.75 | |
| Labor Total | | | | | | | | | 53.25 |
| at \$60.00/hr loaded labor | | | | | | | | \$3,195.00 | |
| Total Installation | | | | | | | | \$4,122.75 | |
| Cost per foot (200' Total) | | | | | | | | \$27.49 | |
| Wire basket option | | | | | | | | | |
| Cablofil | CF54300 | 12" x 2" Tray | 200 | \$660.00 | C | 8.50 | C | \$1,320.00 | 17.00 |
| Cablofil | FASL300 | 12" FAS Support Bracket | 50 | \$133.00 | C | 7.50 | C | \$66.50 | 3.75 |
| Cablofil | EDR | Fast Splice | 40 | \$115.00 | C | 1.50 | C | \$46.00 | 0.60 |
| Hilti | HIT C20/24 | Hollow Concrete Anchor 1/4" | 50 | \$75.00 | C | 3.25 | C | \$37.50 | 1.63 |
| Steel City | 3424433244 | 1/4" bolt plated | 50 | \$4.25 | C | 2.00 | C | \$2.13 | 1.00 |
| Material total | | | | | | | | \$1,470.00 | |
| Labor Total | | | | | | | | | 22.98 |
| at \$60.00/hr loaded labor | | | | | | | | \$1,378.50 | |
| Total Installation | | | | | | | | \$2,848.50 | |
| Cost per foot (200' Total) | | | | | | | | \$18.99 | |
| Snake Tray option | | | | | | | | | |
| Snake Tray | CM501-5-8 | 25 square inch wall tray 5" x 5" | 200 | \$375.00 | C | 8.50 | C | \$750.00 | 17.00 |
| Snake Tray | CB-10 | Connector Bolt | 24 | \$256.00 | C | 1.50 | C | \$61.44 | 0.36 |
| Snake Tray | CM501-CA | 1/4" Concrete Anchor | 51 | \$64.00 | C | 4.50 | C | \$32.64 | 2.30 |
| Material total | | | | | | | | \$844.08 | |
| Labor Total | | | | | | | | | 19.66 |
| at \$60.00/hr loaded labor | | | | | | | | \$1,179.30 | |
| Total Installation | | | | | | | | \$2,023.38 | |
| Cost per foot (200' Total) | | | | | | | | \$13.49 | |



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Conclusion: Snake Tray offers an uncomplicated and direct solution for routing cables from point A to point B by providing simple straightforward pathways designed specifically for the task at hand. Most cable conveyance systems are throwbacks to the days where datacom cabling was tossed in with the standard electrical package. Category UTP cables have very different characteristics than that of standard construction grade copper high voltage cables; they are much lighter in construction and have a very definite bending and support requirements. Snake Tray was specifically designed for such a purpose, completely support the cable, and maintain the correct bending radius; all the while significantly reducing the overall labor associated with installation. The data contained in the above analysis illustrates the overall cost savings yielded by utilizing a Snake Tray solution rather than a generic offering. This holds true for many other installation challenges especially when directional changes are added into the calculations where Snake Tray has been proven to reduce install costs by over 40%. Snake Tray proves to be a much more cost efficient solution than that of generic cable hook or basket tray.



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