

### Mega Snake Benefits:

- .250" wire construction, the largest and strongest in the industry
- Only requires 2 splice plates per connection
  - o Self aligns one tray to the next
  - o Adds structural integrity to the tray system
- Built-in mounting rails
  - o No additional brackets or braces for overhead applications
  - o Reduced parts for BOM
  - o Interfaces with additional trays and or components
- Pre built turns, tees and crosses
  - o No sharp edges
  - o 10X faster than field fabricated
- Trays nest together
  - o Reduced freight charges
  - o Minimizes material handling and storage
  - o LEED favorable design

### Generic Wire Basket Tray

- .197" wire construction
  - o Requires multiple connectors
  - o Non structural
  - o Does not align sections
- Requires additional brackets for overhead installation
- Field fabricated turns, tee's and crosses
  - o Sharp edges
  - o Time consuming!!!
  - o Wasted material
  - o Requires additional parts to maintain structural integrity
- Does not stack
  - o Increased freight
  - o Increased material handling

### Cost Analysis of creating one (1) 90° sweep turn

	Generic Wire Basket	Mega Snake
Tray Size	4"d x 24"w	4"d x 24"w
Labor Rate	\$75.00/Hour	\$75.00/Hour
Number of Wire Cuts	288	0
Time Required	40 mins	4 mins
Total Labor	\$50.00	\$5.00
List Cost of Component	\$72.00	\$48.40
Additional Components	12 Spring Splice Connectors	2 Splice Plates
Cost of Additional	\$9.60	\$20.06
Cost of 90° Sweep	\$131.60	\$73.46

### Analysis:

44% savings for each 90° sweep, plus the overall savings of 36 minutes of labor reduces the cost by an additional \$45.00 per 90°. **THUS**, the total cost per 90 degree sweep will be \$28.46!



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

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