

## 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**

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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
<b>Cable hook Option installed from threaded rod. Assume a tree configuration of 6 hooks, 3 per side on each rod</b>									
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	
<b>Cost per foot (200' Total)</b>								<b>\$21.03</b>	

#### 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	
<b>Cost per foot (200' Total)</b>								<b>\$19.11</b>	

#### 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	
<b>Cost per foot (200' Total)</b>								<b>\$18.23</b>	



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## SCENARIO #2 All pathway to be wall mounted

Manufacturer	Part Nbr	Description	Qty	Price	U	Labor	U	Material \$	Total hou
<b>Cable hook option completely wall mounted</b>									
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	
<b>Cost per foot (200' Total)</b>								<b>\$27.49</b>	
<b>Wire basket option</b>									
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	
<b>Cost per foot (200' Total)</b>								<b>\$18.99</b>	
<b>Snake Tray option</b>									
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	
<b>Cost per foot (200' Total)</b>								<b>\$13.49</b>	



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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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