

## For Immediate Release

# Leading Cabling Contractor Gets Ahead of the Competition with CIS

**ARLINGTON, VA, MARCH 28, 2007** – An advanced Cabling Installation System (CIS) from Beast Cabling Systems, Inc. recently enhanced the installation process for The Mercury Group, a leading contractor providing installation of network communications systems for a variety of customers.

CIS is an innovative system of components designed to bring systemization and control to the various tasks required to properly install network cabling. CIS enables proper bend radius, separation, organization, metering, and labeling of cables for consistent, efficient installations that conserve time and material, reduce errors, and enhance industry best practices for overall better network performance.

“We’re always looking for innovative ways to stay ahead of the competition while maximizing the efficiency and accuracy of every project,” says Gary Berlin, Vice President of Operations for The Mercury Group. “When we researched CIS, Beast Cabling Systems came to our location, introduced the system, and provided excellent training.”

The Mercury Group recently deployed the CIS while cabling a large broadcasting company, realizing a significant increase in efficiency. “We installed cabling on one floor using traditional methods, and then we deployed CIS on the next floor. We saw a 35% labor savings with CIS,” says Berlin. “The system’s labeling and Wirewolf components were key in enabling us to easily and accurately organize and separate cables for termination in the telecommunications closet. The portability of the system also made it much easier to transport cable from one location to another within the facility.”

The Beast Cabling Systems CIS offers a system for easily and properly identifying and labeling cables during installation to reduce errors and provide the foundation for a fully and properly labeled infrastructure. The Wirewolf™ component mounts in front of the Beast Cabling Systems CIS, and once cables have been pulled to stations, the equipment side of the cables are sorted to

the left and right through holes in the Wirewolf's Plexiglas panel that correspond to rack layouts. Contractors using the Wirewolf report saving 18 hours of labor for every 300 cables pulled.

"The process of pulling cable normally includes back-feeding disorganized batches of cable to the closet where you face the time-consuming task of sorting cables for termination. CIS allows you to quickly sort those cables for termination in the closet right after you pull them," says Greg Bramham, Vice President of Business Development for Beast Cabling Systems.

Pleased with the results and customer service, The Mercury Group purchased three CIS systems for use on other large cabling installations, including a high school, major college campus, and large Coast Guard academy.

"The support from Beast Cabling Systems has been second to none. They help us make sure that we're using the system to its fullest capacity through training, site visits, and constant support," says Berlin. "It's a state-of-the-art system that we can use to maximize efficiency and accuracy on any large cabling job."

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#### About The Mercury Group

The Mercury Group has over 25 years experience providing a wide range of copper, fiber, and wireless communications system installation, ongoing maintenance, professional consulting services and product implementations for end users, equipment manufacturers, and electrical and general contractors. As a BICSI Premier Contractor, The Mercury Group maintains rigorous quality standards and best practices. For more information, visit [www.mercury-group.com](http://www.mercury-group.com).

#### About Beast Cabling Systems

Headquartered in Arlington, VA, privately held Beast Cabling Systems provides patented cabling installation system (CIS) components and services to the voice and data cabling markets. Contractors using Beast CIS achieve a competitive advantage by improving practices and profitability on every job for better network performance and customer satisfaction. For more information, visit [www.beastcablingsystems.com](http://www.beastcablingsystems.com).