

## **Contractor Improves Profit on Cable Installation Project**

ARLINGTON, VA, NOVEMBER 14, 2006 – Beast Cabling Systems, Inc, a leading provider of advanced Cabling Installation Systems (CIS) components, today announced substantial material savings on a cabling installation project for a health care office building in Columbus Ohio. As a subcontractor to Black Box Network Services, the cabling installation contractor reduced material waste and increased margin on the project by using Beast Cabling Systems' CIS.

Black Box bid the project aggressively at 138,000 feet of category 5e cable to support 640 dual drops. Upon project completion, however, only 123,000 feet of cable was actually used due to efficiencies of using the Beast CIS. Conservatively, the contractor realized a \$3,000 savings in material that was directly attributed to use of the Beast CIS.

If the project had been specified for more expensive category 6 cable, the savings would have been \$6,750. For the contractor, these savings go directly to the bottom line, improving the margin on every project.

"When you compare the amount of cabling purchased and delivered to the job site to the actual amount terminated and in used in the network, it is not unusual to have over 15 percent waste in cabling material," said Mark Vida, vice president of sales and business development for Beast Cabling Systems. "On this project, material waste amounted to just four percent of pulled cable. The difference is profit that goes right into the pocket of the CIS enabled contractor," said Vida.

CIS is a category of components and practices that bring control and consistency to the installation, organization and testing of cabling infrastructures. These systems have a significant impact on contractor operation and profitability. Beast Cabling Systems CIS is a portable system that separates, organizes, meters, and labels cable off the reel or out of the box and into cable pathways, conserving time and materials, reducing errors and damage, and ensuring safe, uniform installation practices for any crew on any job.

### 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, reducing workplace fatigue, and improving profitability on every job. For more information, visit [www.beastcablingsystems.com](http://www.beastcablingsystems.com).