



SEAN ROBERTS

Business Development Manager – Modular Solutions & Building Controls



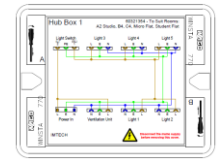
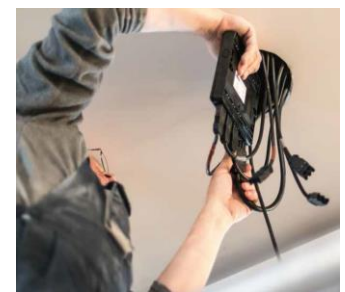
ABOUT US....

- German manufacturer with a global presence
- Employ over 8000 people worldwide
- A global turnover of €862 million in 2017
- Inventors of the cage clamp (spring) screwless electrical connection
- Established in Minden in Germany in 1951
- Manufacture in excess of 40,000 different components
- 9 Production sites
- 28 WAGO companies
- 50 WAGO agencies



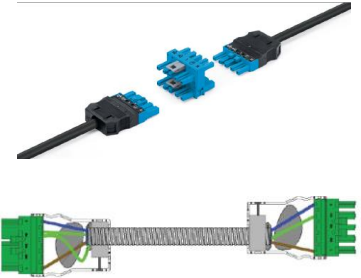
OFFSITE ASSEMBLY..

- WAGO is a long standing proponent of offsite assembly or manufacture
- Although initially founded as purely a loose component manufacturer
- We have from the very early days offered offsite or preassembly on our core products as a value added service
- There are reasonably obvious benefits to this such as speed and labour saving
- With the evolution of modular wiring for electrical installation these benefits have been built on, expanded and multiplied many times
- Greatly reduced onsite labour, faster install, reduced programme, better quality, improved health and safety and more fixed cost to name a few



ALDGATE TOWER, LONDON

- 16 storey office block
- Very tight construction programme
- Delivery issues due to location
- 2.2km of our prewired trunking solution for lighting and small power as well as prewired distribution boards
- The tenant install was completed by an average of 2 men at a rate of 1 tenant per week for the 32 week programme.
A traditional install would have been 6 to 8 men for the same 32 week programme
- Delivered to site 1 floor at a time in line with the programme by artic lorry using fully recyclable bins and stillages all of which contributed to reducing both WAGO's and the clients carbon footprint
- Developers Chief Electrical Engineer was amazed at the speed of install and consequently proposed us for 2 new projects

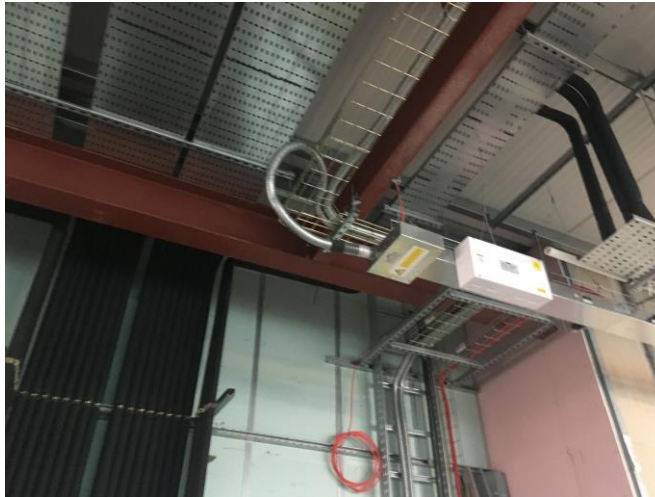


TVP, READING

- 4 storey office block
- Late engagement with us due to lack of developers drawings
- 0.6km of our prewired trunking solution for lighting and small power as well as prewired distribution boards

- Installed by 2 men
On time and On budget

- Delivered to site in 2 deliveries by articulated lorry using fully recyclable bins and stillages thereby reducing both the clients and WAGO's carbon footprint
- From receipt of the drawings to the first delivery on site was a period of **six weeks**
- 2 floors delivered to site on Monday and both were installed by Friday afternoon.



WHY DID WE JOIN BUILDOFFSITE?

- The pure quality of the companies and people that were already members
- The openness of these members to freely discuss what they do, how they do it and how we can all work together to find the best overall solution to take the construction industry in the direction it has to go
- The support of the buildoffsite team as a whole
- The offsite construction philosophy fits in perfectly with this part of our business and we want to develop, adapt and share ideas with you so that **WE ALL** can become as efficient , cost effective and attractive as possible against traditional construction and installation methods
- We honestly believe that offsite is the way the industry has to go and indeed will go and we really want to be part of that revolution



buildoffsite

Thank You For Listening

WAGO

Any Questions?