



Press Release

For immediate release

For more information, to schedule an interview, please contact:

- Malcolm Pearse, Sales Manager UK, Malcolm.pearse@vergokan.com
 - Valérie Bouckaert, Marketing Manager Vergokan, Valerie.bouckaert@vergokan.com
-

Vergokan appoints a new UK Sales Manager

The Belgian producer of Cable Support Systems has appointed Malcolm Pearse to take this challenge.

Having established themselves in the Central European and Middle East markets Vergokan are looking to establish a prominent presence on the UK. To help with this challenge, Malcolm Pearse is engaged as the new UK Sales Manager for Vergokan.

Malcolm has been in the cable management business since 1977, having spent 28 of those years on the sales team of Tyco Unistrut. He has a wealth of experience in the field cable management products and feels that Vergokan have an exciting range of new products to challenge the established time consuming traditions.

These new products, KBSTi Tray and the Quick and click systems are up to 30% faster to install, which means projects are completed in shorter time frames, with less exposure to health and safety risks and a shorter plant hire time, all important savings in today's market.

Who are Vergokan?

Vergokan NV, based in Belgium, was founded in 1988 and is an independent company within the Vergokan group. The company concentrates on the production of cable tray systems for electrical installations, it is the only manufacturer of such products in Belgium, and is the market leader in its home market. The products are exported throughout Europe, Russia and the Middle East where they are extensively used in factories, industrial sites, stations, bridges, hospitals, office buildings, etc.

With its totally integrated activities, the Vergokan group, which specialises in metal processing and finishing, completes the range of cable support systems. The Vergokan Group head offices are in Oudenaarde and the company has branches in Kruishoutem (Vergo Galva), Moeskroen (Vergo Coating) and in Redkino, Russia.

Vergokan continues to invest in the future by devoting a great deal of attention to product development, quality, automation and an efficient production and distribution network. Vergokan wants to guarantee a long-lasting relationship with its partners through products that meet the needs of a constantly evolving market.

Vergokan manufactures and markets standard and tailor-made solutions in the field of cable support systems for electrical installations. The product portfolio consists of cable trays, baskets trays, cable ladders, mounting systems, floor trunking systems, and floor installations.

Having the in-house capacities for surface treatment, VERGOKAN can offer cable support solutions for every corrosive circumstance, guaranteeing a long life expectancy. Material can be offered in pre-galvanized, electro zinc plated, hot-dip galvanized, powder coated, duplex coated or stainless steel

Quick & Click

The easy-to-assemble cable support systems save the installers an enormous amount of time. The **Quick & Click** products in particular can be assembled and installed extremely quickly in comparison with traditional systems. The easy-to-mount cable support systems gains up to 30% time-saving!



Examples of these Quick & Click systems are the KBSI cable tray with interlocking ends, the multiple snap-in accessories for basket trays, ... in other words, all new product developments are focused to improve the ease of installation.

The award-winning new range KBSTI

The patented and clickable **KBSTI** cable tray system is designed to be stronger, optimally stackable and transportable, quick to install, with random overlap and exceedingly safe.



KBSTI has already won two international awards. Vergokan was awarded the Innovation Award during the Electrotechniek 2010 trade fair held in Brussels. The company had already taken the first prize in the 'Best Electrical Installation Product' category at the PlanExpo Green trade fair in Dublin. Both juries were unanimous about the KBSTI cable tray by Vergokan being a completely innovative concept with "a unique design that puts it far beyond every other cable tray available today."

What makes the KBSTI cable tray so unique and innovative?



The unique shape is the first thing to catch one's eye. Where all of the existing cable trays are made in a U shape, with 90° angles, the KBSTI cable tray was designed as a trapezium, with angles of 110°. This apparently small change however creates surprisingly big benefits.

The trapezoidal shape makes the KBSTI cable tray stronger, giving it a higher bearing strength which means that supports can be spaced further apart, considerably reducing installation time. Due to its tapered profile KBSTI is stackable. In transport and storage space alone, it saves between 70% and 80% when compared with traditional cable trays.

The system is also extremely easy to assemble. With its random overlap, the 'Quick & Click' system and a full range of accessories, the KBSTI cable tray is assembled without tools or joiners much faster than traditional systems. Its rounded corners, base and edges make assembly 100% safe, with no risk of cable damage during installation.

- End of press release -