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Gomero signs reseller agreement with Cairn Cross to address the UK market

Gomero Group AB (publ.) has signed a five-year agreement with UK engineering company Cairn Cross. It enables Cairn Cross to sell Gomero's control equipment SIPP. SIPP is Gomero's proprietary, connected technology for predictive maintenance and environmentally safe management of oil leakage from transformers.

While Gomero currently has SIPP-installations in nine countries the new reseller agreement is Gomero's first in the UK, a market where there are approximately 6,000 transformer stations.

"The UK is a massive opportunity for us as it is similar to Sweden and Germany, markets we are very familiar with. To take full advantage of the opportunity, we have learnt how important it is to work with driven and knowledgeable local partners. Strategically, this has been a major factor in our expansion plans. We see the agreement with Cairn Cross as an important step in increasing our presence in the UK market. Cairn Cross is a well-established and competent partner that wants to extend their scope of capabilities to both existing and new customers", comments Jan-Eric Nilsson, CEO of Gomero.

"Adding the SIPP product range to our portfolio adds another layer of protection to ensure a complete environmental, sustainable and cost-effective installation that is properly managed and meets the end-users needs and fully complies with current legislation. The SIPP product range is robust and reliable with superior reporting functionality. We have been impressed with Gomero's approach and technology. Through this agreement we fully expect to grow our businesses together", says Phil Williamson, Managing Director at Cairn Cross.

Major investments in grids and infrastructure are crucial

The UK market, like the rest of the world, is facing extensive investments in smart grids and infrastructure to make it possible to cope with increased electrification, while safely meeting environmental management and protection requirements. The SIPP control equipment is an important part of the transition process, and it also meets security, flexibility, and cost efficiency requirements.

“Traditionally our services have been mostly Rail infrastructure related, but we intend to branch out and offer our unique turnkey services to the power production and distribution sectors. We see SIPP as being an integral component of the turnkey services we offer in the future, ensuring environmental management and protection are at the heart of all installations”, says Phil Williamson at Cairn Cross.

“Having SIPP products installed into power generating and distribution plants gives added environmental protection. Gomero’s predictive maintenance solutions are comprehensive, responsive, and fit for purpose for today’s ever-increasing need to be environmentally responsible. Its products are reliable and unobtrusive, making them an ideal fit for our installation projects”, Phil Williamson Cairn Cross concludes.

Established in 1995 as a family-owned business, Cairn Cross Civil Engineering is a multi-disciplined engineering company that is shaping future infrastructure. The company design and deliver significant infrastructure projects across the UK as a main contractor with in-house design capabilities.

For more information about Cairn Cross please visit www.cairncross.uk.com

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