

SPECIALIST CONSTRUCTION PRODUCTS

Growth drivers:

- Investment in infrastructure and non-discretionary spending by utilities
- Demand for high performance solutions and innovative products
- Supply chain efficiency and specific technical “just in time” project management



Focus, Specialisation and Service

REVIEW OF THE YEAR

SIG's Specialist Construction Products division distributes specialist, leading brand construction materials to a wide range of markets which are essential to the construction process. Detailed product knowledge and a keen understanding of specific technical applications are vital elements of customer support. A large part of SIG's sales in this market sector are into new construction projects.

SIG supplies a wide portfolio of specialist construction products such as concrete accessories, waterproofing systems, construction chemicals and admixtures, brickwork support systems, specialist fixings, safety products and tools from 46 trading sites. Typically, products are supplied to large commercial or civil engineering projects. Examples include tunnels and bridges, schools and hospitals, retail developments, hotels and office buildings.

The products supplied by SIG are often of critical importance to the whole building programme and must perform to tight specifications and be available for use at the right time and right location. Consequently, relationships throughout the supply chain with manufacturers, major contractors and specialist sub-contractors are vital. The capability to provide solutions with expert technical advice and the ability to offer rapid delivery times to maintain workflows on large projects is a big point of differentiation on time critical projects.

Public sector investment in large scale infrastructure projects together with non-discretionary spending by utility companies generates high levels of continuing opportunity for SIG's products in this sector.

Major construction contractors are increasingly looking to shrink their supplier base and to outsource more work to less suppliers. SIG's extensive range of products and service make it ideally positioned to take advantage of this opportunity.



Read more about our divisions
www.sigplc.com/About-Us.htm

Revenue



£222.2m

8.1%

of total revenue

