

Overseas Project-Commercial Project

Gateway2000 Company Expansion Project



Project Location: USA

Gateway 2000 is the world's leading personal computer marketer, and its building in Kansas City of Missouri was built in 1996, which is the new sales and technical support center of Gateway. The project is to expand on the basis of 144,000 square feet area, near to Livestock Building, Kemper Arena and 14th and Genessee streets of American Royal.

The company was founded in 1985 by chairman and CEO Ted Waitt with his business partner Mike Hammond as vice President. Waitt was an entrepreneurial fifth-generation midwesterner who broke into high technology with an independent, adventurous cowboy spirit. Gateway2000 currently sells PC compatible systems directly in the United States, and it sells directly to end users rather than relying on vendors or distributors.

Shaw Electric was selected as the electrical contractor for the project, and at the beginning of the project, Shaw Electric was required to submit proposals to reduce costs. Senior workshop director of Shaw Electric, Don Landis thinks it's necessary to evaluate the technical specifications of copper. "Now that the performance of STABILOY® aluminum alloy conductor we used before was good, we decided to do a cost comparison analysis".

The result was pleasantly surprising to Landis: "the results show that if STABILOY® cables are adopted, the cost of feeder installation(\$25,000) will be reduced by 50%".

Since the "fast track" project had already begun when the value calculations were requested, most of the lead from the main electrical room was already in place. To Landis's surprise, the compact STABILOY® alloy conductor matched the existing conduit very well.

STABILOY® cable is different from other cables by its low aluminum alloy cost, lightness and good toughness. "Although it is challenging to reach 750 MCM's stretching and 800 feet's height, by using STABILOY® cable, we just need to install once and pass through the junction box that is placed in good condition. STABILOY® cable makes hundreds of terminal run faster and more convenient because of its flexibility.

Main Product: STABILOY- ACWU90

