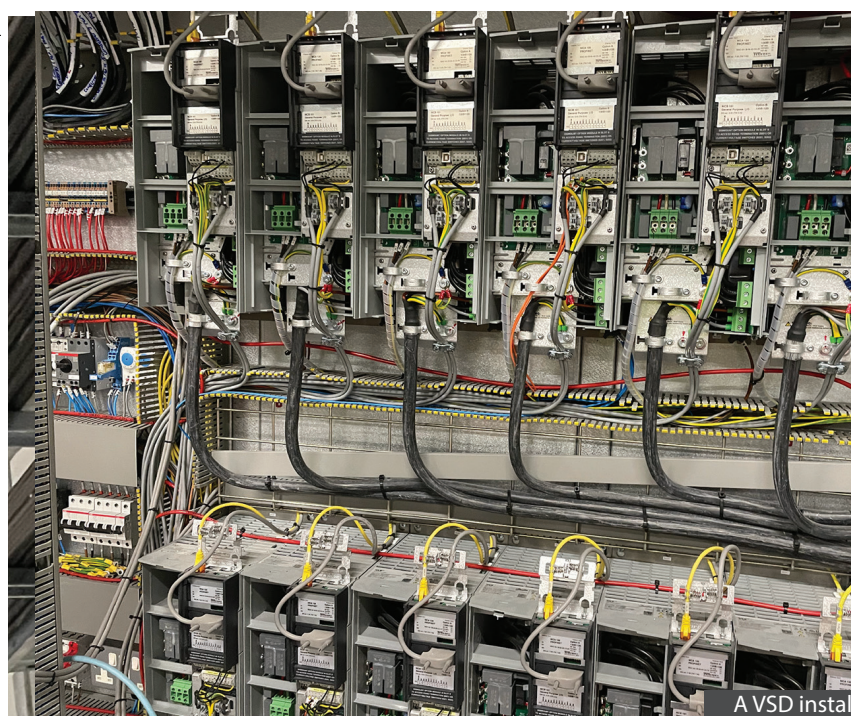




Committed to delivering exceptional workmanship



A VSD installation



CES people are their greatest asset

GREAT PEOPLE POWERING CROSS ELECTRICAL SERVICES

The power of Cross Electrical Services - an established provider of full spectrum electrical services across Ireland – is its people. Building Ireland touched base with managing director Alan Darcy to find out more about this industry-leading team.



There are many reasons behind the extraordinary development over the past four decades and more of Cross Electrical Services into a nationwide electrical contractor of choice. But none are more evident than the outstanding team of professionals MD Alan Darcy has assembled around him.

One of the primary reasons why CES's services come so highly recommended is that every person in the company, regardless of their role, is fully committed to delivering exceptional workmanship to ensure that every project is completed on time, within budget and to a level

that invariably exceeds client expectations.

The Cross Electrical Services team is unwaveringly dedicated to delivering exceptional customer service and always prepared and willing to go above and beyond to meet client needs. This applies to every team member, from senior management through to the company's excellent, extensive in-house apprenticeship programme.

"We take great pride in our apprenticeship programme and they all receive great tutoring from their supervisors, culminating in well-rounded electricians," says Alan. "We've always taken a very keen interest in our apprentices. We have a good handle on the young lads that we take on and they get a good broad apprenticeship with us rather than being key-holed into one niche area.

"They go through a lot of containment, cabling, first and second fixing across a very broad spectrum and that leads to fully-qualified electricians with a wealth of skills and experience. We have a strong team of great guys here aged

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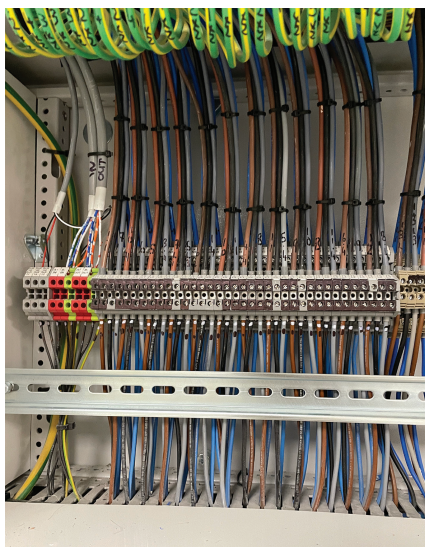
from 60 to 16 and they are an invaluable asset of Cross Electrical Services, especially in the current climate where it is so difficult to get good people."

Furthermore, the dynamic senior management team is highly skilled, focused and experienced, consistently providing exceptional leadership from the front. With the flexibility to adapt to specific project requirements, the senior management team is actively involved in every project.



Compressor installation

"We do have a very strong team right through every aspect of the company," Alan confirms. "Our core team of super-



visors are brilliant, as good as you will get anywhere. Noel Motherway is Operations Director and Alan Byrne is Contracts Manager and you couldn't have better people on your side."

Cross Electrical Services has over the decades built an unrivalled track record by safely delivering a full range of industry-leading electrical services - including mechanical and electrical installations, MV installations and maintenance, process wiring and installation, and Design & Build / turnkey solutions - to a who's who of clients across all industry sectors, from pharmaceutical and food & beverages to medical & healthcare, retail & office, industrial, education and more.

Genuinely a full spectrum electrical services provider, Cross Electrical Services was generating direct employment for a trusty crew of 108 at the time of writing.

"We are at that size now and we remain very busy," Alan continues. "We're lucky to be getting steady repeat work from many wonderful clients. We've been doing a lot for Rhatigans - Kilkenny Presentation School was a big one this year. "There's also a lot of repeat work with our partners in Health Care, Pharmaceutical & Food and Beverages sectors of our business this year.

"Repeat business is the biggest compliment any company can receive and we do get a lot of it. Traditionally, once we start working with a client, they tend to stick with us. This is largely down to the passion and personal touch of our small, dedicated crew and the hands-on approach we take to every project. Between the three of us - Noel, Alan and myself - we take the projects on hands-on and we give the client a familiar face to communicate with throughout the du-

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ration of the project.

"We have built very strong relationships with local companies and we know what they want from an electrical contractor and the standards they expect to achieve. As well as being experts on the ground, that point of contact is always there to look after our partners and give them value for money. We see ourselves as business partners of our clients because you are in partnership with them from start to finish of every project."

On each project, specific solutions are identified and implemented to achieve optimal outcome and future-proofed outcomes that offer performance and longevity. "Everything we do, we try to turnkey it, from design through to in-

stallation, calibration, maintenance and everything in between."

Although Cross Electrical Services has worked extensively in the UK in the past, since Brexit the focus has been exclusively on the home market, where their bespoke, full spectrum solutions are in big demand. "We have a lot of work ahead of us and some of that is going to spill over into the first quarter of 2025," concludes Alan.

"In November / December, we'll get a clearer picture of what we're going to be doing in 2025, but we expect to be very, very busy, not least with a lot of work coming up with the HSE.

"We are all about getting the work done to the highest standards of excellence

and safety. Thanks to our superb team, we have a great track record of achieving this, across all sectors, and that's what we will continue to do going forward."

Powered by the best people in the business, the role Cross Electrical Services plays in keeping the lights on across all sectors of industry is immeasurable.



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A medical installation

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