

# AT FUTURE

Contact International

**Wagner & Co**

**Solartechnik GmbH**

Zimmermannstraße 12

D-35091 Cölbe/Marburg

T +49 (0)6421 8007-0

F +49 (0)6421 8007-596

[info\\_int@wagner-solar.com](mailto:info_int@wagner-solar.com)

[www.wagner-solar.com](http://www.wagner-solar.com)

Contact UK

**Wagner Solar UK Ltd**

Unit 2, Keynor Farm, Chalk Lane

Sidlesham, Chichester

West Sussex, PO20 7NQ UK

P +44 (0)1243 649 035

[info@wagner-solaruk.com](mailto:info@wagner-solaruk.com)

[www.wagner-solar.com](http://www.wagner-solar.com)



**Wagner & Co**

SOLAR TECHNOLOGY  
TECHNIQUE SOLAIRE  
TECNOLOGÍA SOLAR  
TECNOLOGIA SOLARE  
SOLARTECHNOLOGIE

POWER HEAD



# At a Glance

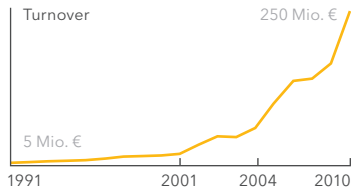
## Wagner & Co Solar Technology

1979 Established in Marburg

100% Employee-owned

400 Employees

2010 € 250 mln. turnover



## Locations

Germany

Cölbe and Kirchhain (Marburg)

## Branches

France, Simandre (Lyon)

Spain, Leganés (Madrid)

Italy, Pizzighettone (Milan)

United Kingdom, Chichester WS (Southampton)

USA, Cambridge MA (Boston)

## Distribution partners

in Europe and Africa

# Products and Systems

## Solar power systems

- for private residential buildings
- for public buildings
- for agricultural applications
- for commercial enterprises
- for stand-alone projects
- for investors

## Solar heating systems and pellet-fueled heating technology\*

- for private residential buildings
- for public buildings
- for commercial enterprises
- for agricultural applications

\* Pellet technology only available in Germany





# Progressing Together

We have been solar pioneers from the technology's beginning and have cooperated successfully with the sun and our customers for decades. As system suppliers we provide holistically sustainable systems and embody a stand-out enterprise.



# Hop In

Grab a seat and get comfortable for a little trip to our sunny sides.



# Contents



Contents	<b>Hop In</b>	6
Enterprise	<b>We Have a History</b>	8
Attitude	<b>We Are Sustainable</b>	10
Products	<b>We Deliver Quality</b>	12
Solar power	<b>We Produce Solar Power</b>	14
	<b>Optimal Harmonization</b>	
Solar heating	<b>We Produce Heat</b>	18
	<b>One-Stop Shop</b>	
References	<b>We Have References</b>	22
Network	<b>We Are Partners</b>	24
Future	<b>Our Vision</b>	25



# We Have a History

In 1979 the world was being reshaped. Idealism and engagement kept spawning forward-looking, lasting projects.



## Founding

Aiming to contribute to the future energy supply, the Marburg Energy Group (Marburger Energiegruppe) morphed into the company Wagner & Co. The first installation we built is still working.

## Young entrepreneurs

We already knew then that solar energy pays off. More than 30 years, countless collectors and panels on, we stand for holistically sustainable solar success. Economic, ecological, socially minded.

## Milestones

A powerful idea has grown into more than 400 employees at two German locations and our branches. We are represented personally or by distribution partners in Europe, North America and Africa.



# We Are Sustainable

What many enterprises consider good from these days was our mindset from the beginning - to think and act sustainably. That goes for our products, our buildings and our enterprise as a whole.



## Setting ecological benchmarks

We erected Europe's first passive solar office building, our collector factory is energy self-sufficient. In 2010 we were named among the three most sustainable brands of Germany.



### Staying economically consistent

Thirty successful years in the marketplace have formed and strengthened us. Wagner & Co is and will stay 100% employee-owned. With that we also stand for the success of flat hierarchies, employee co-determination and personal dedication.

### Taking personal responsibility

Our social commitment starts with dealing respectfully with each other in the enterprise. We support many local and regional activities as well as selected projects in developing countries.

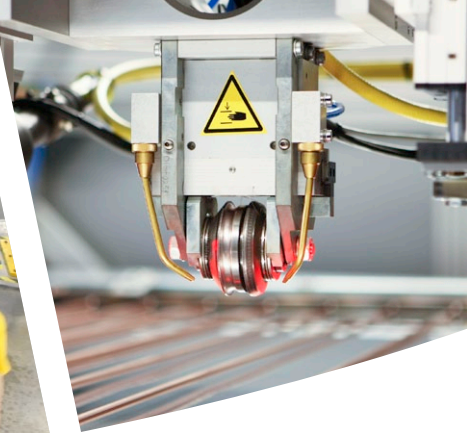
# We Deliver Quality

We are experienced system suppliers, partnering with a dense network of selected solar craftspeople and specialised installers. Our systems and service delivery are optimally harmonized.



## Our word is our bond

From the first conversation to dispatch from our logistics center we take care to deliver precise and customer-driven performance. Frictionless cooperation is part of our quality ethos.



## We design and develop

As solar pioneers we are synonymous with solar progress, driven by our flourishing R & D department. Our ideas and patents have been influential in the solar energy sector for many years.

## Confirmed by many awards

We regard our many test wins and awards as confirmation of our passion and proof that uncompromising product quality is good for everyone involved.



# We Produce Solar Power

There are many reasons to take up our solar power systems. Here are some: to contribute to CO<sub>2</sub>-neutral power production, as a secure investment with solid dividends, reducing dependence on conventional power.

## Access to system competence

We are an experienced supplier of economic solar power installations. We do not compromise on quality, performance and longevity of the systems we deliver. We design them by combining components from leading producers with those we have developed and produced ourselves.

## Offering efficiency

Solar power installations have to be ecologically and economically profitable. Precise planning, meticulous selection of premium components and their optimal harmonization with each other are important building blocks of solar success.

## Become an energy entrepreneur

We help our customers become decentralized energy producers able to make an important contribution to a viable future energy supply in concert with all renewable energies.





# Optimal Harmonization

## Broad range of applications

We supply grid-feeding installations for single and double family homes, agricultural uses, public facilities and large commercial projects. We also offer a broad range of special architectural applications and off-grid stand-alone installations.



## Solar modules and racking systems

We combine components from leading producers and products we have developed and produced into perfectly harmonized systems. Our solar panels with up to 20% yield efficiency at minimal performance fluctuations rank with the best in the marketplace.



## Grid connection

Inverters are central units for managing the energy, communications and controls of solar power installations. We use the equipment of only market-leading, customer- and service-oriented European manufacturers.

## Extras

Our consulting, training and professional planning tools add real value for our installers and end customers. We also offer transparent and customer-friendly warranty provisions.



# We Produce Heat

Solar heating is an outstanding alternative to rising energy prices, climate change and ecological risks. It is a proven, safe to use and economic technology.



## Solar heating pays

Our optimally harmonized systems are ecologically and economically persuasive. They cut CO<sub>2</sub> emission, break dependence on rising energy prices and make heating systems fit for the future.

## Widely applicable system solutions

We offer state-of-the-art solar heating systems and pellet boilers in various models and sizes for private users and public facilities.

## Happy about our accolades and awards

Already in the first solar comparison made in 1986 by the leading German consumer testing agency, Stiftung Warentest, we were rated as offering the best value for money. Since 2008 we have won the Stiftung Warentest comparisons three times in a row and recently also ranked 1st with ÖKOTEST (German eco-consumer testing organization).



# One-Stop Shop

## We offer systems

Our product range includes collectors and racking systems, storage tanks and controllers and all necessary accessories. Our clean heating packages include CO<sub>2</sub>-neutrally working pellet boilers.



## Collectors and racking systems

Anti-reflection glass makes our especially durable EURO L20 AR collector one of the world's most powerful performers. In conjunction with the TRIC racking systems we developed it provides the perfect foundation for solar successes.



### Solar controllers and storage tanks

The high-grade insulation of the tanks and other components ensures minimal heat losses in the operation of the installation. Intelligent solar controllers provide optimal ease of operation. Our system accessories assure optimal solutions for all applications.

### Pellet-fueled boilers\*

Our fully automatic and reliable XILO pellet boiler is the ideal complement to solar heating packages and central component of our clean heating packages. It enables easy to operate and CO<sub>2</sub>-neutral heating.

\* Pellet technology only available in Germany



# We Have References

We have impressive national and international references, ranging from small stand-alone installations to large projects and from Europe to Asia, North America and Africa.





Above:  
Industrial roof, Steinfurt,  
Germany, large scale solar  
power installation



## Pictures

1st from left:  
Tibet, off-grid solar  
power supply

2nd from left:  
University library in  
Kassel, Germany, solar  
power plant

3rd from left:  
Camping ground, France,  
solar hot water installation

4th from left:  
Residential house, Marburg,  
Germany, façade-integrated  
solar heating installation

# We Are Partners

Commitment, reliability and competence are central elements of our success. We nurture business relationships and take care to be fair to customers, suppliers, partners and employees.



## Our world

We have branches in France, Spain, Italy, the United Kingdom and the USA. Our distribution partners are active in Europe and Africa.

## Our home base

We train more than 1,000 installers and craftspeople in our Wagner Academy annually. Once a year we invite all partners to a Wagner summit to update them on the industry and the company.





# Our Vision

We are sure that it won't be much longer until all the energy we need to live on earth will be produced cleanly and decentralized and be shared fairly.

To turn the energy supply system around, all efforts must aim to grow the renewables.

We consider ourselves part of a global network shaping this transformation.

