

CASE STUDY

R&M
Engineering



CATEGORY:
Engineering Construction

LOCATION:
Victoria

R&M Engineering prospers with BlueScope Distribution partnership

After 13 years of steady growth, R&M Engineering has become a major player in the Victorian steel fabrication and construction industry with its reputation for quality, service and reliability.

Founded in 2002 by Russell Wirken and Matthew Foat, the partnership, which initially offered welding and steel manufacturing services to the general public and domestic building industry has quickly developed a solid reputation for quality, service and reliability amongst local and metropolitan builders.

With the help of partners including BlueScope Distribution, R&M Engineering has embarked on a progressive expansion which has enabled it to take on a range of large infrastructure projects, including schools, hospitals and apartment buildings.

This included tendering for and winning major projects such as the East Sale RAAF Base Redevelopment, Barry's Beach Marine Terminal and major upgrades to the Longford Gas Conditioning Plant.

“ *We are always seeking to strengthen the partnership between our two companies.* ”



Workshop Manager and Co-owner, Matthew Foat said that a successful business partnership such as theirs starts with trust and confidence in each other's abilities.

“We each have our separate roles; while I run the workshop and ensure the steel fabrication is running to schedule, Russell manages the rigging crew, onsite erection and the estimating process.”

“We are committed to providing our clients with excellent service, while also producing quality steel design, manufacturing and construction,” Matthew said.

“We are able to meet our critical project deadlines and budget restraints through clear communication with staff, and great organisation and planning skills.”

A recent project of R&M Engineering, the East Sale RAAF Base Redevelopment included the fabrication and construction of six accommodation blocks, the new Air Traffic Control Tower, Chapel, Community Service Centre and Fire Pump House.

Having supplied the steel for the East Sale RAAF Base Redevelopment, Matthew noted BlueScope Distribution Morwell greatly assisted R&M Engineering to meet its project deadlines through next day deliveries, short processing lead times, and superior customer service.

“It's extremely important that the steel is readily available and in stock when we need it, ensuring we can fabricate and deliver to site on time,” Matthew said.

“It's also critical we receive a high level of customer service and communication from our steel provider so that we can coordinate jobs and minimise downtime.”

Matthew also noted that one of the key reasons R&M Engineering remains loyal to BlueScope Distribution is because of its primary focus on providing Australian-made steel.

“Making sure we utilise high quality, Australian-made steel is extremely important to us.”

BlueScope Distribution Morwell Branch Manager Nick Marchesani said R&M Engineering is a highly valued customer, with which the relationship continues to strengthen.

“BlueScope Distribution has been servicing R&M Engineering for well over a decade,” Nick said.

“We are always seeking to strengthen the partnership between our two companies.”

“If they want a direct delivery, they get it. If they want a drawing take-off done, they get it. If they want steel processed quickly, they get it.”



While Russell and Matthew remain great mates and business partners, their company continues to take on large structural steel projects while at the same time upholding a reputation for delivering high quality workmanship, on time and on budget.

With the ongoing support of BlueScope Distribution Morwell, R&M Engineering goes from strength to strength, winning projects across Victoria and beyond.

More information at www.rmeng.com

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