# Taking the hassle out of steelwork

**Karen Phelps**

A & S Engineering was started in a garage.

Now 30 years later, the company operates from a purpose-built factory in Albany, Auckland, and employs 20 staff. A & S Engineering general manager Jim Marsh says that the successful structural steel and fabrication business has been developed around offering excellent customer service.

"We take pride in making it easy for people to do business with us. We go the extra mile when required and do whatever it takes to get the job done. Every customer is important. People can still come to us with a small job, like fixing a wheelbarrow. We still service customers we have dealt with for decades so we must be doing something right," says Jim.

He says that since its establishment in 1985 A & S Engineering has built up a reputation for quality workmanship, accuracy and reliability.

The company, which is owned by Sue Mill, offers a complete service from supplying free quotations to site measuring, CAD drawing facilities, preparation of shop drawings, manufacture and on-site installation.

Operating a modern well-equipped steel fabrication workshop, the company has a full range of coatings systems at its disposal including hot dip galvanizing, zinc metal spray with seal or epoxy over coating, blasting, zinc silicate and multi coating systems, powder coating, electroplating and power wire brush clean, spray or brush application of Resene Armourcote steel primers.

Some of the more common items the company manufacturers are structural steel, balustrades and handrails and gates and fences. The company also typically completes welding projects and machinery maintenance, as well as a variety of general engineering jobs.

" We say we take the hassle out of steelwork," he says.

"We deal with all types of clients from large to small. For example, 3D modelling is getting more important as larger projects get increasingly complicated. But we can still go out and do a sketch by hand for smaller jobs. We pride ourselves on being cost-effective no matter what the size of the project.

"We also enjoy repeat business from customers who need a one off machine or item built. These jobs give us an opportunity to exercise the 50-plus years of problem solving and manufacturing skills we have in house," explains Jim.

He says that A&S Engineering Ltd operates with very low staff turn over giving a great deal of expertise in-house. The company employs tradespeople qualified to weld under New Zealand Standards 4711. Employing staff is important rather than engaging contractors.

"Although the industry is moving away from employing staff on wages we want to support our staff and in return they remain loyal to us," explains Jim.

The company is currently completing the structural steel for two four-storey buildings in Kensington Park, a large development in Orewa.

A & S Engineering works Auckland-wide but projects on the North Shore and in the Central City generally keeps the company busy. The company is a member of the Heavy Engineering Research Association.

"We don't want to be the biggest structural steel company; we want to be the best," says Jim.

"We are always trying to improve on the business so we can be as successful in the next 30 years as we have been up till now."



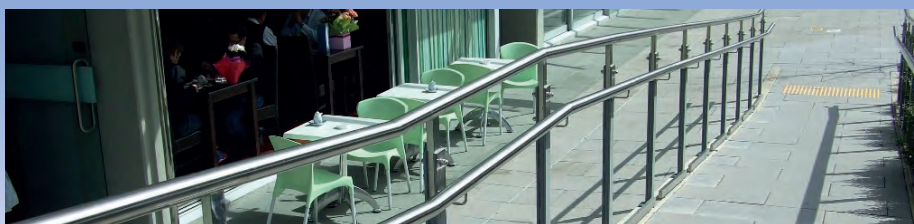A & S Engineering, which started in a garage 30 years ago, has built up a reputation for quality workmanship, accuracy and reliability.