



R&M

GROUP NEWS & VIEWS

ISSUE 6 OCTOBER 2011

Electrical Services to the UK and Worldwide

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LONG SERVICE AWARDS

Congratulations to R&M's Dave Aubrey, Dave Robinson, Mark Stones and Neil Sherin who have all reached the 10 year mark with R&M since our last newsletter!

R&M GO VIRAL

R&M go viral with our new Face Book page; where you can access all the latest



news and info on R&M, visit us now by clicking on the Facebook logo and don't forget to "like" what you see!



You can also Keep up to date with R&M's latest news and offers by following us on Twitter! www.twitter.com/rmelectric

Go to the link below and complete the newsletter form to be the first to receive up to the minute news of our products and services

www.rm-electrical.com

WELCOME TO THE R&M AUTUMN NEWSLETTER...



... and judging by the weather outside autumn has hit with a bang this year!

But despite the weather R&M are feeling very upbeat this quarter and are celebrating winning the Hampshire Business Awards KPMG "Company of the Year" Award 2011. Held annually the award recognises an organisations all-round business excellence, not only in terms of financial performance, but also in the areas of strategic direction, people, products and the services offered. The accolade of winning this prestigious award

is an official recognition of all the hard work R&M has undertaken in the past few years, in achieving growth during a major global economic downturn, and particularly recognises the contribution of our employees in making it the success that it is today! (Visit our website for the full story www.rm-electrical.com)



Richard, Andy and Will of R&M with Will Smith from KPMG

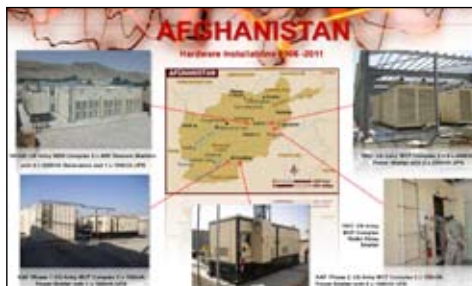


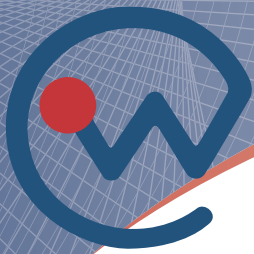
POWERTECHNIQUE



R&M Electrical Group Ltd are proud of their close association with Powertechique - specialist builders of UPS and generator systems for critical power applications and harsh environments. Specialising in the design of low and high voltage systems rated from 5kVA to 10MVA, Powertechique supply a comprehensive range of power products based around UPS, generator sets, DC systems, inverters and associated switchgear.

Based in Hampshire, UK, Powertechique have a global reach, specialising in the design and installation of customer focussed standby power solutions, and can count the US Army as one of their customers having completed numerous projects bespoke and challenging for them in the Middle East. Contact us for further information or visit their website at: www.Powertechique.com





SILVER FOX LABELLING SOLUTION

R&M are pleased to have been awarded a distributorship with Silver Fox Labels.

Silver Fox offers a professional labelling solution including: Tie-on Cable Labels, Optical Fibre Flag Labels, Wrap-around self-laminating cable labels, heat shrink or non-shrink tubing for cable & wire marking and 2 part labelling systems.

The advantage of the Silver Fox Labelling System is that you can print pre-perforated tie on cable labels through a standard laser printer, quickly and efficiently (60 labels per 15 seconds) with the added advantage of being able to print multiple lines on each label.

Silver Fox also offers a "Plug and Play" Thermal printer, enabling the printing of both small and high volumes of thermal labels offering a high quality, cost effective solution to our customers labelling needs. Contact us today for a quote on sales@rm-electrical.com



WORKING AT HEIGHT TOOL TETHERING AT R&M

R&M have teamed up with Beta tools to offer the solution to the legal obligation every organisation has to ensure a safe system of work for their employees whilst working with tools at height;

- A wrist strap and direct swivel fixing that attaches to the tool
- A wrist strap and elasticized web lanyard

Contact our Southampton (Southampton@rm-electrical.com) or Neyland Branches (neyland@rm-electrical.com) for more information today.



TURTLE FRIENDLY LIGHT FITTINGS

R&M Electrical Group Ltd has been awarded a multi-million dollar contract to supply currently one of the largest LNG projects in the world in Australia with specialist electrical bulk materials and cables, including the supply of Turtle Friendly LED Flood Lamp light fittings.

Disorientation from artificial light is a real hazard for turtles breeding in what will be a 24 hour operation, both in navigating to the breeding ground itself and for hatchlings making the hazardous initial journey to the safety of the sea. Hence stringent Light Pollution restrictions have been imposed on the project.

The solution R&M Electrical Group were able to offer to the project was the HDL106 LED floodlight, developed in conjunction with the British based Hadar Lighting Ltd (part of the A-Belco Group), resulting in the floodlight being exclusively specified for this very prestigious project.

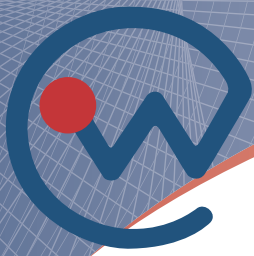
For more information, technical specifications and for a quote on the Turtle Friendly HDL 106 LED light fitting please e-mail our projects division on projects@rm-electrical.com or telephone +44 (0)23 8068 6620.



COOPER SAFETY

R&M's Southampton Branch are pleased to announce that they have become the authorised distributor of the "Cooper Safety" Ceag range of products - the world market leader of explosion protection, emergency lighting & fire detection systems. Call R&M today on **02380 231 800** or e-mail us at Southampton@rm-electrical.com for more information





BRANCH NEWS

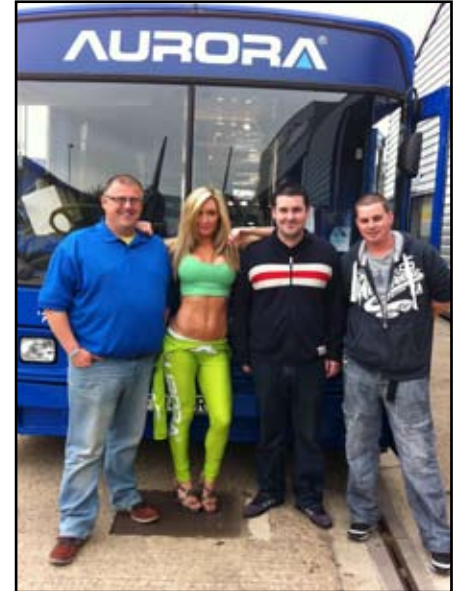
R&M OXFORD BRANCH

Whereas most organisations slow down during the summer months – R&M Oxford have bucked the trend by taking the opportunity to ramp up their activities in order to increase the excellence of support they offer their customers!

This was first witnessed in June by a hotly attended open day featuring the experts from the Aurora Lighting Touring Bus Team, and Kewtech, who offered cost saving on-site calibration for customers attending on the day! The success of the open day has been followed up by the expansion of the branch in July with the addition of both a new office and a warehouse mezzanine floor – with Oxford now able to offer a greater breadth of product on a next day basis.

“What does October bring? Well we are looking to build on the success of supplying KBR with electrical goods for the military in Afghanistan by taking on an external representative to further develop opportunities with businesses based in the local area.

Peter Smith is a perfect fit with R&M Oxford, both in his vast experience in the industry and also in his genuine commitment to customer service and satisfaction, we are very pleased to have managed to secure this addition to our team” **Rik Walecki** (Manager).



R&M EXPORTS DIVISION

R&M Exports have expanded its already vast global list of export destinations by successfully securing electrical contracts for the largest nickel mine in the world – Ambatovy - based in Madagascar”. The Ambatovy Project is the largest capital project in Madagascar’s history. Once fully operational it will have the annual capacity to produce 60,000 tonnes of nickel, 5,600 tonnes of cobalt and 190,000 tonnes of ammonium-sulphate fertilizer.

“Ambatovy was a fantastic bulk electrical supply contract to win, & has enabled us to demonstrate our expertise in working with customers in proactively improving their supply chain management”

Martin Goodall (Exports Manager) exports@rm-electrical.com

Martin was also the winner of the R&M Staff Suggestion Scheme. He is looking forward to a Ferrari Race Day, whereas R&M are not looking forward to the subsequent rise in insurance premiums!

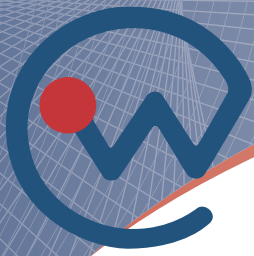
R&M SOUTHAMPTON BRANCH

Not one to be outdone by anyone, our largest flag ship Branch R&M Southampton, is in the process of expanding their office area to accommodate an increased demand in the services and products they supply. Supplying a very diverse customer base (from utility, to petro chem, pharmaceutical and the marine industry) the additional 111 square meters of offices will enable them to continue to supply electrical items to such prestigious projects as the mobile banking units at this summer’s Open Golf Championships, Sandwich, Kent.

“We are always looking to expand and develop in a way that will benefit our customers, this means we are not only constantly reviewing our business processes but also encouraging the personal development of our employees through offering both in-house and external training opportunities (such as a recent visit to Thorn Lightings training offices in Spennymoor) benefiting R&M, the employee and our customers by increasing technical expertise and by keeping abreast of new developments within the market place. We believe this is what sets us apart from our competition!”

Marc Shortridge (Branch Manager).





R&M FIXINGS & SUPPORTS LTD

R&M Fixings & Supports Ltd are very pleased to announce that they have been chosen to supply the Strut, Brackets, Fixings and Containment for the prestigious Nap of Amsterdam Data Centre project (based in the Amsterdam Airport Schiphol), through Aiden Strain Electrical Engineering Ltd (www.aseeltd.com).

"We are delighted to continue our success in supplying containment & first fix materials to the New Build Data Centre Market, this is our 14th Major Data Centre supplied in under 5 years and we plan to continue our growth in this area by closely working with our clients and supply chain."

Steve Cargill – Director (fixings@rm-electrical.com).



Lee Jones Overall Winner



Neil Sherin R&M Winner



The Winning Team.

R&M GOLF DAY 2011

Thank you to all our customers who attended and to all the manufacturers who supported the R&M Golf Day this year. 2011's golf day was one of our most successful days ever – with glorious sunshine and the excellent condition of the golf course at the Macdonald Botley Park Hotel making for a great day for everyone involved – our thanks go to the team at Macdonald for all their hard work on the day!

Congratulations go to all our winners including those not pictured who wish to remain anonymous (due to our apparently not capturing their best sides!)

Thank you again to everyone who attended the day!

LETTER FROM DUBAI!

"Despite the intense summer heat (we have been sizzling away in the late 40's) R&M Wholesale Electric have just completed a record quarter since we opened in 2007 with my thanks going to all our customers and staff in working hard to achieve this!

The Dubai office has now begun to establish a projects team and our thanks go to Richard Sherin for making the "arduous trip" in coming over and laying out the structure used by the UK project team so we can try and emulate this in the coming years. To help facilitate this Stuart Bell (formerly of Weidmuller) has joined us as Projects Manager and has already begun to build a team around him in order to penetrate new projects across the GCC.

We are also delighted to announce that we have agreed to become a distributor of Chalmit lighting with immediate effect. This partnership will no doubt strengthen our offering in the market and we are thrilled to be associated with the Hubbell group.

We have also signed a 2 year VMI (Vendor Managed Inventory) supply agreement with Specialist Services, which should generate in excess of a million pounds over the contract period. So as the weather cools to a manageable 37 degrees (and BBQ season fast approaches!) we are looking forward to a great year here in Dubai" **Jim Graham** (Regional Director)



MEET THE TEAM - ASSEMBLY

R&M ASSEMBLY DIVISION

Doing Exactly what it says on the tin – but better!

Set up over 10 years ago R&M's Assembly Division has gone from strength to strength and now boasts over 10 permanent members of staff, and an annual turnover of over £2 million pounds, supplying renowned projects both at home and abroad.

Specialising in Increased Safety EExe and Intrinsically Safe EExia assemblies, R&M build under license for Cooper Industries, Weidmuller and Abtech. In conjunction with our AutoCAD drawing abilities we are able to advise, design and build bespoke customer solutions into Atex approved enclosures.

In partnership only with renowned, quality manufactures such as Cooper Industries, Schneider, Weidmuller and Dorman Smith our highly experienced team prides itself in being able to provide a solution to almost all our customer needs, from EExde Control Stations (under license to CEAG Crouse Hinds) to Merlin Gerin Prisma P Distribution boards.

The diverse and technical ability of our team has enabled us to work on such varied international projects as the Photo Electric Cell Controls on the Skikda Power Plant in Algeria to national jobs such as "Vivergo" - wheat to bio-ethanol plant at Saltend.

"The team really loves a challenge, with our knowledge, experience and extensive facilities we are able to assemble any electrical equipment – leaving our customer safe in the knowledge that the end product will be of high quality, high specification and will be delivered on time!" **Neil Sherin (Manager)** for more details please contact assembly@rm-electrical.com



R&M GO VIRAL

R&M go viral with our new Face Book page; where you can access all the latest news and info on R&M, visit us now by clicking on the Facebook logo and don't forget to "like" what you see!

You can also Keep up to date with R&M's latest news and offers by following us on Twitter! www.twitter.com/rmelectric



Click here for our Facebook page.

