Welcome to the R&M 25th Anniversary Newsletter

1987….. the year when Rik Astley’s “Never Gonna Give You Up” went to number one, Hilda Ogden made her last appearance in Coronation Street, Margaret Thatcher was voted into office for the third time and R&M Electrical Group Ltd was founded!

In this our 25th Anniversary newsletter we wish to celebrate the growth of R&M from its conception in a one room business unit in Southampton (with a wall paper pasting table for a desk – but more of that later!) to what it is today, a global distributor of specialist electrical equipment, with an annual turnover in the region of £100 million, with numerous divisions and joint venture partners both within the UK and abroad.

“We are extremely proud of how far we have come in just 25 years,” says Brian Robinson – Chairman “The success we have been able to achieve is a direct result of the hard work, dedication and vision of both management and our employees. We are looking forward to continuing to offer quality products and services to our customers for the next 25!”

Read on to see how R&M has developed as a company, including an interview with one of our longest serving employees, and how R&M celebrated its 25th Year!

R&M Through the Years

1987 – R&M Established in Southampton
1988 – 2nd distribution warehouse opened in Ringwood, Dorset
1994 – 3rd distribution warehouse opened in the Naval Dockyard, Portsmouth, specializing in marine and industrial products
1995 – 4th distribution warehouse opened in Swansea, Wales
1996 – R&M Exports Division launched
1997 – R&M Projects Division formed
1998 – R&M Caspian Ltd launched in Baku, Azerbaijan
1999 – R&M launch in-house facility for the assembly of hazardous area terminal boxes, control stations & LV distribution and panel boards
2000 – R&M Southampton expands into new premises
2001 – R&M Kazakhstan launched in Atyrau, Kazakhstan
2003 – R&M Cables opened in Avonmouth
2005 – R&M Fixings & Supports Ltd opens in Southampton
2007 – R&M opens new distribution facility in Oxford
2008 – R&M Wholesale Electric launched in Dubai, UAE
2010 – Group turnover exceeds £80 mill GBP
2011 – TSG consortium formed to service the growing Australian OGP markets
2011 – R&M wins Company of the Year in Hampshire Business Awards
2012 – R&M’s 25th Anniversary Year, read on
2013 - To be continued.....

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

LONG SERVICE AWARDS

Congratulations to R&M’s Andy Gent, Bill Moffatt, Pat Dwen, Aaron Pass and Neyzar Knowles who all reached their 10 year anniversary with R&M this year, and commiserations to William Crook who clocked up 20 years in April 2012!

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R&M Electrical – 25 years experience, 1000 years commitment!
Keen to retain its roots (the original business unit has been expanded to house its Head Office Function) R&M is a large local employer, whose current employees have clocked up over 1000 years of commitment to the organisation – playing not an inessential part to its global success.

Simon Lush, a keen darts player, is the longest standing employee with R&M and will be celebrating his 25th year with us in 2013, Simon was there right at the beginning….

“When I originally agreed to join Brian back in his new venture in 1988, little did I know I would still be here 25 years later! We started out with one tiny office and a cupboard we liked to refer to as “the store room”! Literally that was it, we had to nip next door to use the toilet or to fill a kettle! I turned up to work that first day to find that Brian had thoughtfully provided office furniture seemingly from his garden shed – two deck chairs and a wall paper pasting table!”

Simon mumbled something about a fire related incident and a leather jacket still owed to him by Brian at this point but in the interests of Health & Safety …..

“We ran a lean ship in those days, totally dedicated to the “just in time” philosophy of purchase and supply – we would take the order, collect the goods from the supplier and deliver the same day! In fact it’s a wonder we ever actually had anything in our store room! I also remember with fondness driving our blue HIACE van until the incident with a new employee, PepperBox Hill and the subsequent right off – so much for taking on new staff!”

All joking aside – I have loved my time with R&M, we have gone through some tough times together, but I absolutely have no regrets – other than the leather jacket Brian!” Simon Lush – Southampton Branch

R&M’s 25th Anniversary Year Achievements
Never one to rest on its laurels we at R&M have made the most of our 25th Anniversary Year, taking on new products lines, setting up new divisions and joint ventures – the following are just a few of our highlights!

New Divisions & Services
R&M took the opportunity of 2012 to expand the bespoke services we are able to offer our customers, by setting up a new Lighting & Design Division and a Marine Division.

Lighting & Design Division - Offering a “one stop” resource for all of your lighting projects. From large complex lighting systems through to small commercial lighting contracts R&M Electrical offers a holistic service covering consultancy, lighting scheme design, product specification and procurement to meet the requirements of any new construction or refurbishment project. Our lighting design engineer is fully qualified under the LIA (Lighting Industry Association) Certification scheme and has worked in the electrical and lighting industry for over 10 years.

Marine Division – Building on our close links to the marine industry, the Marine Division of R&M offers a unique and personalized service tailored to the specific requirements of the marine and cruise industries. Our dedicated, experienced Marine Sales Team offers bespoke supply solutions (e.g. remote client specific consignment stock placed strategically at the dock side) proven to successfully deliver considerable cost and time savings to our customers, whilst retaining an excellent level of service at all times.
R&M EXHIBITS AT HAZARDEX 2012

March saw R&M exhibiting at the ever popular HazardEx show, held in Harrogate, UK. Showcasing specialist companies supplying products and services to the safety and hazardous area industries, R&M took the opportunity to market the specialist services we are able to offer.

R&M’s stand proved popular throughout the show, with Ex specialists from the R&M group generating a lot of interest in the different divisions of the group – notably the Assembly and Cables Divisions.

R&M LAUNCHES COMMERCIAL CATALOGUE

2012 saw the publication of our new product catalogue specifically aimed at our commercially orientated customers.

Now available in hard copy, CD or directly on our website through downloadable pdf’s or a “Page Turner Publication”, the catalogue highlights the vast product ranges that we are able to supply directly from our stocking warehouses.

Contact us today for your copy, and watch this space for the new Technical Catalogue due for publication spring 2013!

R&M SUPPORTS 123 DECATHLON

As part of our 25th Anniversary celebrations R&M adopted the 1 2 3 Decathlon Charity set up to raise £100,000 for local charities – The Rainbow Centre, Wessex Cancer Trust and The Rose Road Association through a series of 10 Olympic events to celebrate the 2012 Olympic Year.

Over 60 of our employees and their families took part in a gruelling 20 kilometre walk to help raise over £13,000 for the charity, clocking up over 1000 km and not a few blisters between them!

R&M WINS EXPORTER OF THE YEAR AWARD

Building on the success of our 2011 achievement in receiving the Hampshire Business Awards KPMG “Company of the Year Award” R&M were delighted to be announced the “Solent 250 Exporter of the Year” in November last year.

Now in its 3rd year, the Solent 250 Listing was set up by “The Business Magazine” to highlight the top 250 companies within the Solent Region - companies that have a global reputation and are lauded for their management excellence.

“The award came as a complete surprise on the night, such recognition of our achievements makes it invaluable to R&M!” commented Brian Robinson (Group Chairman).

R&M REGISTER IN KAZAKHSTAN

Active in the Kazakhstan Region for over 15 years R&M announced the registration of our Atyrau Division as R&M Electrical Group LLP in November 2012.

Capable of servicing both DDP and global FCA business, our Kazakhstan operation is focused on the supply of quality specialist products, reinforced by excellent customer service and support.

By strategically partnering with key manufacturers in this specialist area, our aim is to supply on-the-ground technical support to our clients, with our locally based sales team having the experience and local knowledge to overcome the challenges involved in operating in the Kazakhstan Region. Contact us for more information on E: atyrau@rm-electrical.com
R&M JOINS BASRA OIL & GAS COMMUNITY

Supplying into Iraq for the past couple of years R&M have, at the request of our existing clients in the region, joined forces with an Iraqi partner – Siraj Naybur – based in Basra, to set up a Joint Venture concern in the area.

R&M wish to play a key role in re-building the Iraq oil and gas sector, and believe that by having a physical expert presence on the ground in the form of Siraj Naybur this will be the initial step in achieving this aim.

“There is substantial investment in Iraq’s Oil and Gas Industry, for example the development of the Basra Oil and Gas International Free Zone, which R&M views as a very exciting opportunity and something we wish to be part of – this we can only achieve through having personnel on the ground, we are very proud that Siraj Naybur agreed to partner us in this venture” Andrew Chandler – Sales Director.

To contact us for more information please e-mail us on info@sniraq.com

R&M MANAGMENT RESTRUCTURE

R&M took the opportunity of our Anniversary year to undertake a management restructure.

This took the form of the promotion of William Crook (Left) R&M Electrical’s “Group Managing Director”, and the appointment of Andrew Chandler (Center) as Group Sales Director and Richard Sherin (Right) as Commercial Director.

The changes, part of R&M’s 10 Year Development Strategy, will ensure that the strengths of the individuals involved are capitalised on, helping to ensure the future growth and business diversification that R&M are renowned for.

FINAL WORD

R&M’s 25th Anniversary Year has been a fantastic year for all of us both professionally and personally, we have achieved a lot in this year, some of them planned for – the birth of my first granddaughter – and some of them unexpected – holding the Olympic Torch!

We are looking forward to the challenges of 2013, with many more plans in the pipeline – not least of all the relocation of our Assembly Division into bespoke premises, over the next few weeks!

Watch this space …. Brian Robinson

We hope you have enjoyed this our 25th Year Anniversary News Letter. Brian Robinson (Chairman), William Crook (Group Managing Director) Richard Sherin (Commercial Director), Andrew Chandler (Group Sales Director) would like to take this opportunity to thank the many clients, vendors and employees for making the last 25 years so memorable and successful!