

## Fabricating Trad Stillages

The team at Rilmac Fabrication enjoy meeting every challenge they face; from 20 ton underbases to small brackets, everything receives the same thought, skill and attention to detail. Recently they were able to use their experience of stillages for their sister company Rilmac Scaffolding. Stillages are simple pallet systems with a cage attachment, which keep goods safe in transit, and avoids the requirement to load and unload individual pieces. Obviously this saves time and reduces the chance of loss and damage.

Having taken delivery of their new Trad Deck Rilmac Scaffolding believed that new, bespoke stillages would be of benefit and worked with Rilmac Fabrication to address the issue. The new stillages have been internally designed to accommodate the new materials, and up to five can be loaded on to a lorry at any one time. They can be easily moved with a forklift at site, and stacked on top of each other.



Made from mild steel box section the stillages have been painted with primer to ensure that they are hardy and good looking. It is hoped that as the requirement for Trad Deck increases more stillages will be manufactured and gain use country-wide.

## Rilmac Group of Companies - Management Announcements

**After 19 years at the helm of Rilmac Insulation Ltd Steve Finn retired on the 31st August 2017. Steve enjoyed many successful years guiding and developing the Insulation Company to what it has become today. Steve was the driving force behind the use of paperless technology in the business introduced over the last three years and leaves the Company in a strong position.**

Steve plans to fill his time with things he enjoys the most, golf, tennis, cycling and walking combining these with holidays whenever he can. We wish Steve a very long and happy retirement and expect him to be playing off scratch in the not too distant future!



*I to r: Rob Harris, Ryan Hubbard, Michael Woods, Richard Yorke, and Paul Chaplin.*

As one chapter closes another begins and we are delighted to announce the promotion of Michael Woods to replace Steve Finn as MD of Rilmac Insulation Ltd. Michael has been a Director of the Company since his employment commenced in 2010.

Michael is looking forward to the new challenges of his new role and is excited at the opportunities that lie ahead.

Michael is a firm believer in having a strong team around him and is promoting two managers, Ryan Hubbard and Paul Chaplin to the position of Associate Director in the Asbestos and Insulation Divisions respectively.

Richard Yorke is also promoted to Senior Contracts Manager and Rob Harris will assist both Asbestos and Insulation in a new role of Head of Business Development for Rilmac Insulation to complete the reshuffle.

**Change too at Rilmac Scaffolding Ltd where Des Booth has been promoted to Managing Director.**

Des has been a Director of the Company since 2008 and has led the Company on an operational level for the last three years in which time the division has seen major growth and expansion.

*Rilmac wish everyone success in their new positions.*

## Rilmac Golf Day a Great Success

It's not all hard work and customer satisfaction at the Rilmac Group. We are, for example, passionate about golf and host an annual golf day for our key customers. This allows us to show our appreciation and spend some quality time with our clients away from offices or on-site projects.

The 2017 Rilmac Golf Day was our 29th and held, as usual at Market Rasen Golf Course. A new format was trialled this year which was hailed a success by all who attended, especially this year's winners.



*Rory Talbot & Paul Walker.*

The Rilmac Employee winner was Rory Talbot of Rilmac Scaffolding, with Paul Walker, Steve Finn, Andy Proctor and Andy Sharp winning the team award. This year's individual winner, and recipient of the prestigious Rilmac Cup was Barry Exton of Sleaford Building Services. Congratulations to all the winners!



*Barry Exton & Paul Walker*

Planning is already well under way for next year's event.

## The Future Of Scaffolding Includes Trad

As the world of construction grows and develops Rilmac Scaffolding evolves with it. Whether it is looking at the opportunities offered by the digital world, cutting edge safety tagging, or new developments in scaffolding itself they are always looking for better ways to provide the quality service for which they are rightly known.

With this in mind it is worth noting that the future of scaffolding includes Trad. To meet exacting client specifications Rilmac Scaffolding have invested in enough Trad Deck, from Trad Safety Systems, for twenty houses in a six figure deal.

The Trad Deck is manufactured of plastic making it lighter than traditional scaffolding while maintaining the same strength.



As it is designed to use only three elements, panels, composite legs, and universal head / foot units, it can be erected and stripped far more quickly which is an important factor in the planning of housing developments.

Mainly used inside the structures as they are built the Trad Deck does not require any ties to attach it to the wall, and allows for faster construction with no loss in safety specifications.

Rilmac Scaffolding will be making use of the new Trad Deck across the UK, working on two new housing developments, one in Spalding and one in Aylesbury. As Rilmac look to the future they will be looking to employ further developments in the field of scaffolding, aiming to improve customer service further still.

Des Booth, director of Rilmac Scaffolding said, "This investment in Trad Deck allows us to erect and strip on a housing development more quickly and more efficiently. This saves our clients time and money, which is an obvious attraction of the product."



*The winning team of Steve Finn, Andy Sharp, Andy Proctor & Paul Walker.*

# The History of Rilmac

1957

Rilmac Limited  
incorporated

1968

Rilmac Sheet  
Metal  
incorporated

1971

Rilmac Holdings  
incorporated

1990

Rilmac  
Scaffolding  
incorporated

1994

Rilmac Sheet  
Metal becomes  
Rilmac  
Fabrication

1996

Rilmac Limited  
becomes Rilmac  
Insulation &  
Asbestos Services



# Sixty Years of Success The Rilmac Diamond Anniversary

From what started as three men and a van - an idea by Gordon Riley and Jock MacFadyan - Rilmac has come a long way from its humble beginnings as it approaches the end of its diamond anniversary.

In 1957, Roger Walker saw an opportunity, opted to buy out his partners, selling his car to help him raise £700 towards his investment, and incorporated Rilmac Limited as a company.

Roger's son Paul, the current Rilmac Chairman, remembers first walking through the doors of the company with his late father.

"I remember going in with my dad on that Saturday morning when he first took over and I cleaned a metal propeller. He gave me what is equivalent today to a penny and a half for four hours work," said Paul.



Since that day all those years ago, the company has gone from strength-to-strength and has established itself both nationwide and worldwide.

Paul took on the day-to-day responsibility for the business from his father in 1991, when he became the Group Managing Director. Sadly Roger Walker passed away in 2009 aged 85. Paul said his father would have been "very proud" to see the company today.

Speaking of Rilmac's secret to success, he said: "You've got to be in the right place at the right time and work very hard. There is no shortcut to success."

"Having a great team is one of the big things we like to think we have at Rilmac. When you work together, it's surprising what you can build."

"People are hungry for success, and great opportunities over the years have meant the company has been able to evolve and grow."

The Rilmac Group of Companies now has three divisions providing commercial insulation and asbestos removal services, fabrication and scaffolding, and employs around 280 people with a turnover approaching £19 million.

Still owned and managed by the same family, the Group has now entered into its third generation. Paul's son Tom joined the business six years ago and Paul says Roger would have been delighted.

"I think it is a very good thing that he chose to come into the business and he sees this as his future and I'm proud of that. It's a third generation business."

"I think for employees and staff it is a very positive thing that there is continuity over the years."

"We have our disagreements but I can remember things like that with my father, he took no prisoners and was a disciplinarian. Sometimes it is tough love and I have no problem in saying what I need to say to Tom."

"Tom started at the bottom making tea, he has worked his way up, and earned respect getting his hands dirty."

When opportunities arose then, as now, Rilmac actively try to maximise them.



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## Sixty Years of Success

"It was my father who built the company up with the help of others, including my brothers, David and John. When the opportunities came up to diversify in to a different area, we would start small and grow in a controlled manner." said Paul.

"A company cannot stand still. You get good breaks and bad breaks and we have found our good breaks and taken advantage."



Rilmac Sheet Metal was built from nothing in 1968 and now, known as Rilmac Fabrication, it is a very different business. It was several years later, in 1990 that the successful Scaffolding Division was established also from a standing start.

Paul confirmed Rilmac are always looking to diversify and already have plans for the future.

Rilmac opened the scaffolding yard in Northampton around two years ago and now employs around 50 people locally. There is also now a desire to grow further in to London and the South East.

Paul said: "Being a service company it is vital for us to look after our customers well, giving them a good job and offering competitive prices."

"We have all the right qualifications, however really it comes down to our service and being there for our customers."

"When the day does come, I will feel proud of what we have achieved. I think I'll know when it is time to step down and pass the business on. I'd like Rilmac to go on for a long, long time and we're hoping for 60 more years."

*A version of this article previously appeared in the Lincolnshire Echo Business Section*

## Farewell to Steve Finn

After 32 years at Rilmac Insulation Ltd., 19 of which were as director, Steve Finn has taken his well-earned retirement, leaving the business at the end of August 2017.

Steve joined the Company as a young man and worked for Steve Stephenson, the Managing Director of Rilmac Insulation at the time, learning from a person he had and still has a great respect for.

Initially Steve worked out of the Scunthorpe office as an estimator, developing his career in the Insulation business and working his way upwards.

He led Rilmac Insulation with much success for almost 20 years building a strong team around him. Through this time Steve has been a key member of the team of Directors helping to develop and improve the Rilmac Group to meet the exacting demands of clients, staff and authorities.



Over the past three years he has been leading the drive to paper free working, improving Rilmac's green credentials. The Rilmac Group is certainly a different place today compared to when Steve joined, and he leaves a strong team that he feels confident will continue the success going forward.

Steve plans to enjoy his retirement by playing more golf (if that is possible), tennis, cycling, and walking, combining as many of those activities with holidays where possible.

## Who's New At Rilmac - Andrew Taylor

As part of the continuing growth in London and across the South East Rilmac Scaffolding have enhanced their estimating team with the appointment of Andrew Taylor.

Andrew, who hails from Maidstone in Kent, is based at the Rilmac offices in London and works as business development manager and estimator.

Having 18 years' experience previously running his own scaffolding business Andrew is well versed in the different roles he is taking on. A confident and enthusiastic communicator Andrew will act as an ambassador for the whole Rilmac Group in

the Southern Region alongside Scaffolding. He is looking forward to getting started on exploring new sectors and growing the customer base, using his experience of high profile projects.

Andrew is also a high flyer in his free time, as he holds a helicopter license and enjoys flying. When he has his feet firmly on the ground he also finds time to play piano for a funky soul band.



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