



# Evolution to fabrication market leader

As our structures have evolved, engineering has cemented itself as an integral component of modern day life. Similar to this is the evolution of Amediate Engineering which has become as a leader in New Zealand's steel fabrication and machining industries.

The company was established 18 years ago by Ken and Tania Brown-Bayliss with a couple of borrowed lathes in the corner of a friend's factory. Within a few years the business relocated to a larger premises in Howick, then only three years later was on the move again.

"Engineering can be a tough industry to establish a name in but once it's there and you have proven both your work quality and ability to deliver on time, every time, ongoing relationships become established," Ken says.

"Everything we do, is to solve problems for our customer. If we do that in a way that reflects favourably, they become advocates for our business as well."

Amediate Engineering is certainly known today, serving big-name clients over a diverse range of industries, from Telecom and Vodafone to Sky Communications and Arrow International.

The business covers a range of specialist areas, including design, fabrication, installation and project management for residential, commercial and industrial applications. Projects range from manufacturing and installing beer systems, to specialist trailers and onsite fabrication fit-outs. "We carry out any steel related work from minor fabrication through to the structural components of a building," he says.

"We pride ourselves in having the skill, ability and knowledge to help our clients with 'out of the ordinary' type projects."

A qualified fitter and turner, Ken has built a reputation for designing and producing quality engineering solutions. "It's those difficult jobs that make us the specialists."

The workload focus has grown from "kitchen table-sized fabrication jobs" to 20-30 tonne structural projects. "But we will still do absolutely any project the customer requires. We never say no," he says.

In September Amediate Engineering moved to new 1200sq metre premises to further accommodate workload and staff. Now there is space to manufacture bigger components for the booming fabrication demands.

## Coaching, mentoring

However, the scale of projects is not the only area which has achieved significant growth for the company. Three years ago Amediate Engineering employed the services of Betterment, a business coaching and mentoring organisation.

"The growth we have experienced since using the services of Betterment has been phenomenal," Tania says. "Our mentor Brian Rosnell has become more than our business mentor — he's a really a good friend and business has more than quadrupled since we have had him on board."

It is this four-fold increase in growth that has driven the move to premises six times the size of the previous building.

Growth of this magnitude has also required the services of a proficient accountancy firm. "Our business mentor recommended the

Monteck Group of chartered accountants, which works predominantly with small to medium sized businesses.

"When they were recommended, we had no idea of the benefits this would make to our business," Tania recalls.

"In a short space of time our business was restructured for a positive benefit, financially as well as for asset protection.

"We feel comfortable all our accounting, taxation and business profitability requirements are being extremely well looked after by Karen Tobeck and the team at Monteck Group."

The Amediate team comprises specialist tradesmen in engineering, design, manufacture and installation. If you need quality engineering work, give Ken a call at Amediate Engineering. He'd be happy to take the problem off your hands and deliver you a great solution.

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**We welcome Amediate Engineering to our neighbourhood and wish them every success for the future.**

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"When our business consultant recommended Karen Tobeck from the Monteck Group we had no idea of the benefits this would make to our business. In a short space of time our business was restructured resulting in an improvement to our financial position and effective asset protection. With our recent move into premises three times our previous size we needed help to manage our growth. We feel comfortable that all of our accounting, taxation & business profitability requirements are being extremely well looked after by Karen and the team at Monteck Group."

**Ken & Tania Brown-Bayliss, Amediate Engineering Limited**

Give us a call for a **FREE** consultation!