

# CASE STUDY

#01: Grayson Engineering

**easysteel.**  
A FLETCHER BUILDING COMPANY

Building on trust



Grayson Engineering have been the steel fabricators behind some of New Zealand's most recognised buildings - including Sky City Casino, Auckland's Princes Wharf development, and the award-winning Forsyth Barr stadium.

The multitalented Grayson team operate from a purpose-built 12,000m<sup>2</sup> fabrication facility in Manukau. With their continual investment in CNC equipment and technology, the company represents one of the best-equipped fabrication facilities in New Zealand.

Originally founded in 1972, the business has a long-standing partnership with EasySteel. Together, they have worked on some impressive projects - including many of the country's most high-profile buildings.

"Our guys do like a challenge," says David Moore, Grayson's managing director.

"Originally founded in 1972, the business has a long-standing partnership with EasySteel."

"As the industry has become more creative with the design of steel buildings, the fabrication side has also become more complex. We've been involved in some amazing projects in recent years..which is a testament to what can be done with steel."

## Long-standing relationship

As one of New Zealand's major steel fabricators, Grayson produces in excess of 10,000 tonnes of final product annually. They also have a subsidiary company, Cellbeam NZ Ltd, which fabricates cellular beams under license to a UK company.

Although Grayson's "bread-and-butter work" is warehouses and portal-type buildings, their projects span the full spectrum from commercial and industrial buildings, through to stadiums, bridges, cranes, towers, and even artworks (including sculptures destined for international collectors).

Grayson has been involved in all of the country's major sporting stadiums - from the original Mount Smart stadium built in 1976, to the ground-breaking Forsyth Barr Stadium



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in Dunedin. They've also just completed a stadium in Papua New Guinea for Fletcher Construction.

"We have a very long relationship with Fletcher Construction - they've always been a keystone customer," says David Moore.

### Time-critical delivery

For the supply of steel, Grayson has a "go-to team" of three people they deal with at Easysteel.

"They're very approachable, and they always have a solution to any problem we might have," says David.

"A lot of our work is pressure-cooker stuff, where time is king...and the Easysteel team are very responsive to that. If there's a tight deadline to get the tender in, for instance, they'll go to great lengths to ensure that we present a compliant, competitive bid.

Another key feature of the relationship, he says, is that there's "a lot of reciprocity" in terms of problem-solving and referring work between the two businesses.

If Easysteel has a customer needing to solve a particular technical issue on a job, for instance, they will often get Grayson involved.

"We get a lot of referrals from Easysteel to us. Likewise, Easysteel will send us their cut steel and we'll add value by pressing it with our hydraulic technology," adds David.

"There are a lot of synergies in the work we do... so it's a win-win."

**"They'll go to great lengths to ensure that we present a compliant, competitive bid."**

### Industry knowledge

While Easysteel is not the sole supplier to Graysons, there is something else that will often set them apart.

"A big thing about Easysteel is that they hold stocks that are relevant to our needs. When we don't have time to do an indent for a job, and we need to take steel out of the

### Snapshot of Grayson Engineering

- outputs more than 10,000 tonnes of finished product annually
- commercial, industrial, stadiums, bridges, towers, cranes & sculptures
- operates from a purpose-built 12,000m<sup>2</sup> fabrication facility in Manukau
- partnered with Easysteel since 1972
- notable projects include Forsyth Barr stadium, Eden Park upgrade, Sky City Casino and Convention Centre, University of Auckland Business School, Princes Wharf and Britomart East developments.

merchant's stock, nine times out of ten it will be Easysteel that's got it.

"They have their finger on the pulse of what's going on in the industry, and the type of projects that are being spec'd up."

It has always remained a strong partnership - regardless of the changing climate within the construction industry.

"Like many businesses, we went through some tough times during the GFC, and Easysteel remained very supportive of us," says David.

"We also underwent a major restructure in 2015, when we split out the operational side of the business from the property assets. Easysteel were probably the easiest of all our suppliers to negotiate a new supplier agreement with. They're just a great team of people."

