

CASE STUDY

#03: Mike Christie Sheetmetals



Business is always easier when you're dealing with familiar faces - and that's certainly the case for Palmerston North fabricator MCS Limited. In fact owner Mike Christie has been dealing with the same two key people at Easysteel for more than 30 years.

Mike Christie Sheetmetals (MCS) was launched 31 years ago. Today, it operates from a well-equipped modern workshop and employs up to 20 qualified steel fabricators and coachbuilders.

"They're genuine people, and so is our team; so you could say we have similar personalities."

The business has been a client of Easysteel from day one. They've always dealt with Branch Manager Kevin Walker, who has been with Easysteel for 40 years; and Dennis Page, who's been there 42 years.

"The relationship has been strong from day one," says Mike Christie.

"They're genuine people, and so is our team; so you could say we have similar personalities."

A versatile business

The versatile business undertakes a wide range of work - from stainless steel and aluminium fabrication, through to

vehicle decking and fit-outs, and all manner of specialist jobs. One of their recent innovative projects was to create architectural metalwork for a New World supermarket in Wellington.

"We do a lot of conveyor systems and stainless steel tubular work for pharmaceutical companies, the meat sector, and the dairy industry," says Mike.

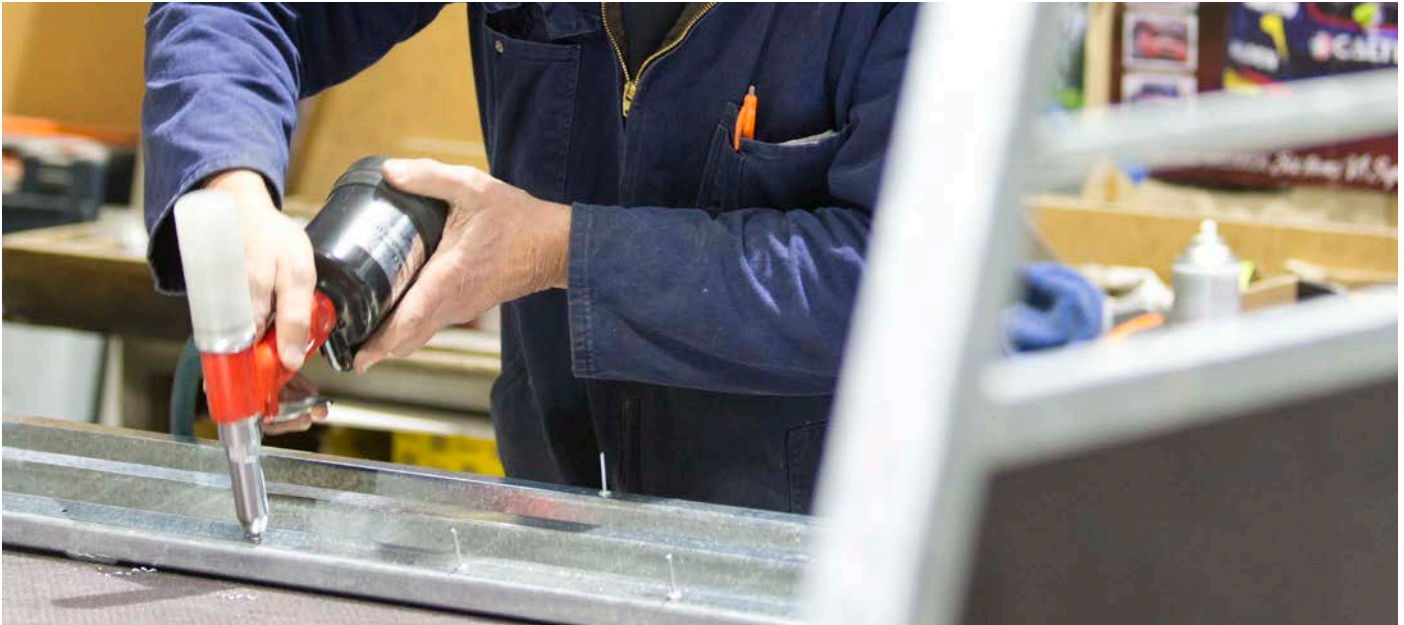
"Our equipment includes a CNC waterjet cutter and a 4-axis CNC tube bender, so we can meet a lot of different requirements."

Another important sector for MCS is the vehicle industry - including custom-built horse coaches, motor homes, commercial vehicle fit-outs, and ute decks.



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“We manufacture a lot of ute decks, across all the vehicle brands. We started out doing Toyota decks for a local dealership, and it just grew from there. Now it’s a full-time job for a small team of guys.”

They produce 100-200 tonne of steel annually for the ute deck side of the business alone.

Eliminating waste

Mike says Easysteel also supplies the business with a “considerable amount” of cut-to-length plate, pipe and hollow section.

“Their cut-to-length service has been a godsend.”

The cut-to-length service has been an outstanding feature of the partnership, resulting in considerable business efficiencies.

“Their cut-to-length has been a godsend. When you’re operating CNC gear, you can eliminate any waste when you get everything cut to optimum length. The guys at Easysteel are always very obliging in helping us do this.”

And when it comes to customer service, the relationship with Easysteel has truly stood the test of time.

“Both Kevin and Dennis always go above and beyond. They’re proactive about things and communicate well; and if there’s something that needs to be put right, they don’t hesitate.”

Snapshot on MCS Ltd

- offers a wide range of stainless steel fabrication and sheetmetal work
- ‘no job too big or too small’ for domestic, commercial & industrial clients
- has partnered with Easysteel since 1984
- operates from a modern workshop in Moa Street, Palmerston North
- employs up to 20 qualified staff, and supports the apprentice scheme

