



# R&M

ELECTRICAL GROUP LTD

## Company Overview

Electrical Services to the UK and Worldwide



# Group Introduction

Based in the UK, with overseas branches in the Middle East and the Caspian Region, R&M Electrical Group has grown to become one of the largest independently owned electrical distributors in the country providing a wide variety of products and services to customers across the globe. Formed in 1987, today we employ around 250 people across our divisions, our operations and activities stretch across Europe, the Caspian, Middle East, Australia, Africa, South America and Asia. R&M's large product range includes hazardous area electrical equipment, onshore and offshore power and instrumentation cables, containment, lighting, control gear, test instruments and switchgear. What helps give R&M Electrical such a wide reach across various markets are the five specialist divisions we have created, R&M Cables, R&M Assembly and Power Distribution, R&M Projects & Exports, R&M Fixings & Supports and R&M Lighting Division.

A focus on developing and maintaining long term relationships with clients has led to the winning, and maintaining, of a number of fixed term MRO contracts in the UK and overseas with some of the biggest operators in the world including BP, ExxonMobil, Chevron, Valero, Texaco and BAE. Contracts like these are a staple part of our company as we find the stability these long term agreements bring, benefits not only our own business, but that of our clients as well. One such contract is in place at the Exxon Mobil refinery at Fawley in Southampton, where R&M have set up an onsite store facility, providing quick, reliable service to both the operator and its nominated contractors.

In 1996 we launched the Project and Exports Divisions based at our Southampton head office. Directly supplying Operators and EPC contractors it has helped R&M Electrical become one of the worldwide leaders in the supply of electrical bulks and cable packages to the oil, gas and petrochemical industries. As demand increased the company took the next step in its expansion plans in 1998 with the launch of R&M Caspian, in Baku, Azerbaijan and more recently in Atyrau, Kazakhstan this bold move preceded the establishment of distribution companies in this area. This decision soon brought with it rewards in the form of close relationships with a host of operators, contractors, engineers and fabricators operating in the region. In 2008 distribution facilities opened in Dubai, UAE providing coverage of the Middle East Region, following in the same lines as the successful expansion into the Caspian area, and with it came the decision to launch additional future resources in Abu Dhabi and Iraq.



R&M Electrical Group Ltd was established in Southampton



R&M Electrical (Export) and R&M Projects divisions launched to meet international demand



Launched in-house Facility for assembly of hazardous area terminal boxes, control stations and LV distribution and panel-boards



R&M Kazakhstan LLP launched in Atyrau, Kazakhstan



R&M Cables opened in Avonmouth



Distribution warehouses opened in Oxford and Neyland

1987 — 1988-96 — 1996-97 — 1998 — 1999 — 2000 — 2001 — 2002 — 2003 — 2006 — 2007 — 2008



Distribution warehouses opened in Bournemouth, & Swansea



R&M Electrical Group launch R&M Caspian Ltd in Baku, Azerbaijan



R&M Southampton Central was acquired to service our local commercial contractors



Formed alliance with Wholesale Electric Houston, USA



R&M Fixings & Supports Ltd opened in Southampton



R&M Wholesale Electric launched in Dubai, UAE

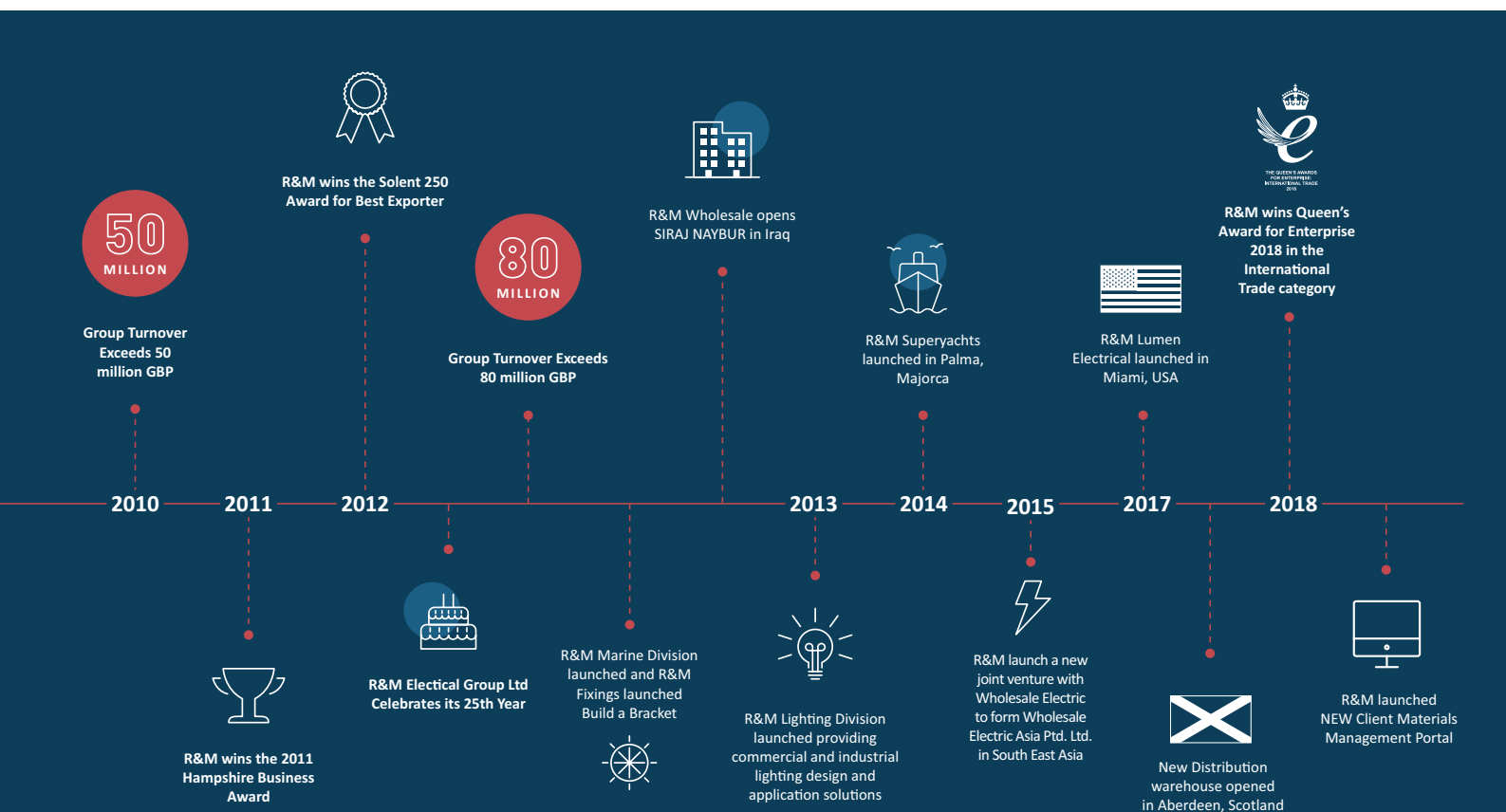
Providing essential support to industry, the Cables Division brings with it experience in supplying onshore and offshore cables for power, instrumentation, data and telecommunication applications. R&M's in-house Assembly Division are fully licensed to drill and populate junction boxes and control stations for both hazardous and non-hazardous area applications, with the Power Distribution side building bespoke LV distribution and panel boards.

The success of the R&M business model has led to the company providing electrical bulk equipment and cable to clients in over 80 countries worldwide via our dedicated Export Division. The varied locations mean we have to be able to provide material suitable for both low and high temperature environments covering both IEC and Ansi Nema standards.

With three decades of experience in building and maintaining strong, healthy relationships, R&M's Projects Division specialise in large scale project supply and management. Today R&M Electrical remains one of only a select few electrical distributors with its own dedicated Project Division, made up of teams of experts well versed in catering for the bespoke needs of each individual client and project. Documentation teams cover technical document approval matters such as hazardous area certificates, wiring diagrams and the creation and upkeep of manufacturing record books and operational manuals. The bid team carries out the commercial and technical reviews, making sure all best practices are followed and all safety standards are met. Next there is the project management team, which takes responsibility for all aspects of the supply chain including planning, ordering and expediting goods and materials, procurement and logistics and finally there is the commercial and technical sales team.

Of particular pride to R&M was the award in June 2010 of a multi-million dollar contract for a large Liquefied Natural Gas (LNG) Development based off the coast of Western Australia, working alongside Wholesale Electric of the USA and CNW of Australia. One of the biggest LNG facilities ever constructed, it required the supply of specialist bulk electrical materials including flameproof lighting and switchgear, stainless steel cable trays and ladders, cable transits and instrumentation high voltage cables. This ongoing project is in place to develop gas fields and includes the construction of a 15 million tonne per annum LNG plant on Barrow Island as well as a domestic gas plant planned to supply homes and businesses in Western Australia. Big name groups from all over the world competed for this project and the success of the R&M Electrical bid is still a source of great pride for employees of the company.

Central to all of the company's operations, and a big reason for our achievements, are the key disciplines we strive to uphold in every area of our business. Strong communication, intricate planning, honesty, full and positive use of all resources and, most importantly, sharp customer focus are just some of the core values we are known for. However R&M Electrical have never been a company that stands still and plans for the future are already in full swing. The hope is that natural organic growth will continue to occur, predominantly through our overseas business, and that our already healthy reputation for good business, customer care and project delivery will only shine brighter.



# Group Services

Our distribution network, specialist Project and Export Divisions coupled with our in-house fixings, cables and assembly divisions allow us to provide a solution for all of your electrical requirements. Take a look at the sections below to get a better idea of what differentiates R&M from our competition.

## Supply Chain Management

Due to the diversity of the R&M Group's operations we have tailored our Supply Chain Management systems to suit our client's various requirements. Amongst our company we promote first class customer service and communication thus providing supply chain visibility for our clients giving them an insight into what we feel is a successful way of managing electrical material distribution. Planning and scheduling is a huge part of our approach to Supply Chain Management, by gaining an understanding of our customers product specifications and construction schedules we can ensure that the correct products are available on a "just in time basis". This will sometimes involve holding stocks on a consignment basis for call off to meet the customers requirements. The Customer Relationship and Inventory Management aspects of our IT systems allow us to fulfil this task for each and every customer that has ever purchased from the R&M Group.



R&M are stockists and distributors for some of the world's leading manufacturers with each branch holding stock utilising a variety of different manufacturers. The range of supply chain management systems and expertise possessed by the company, coupled with its diverse product range, means supply solutions for all electrical needs whatever the specific application can be offered. Investment in business systems has been key to our success in successfully managing the supply chain, by adapting our systems to match our client's needs we have been able to demonstrate savings across all aspects of SCM.

R&M's philosophy to successful SCM centres around our ability to partner with our clients. At the onset of a contract or project R&M look to take ownership and responsibility of many aspects of the supply chain whilst ensuring that our reporting and expediting procedures allow for total visibility. Our clients are able to track the progress of their order, from production schedules through to ultimate delivery of both materials and the vital documentation that is required to allow the installation of the goods at site.



**Key elements of the supply chain that R&M have identified and built procedures around are as follows:**

- Contract Review
- Tendering
- Adding value through supply chain initiatives such as product standardisation, use of best modern technology, material and cable management solutions, ERS interfacing and third party access, dedicated client web portals
- Supplier evaluation and QA approvals
- Purchase order management and material receipt
- Sales order management
- Procurement
- Expediting
- Order Tracking
- On site local material support covering provision of consumables
- Material dispatch
- Export procedures including establishing packing, documentation, certification, import and logistical requirements
- Spares and commissioning requirements
- Provision of operating and maintenance manuals
- Order close out





## Project Management

After over 25 years of building strong relationships with some of the world's leading manufacturers a move into large scale project supply was a progressive step taken by the Groups Directors. R&M have become one of only a handful of specialist electrical distributors with a dedicated project division. We are recognised throughout the world as a key electrical supplier to the OGP sectors and have built a team of industry specialists incorporating dedicated business cells covering all of the disciplines required to service major global projects.

Below are the specific teams that our Projects Division encompasses:-

- **Documentation Team** covering the provision of document approval for bespoke project specific manufactured items and vital certification such as hazardous area certificates, wiring and line diagrams etc through to provision of operating and maintenance manuals.
- **Bid Team** responsible for tendering across all elements of electrical supply including hazardous area equipment, cables, switchgear, lighting, control gear, cable management and consumables.
- **Project Management Team** responsible for all aspects of managing supply chain functions, including planning, order processing, detailed delivery scheduling, procurement, expediting, coordinating documentation approvals and submittals, raising packing lists and shipping invoices, material and cable management, order tracking, making provision for supply of operating and commissioning spares through to export packing, shipping and logistics.
- **Commercial and Technical Sales Team** responsible for tracking upcoming and live projects globally, liaising with engineers to offer technical solutions to cover project specific applications such as low temperature requirements or high ambient temperatures and working with procurement to find commercially attractive technically compliant alternatives and savings.

Working alongside our clients from the bid stage onwards, we aim to get an immediate understanding of the importance of our supply contract in terms of our clients own project scheduling needs. This understanding allows us to build our management strategy around our clients requirements, a job made easier thanks to the support received from our manufacturers and sub-suppliers. We have identified planning and detailed scheduling as being key to successful project management. At the award stage R&M strive to build detailed material schedules that are transmitted to the client on a daily, weekly or monthly basis, highlighting key delivery dates and expediting details for every piece of material placed on order. These schedules run throughout the lifetime of the project and we gauge our success and failure against our ability to meet delivery deadlines highlighted at the onset of the contract. By taking responsibility for reporting and scheduling the emphasis to ensure on-time delivery of materials and documentation remains our key focus in supplying projects throughout the world.

For more information on this please visit [www.rm-electrical.com](http://www.rm-electrical.com)

# Group Services

## Electrical Distribution

Established in 1987 R&M Electrical has grown into one of the largest electrical distributors in the United Kingdom. Serving both national and international markets our reputation for the supply of high quality products and services is unsurpassed.

With 3 decades in the industry we have forged strong relationships with our suppliers and hold distributorship agreements with the world's leading manufacturers of cable, electrical and lighting equipment.

Our unique business model means that we have specialist knowledge in every product type you may require from technical electrical knowledge (both industrial and commercial products), through to lighting design, in-depth cable specification knowledge, hazardous area and specialist products for the oil and gas industry, marine specification products and cable management products through our Fixings & Supports division.

Our UK branch network specialise in a wide range of manufacturers, depending on its location and general customer requirements, which means that if one branch is not able to fulfil your needs another will be able to.

R&M's global network of divisions and strategic partners allows us to distribute electrical products and ancillaries internationally.

By employing local nationals in each region we ensure that we have teams with experience of operating in that particular local market and the specific challenges that that may bring.

## Lighting Design

R&M offers a lighting design, consultancy and supply service for amenity lighting, industrial and commercial lighting (internal and external) and also for hazardous area applications.

We specialise in producing energy efficient, eco-friendly lighting and control solutions that are innovative, visually stunning and effortlessly functional. We guarantee a personal service tailored to each individual project, creating solutions that are easy to maintain and cost-effective.

R&M's lighting schematics strive to reduce the environmental impact of the design, focusing on energy efficiency, minimizing light pollution and trespass, working with leading manufacturers who are at the forefront of lighting design. R&M are not affiliated to one particular manufacturer allowing us to provide lighting solutions specifically tailored to our customer requirements.

R&M's team of qualified lighting engineers use a variety of specialist lighting design packages to model and simulate lighting installations prior to specification. Thus ensuring our designs fully comply with legislation and industry guidance (if not exceeding requirements), and allowing our customers to visualize the final effect.



# Markets

## Markets We Supply

R&M is a global operator, and we're experienced in the supply of a diverse range of electrical equipment for many types of environments. We're actively working within the Oil and Gas Industry, Petrochemical, Pharmaceutical, Marine, Industrial and Commercial sectors.

**Oil and Gas Industry** - R&M Companies specialise in a number of major areas within the OGP sectors.

**Maintenance, Repair and Operational (MRO) contracts** - R&M successfully service major International Oil and Gas Companies worldwide. We hold a number of long-term MRO agreements covering our client's onshore and offshore exploration, production and refining investments. Working with companies such as BP, Exxon Mobil and Valero these agreements encompass the on-going supply of flameproof, hazardous area and industrial electrical equipment & cables for installation on offshore platforms and onshore production and refining facilities both in the UK and overseas.

**Project Supply** - Aside from MRO agreements we are also heavily involved in global project supply and have a strong track record and many years of experience in supplying EPC contractors working in the OGP sectors both onshore and offshore.

**Export Supply** - Another key area of our business is in the support of our client's overseas investments, our Export Division supply vital electrical equipment and spares to OGP operators in remote locations throughout the world where the local supply chain is very limited.



**Petrochemical** - R&M are very active within the refining and petrochemical markets and have a long track record in supplying petrochemical sites both in the UK and overseas. We hold many long term supply agreements with operators such as BP, Exxon Mobil and Valero encompassing the ongoing supply of flameproof, hazardous area and industrial electrical equipment and cables to onshore production and refining facilities both in the UK and overseas.

**Pharmaceutical** - Attention to fine detail and complete cleanliness are crucial to our work in the Pharmaceutical sector. We provide electrical equipment, supplies and cables and are able to use our experience of delivering materials for hazardous and specialist areas to great effect. Over the years R&M have supplied electrical equipment and cables to many new pharmaceutical plants such as Pfizer, Dow Corning, Glaxo Smithkline and BMS.

**Marine** - Our company's long term commitment to high quality supply and service has been greatly influenced by our strong links with the marine industries around Southampton, Portsmouth and the South Coast. It has always been our aim to work as closely with our customers as possible, and our facilities in Portsmouth's Naval Dockyard, Southampton (close to the dockyard and cruise terminals' and Palma, Mallorca meet that aim head on. We are proud to have many well known clients as key customers and currently we have Partnership Agreements with Royal Naval Fleet Support Ltd, BAE, Carnival Corporation, Royal Caribbean and Prestige Cruise Holdings.

**Industrial** - From heavy duty power cables, LV, MV and HV switchgear including isolators, switch fuses and distribution boards, transformers, generators, IP67 415v 3P&N plugs and sockets, industrial lighting, buzz bars, weather protected switches and sockets, surge protectors, UPS, site electrics and heavy gauge galvanised trays, baskets and ladders, R&M can supply the complete range of industrial electrical products for any application both in the UK and overseas.

**Commercial** - Several of the R&M branches have been formed to cater for the Commercial Sectors. By partnering with R&M on your contracts and projects we can link you with Europe's leading manufacturers of products specified and used within the Commercial Building Sectors. Through our distributorships and franchises we are the authorised stockist in many areas across the UK and overseas and can provide manufacturer backed support.

# R&M Divisions

## Solutions for all your Electrical Needs

### UK Distribution

With our head office in Southampton and branches with different focuses all over the UK, R&M can cover any electrical distribution requirements you may have. We're approved stockists of products for many of all the largest electrical equipment manufacturers in the world. This applies not only to cables and cable support products, but also to hazardous area equipment, lighting and electrical housing and apparatus as well.

### Project Division

R&M Electrical Group has a standalone dedicated Project Division. This division offers an exemplary project and management solution to the on-shore oil and off-shore gas, petrochemical, engineering and pharmaceutical markets. This service encompasses all aspects of project supply from initial specification assistance, tendering, project and material management, packing and logistics through to provision of maintenance and commissioning spares. The division also has an integrated documentation department for providing all required GA drawings, test certificates and schematics and Manufacturing Record Books.

### Exports Division

Throughout the world we are supplying the exact electrical product needed to meet specification applications often in harsh environments where extreme temperatures are encountered. We supply a wide range of industries and our dedicated Exports Division has many years of experience in supporting operators and contractors operating overseas, exporting to over 80 countries worldwide we have gained an invaluable understanding of international business ensuring that your materials arrive on time, adequately packed with the correct paperwork and shipping invoices.



### Caspian Division

With a main area of our work being in the supply and support of electrical equipment for installation in Oil and Gas exploration and production, Petrochem and Chemical Processing, it is only natural that a substantial proportion of equipment supplied by R&M is destined for use in the Caspian Region. With this in mind, in 1998 R&M established our own distribution companies in Kazakhstan and Azerbaijan; we hold long term MRO agreements with a number of operators in this region and carry dedicated inventories to support this business.

### Dubai

Based in Dubai & Abu-Dhabi, R&M Wholesale Electric LLP services the Middle Eastern area of significant development. The Partnership between R&M Electrical Group and the USA's Wholesale Electric Supply combine the geographic strengths and capabilities of two of the world's leading independently owned electrical distributors to offer a service and capability that is unique in the Middle East if not the world. This project dramatically improves the distribution & supply of electrical equipment to major oil and gas projects in the region and gives us the added benefit of being able to supply both IEC and American Standard equipment that is dual specified across the Middle East.

### Cable Division

Our Cables Division is a significant development in the extension of the service capabilities of the R&M Group. We supply all types of cables internationally, be it instrumentation, power, control, telecommunication or data cables. R&M has established very close relationships with many of the world's largest cable manufacturers including Prysmian, Nexans, CCI, General Cables, Belden and many other well-known international names.



### Fixings & Supports Division

R&M's Fixings & Supports Division aims to simplify the procurement process for the entire scope of first fix materials including containment, fixings, hangers, pipe supports and power tools to both mechanical and electrical contractors. They are also able to offer a prefabrication and module service. Operating internationally this specialist division has a wealth of experience of working in this field over the last twenty years.

R&M's Fixings & Supports Division, its products & services have been carefully tailored to meet the demands of today's building services contractor with a clear objective "to make the procurement of your First Fix, Strut Supports, Containment and associated items competitively priced and straight forward" with the promise that R&M Fixings & Supports will deliver all the materials you ordered, to the location you specify, on the day and at the price agreed!

Our Fixings & Supports division has recently launched a new online product configurator for all your pre-fabrication needs - **Build a Bracket®**. Pre-fabrication is the largest contributor to reducing costs and saving time, as well as improving quality and reducing defects on site. Covering cut strut and multiple bracket types including trapeze, christmas tree & H-frame, our **Build a Bracket®** software will provide you with a quote & CAD drawing within minutes.

### Assembly Division

Our Assembly Division under license from manufacturers such as Cooper Crouse Hinds, Weidmuller and Hawke are able to drill, modify and populate fully certified enclosures and junction boxes for hazardous area and industrial applications such as the oil, gas and petrochemical industries, aggressive or outdoor environments, food & beverage and water treatment industries, OEM's and many more. Holding large stocks of stainless steel and GRP boxes we are able to reduce lead times significantly for your bespoke junction and terminal box requirements. We are also a major assembly partner for The Schneider Group and can supply fully tested LV panel and distribution boards for industrial applications.

### Marine Division

Specialising in the art of marine electrical procurement, our dedicated marine sales team have over 50 years of extensive knowledge within this complex and exacting industry sector – providing a first class service to a diverse range of clients – from major cruise line companies to ship management companies and shipping agents to ship outfitters and marine buyers.

### Lighting Division

R&M offers a lighting design, consultancy and supply service for amenity lighting, industrial and commercial lighting (internal & external) and also for hazardous area applications.

We specialise in producing energy efficient, eco-friendly lighting and control solutions that are innovative, visually stunning and effortlessly functional. We guarantee a personal service tailored to each individual project, creating solutions that are easy to maintain and cost-effective.

The Lighting Division of R&M Electrical Group offers 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.

### Hazardous Area Division

The R&M Hazardous Area Ex Division supply hazardous area and industrial equipment to the domestic Oil, Gas, Petro-Chem and Pharmaceutical Markets. We're a leading supplier and have dealt for many years with leading manufacturers such as Cooper Crouse-Hinds, Hawke Cable Glands, Weidmuller, P&F, Legrand ATX, Stahl, Chalmit, Roxtec and CSD Rise to name but a few. We are one of only a handful of distributors in the UK and abroad to hold large specialist stocks of hazardous area electrical equipment.



# Product Overview

## All Your Electrical Needs Under One Roof

R&M Electrical Branches operate in strategic areas offering a fully comprehensive service covering the sale and supply of commercial, industrial, marine and hazardous area electrical equipment and related products.

We are stockists for some of the world's leading manufacturers with each Branch holding stock utilising a variety of different manufacturers. As a result of this R&M with its diverse product range can supply solutions for all your electrical needs whatever your specific application.

We have built strong relationships over many years with leading global manufacturers to ensure that we are able to provide our clients with the best prices from the best manufacturers.

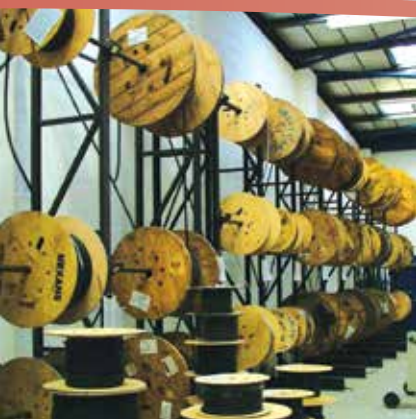
## Product Categories

Onshore and Offshore Power Cables.....	Fire.....	Security .....
Instrumentation Cables .....	Fixings and Supports.....	Space Heating .....
Data and Telecommunication Cables .....	Fuses .....	Specialist Hazardous Area Equipment. ....
Cable Accessories .....	Industrial and Commercial Wiring.....	Switchgear and Distribution .....
Cable Management Products.....	Lamps and Tubes .....	Test Instruments .....
Control Stations.....	Light Fittings .....	Tools .....
Datacoms.....	Industrial Plugs and Sockets.....	Ventilation.....
Ducting.....	Programmers and Timers.....	Water Heating .....
Earthing .....	Site Safety Equipment.....	Wiring Accessories .....

## Suppliers

Since our formation in 1987 R&M have been stockists for some of the world's leading electrical manufacturers. Below is a small selection of the manufacturers we supply on a daily basis.





## Key People

### **Brian Robinson** - Group Chairman

Brian is the founding Director of the R&M Electrical Group. After serving in the Royal Navy as an Electrical Engineer, Brian first ventured into electrical distribution in 1980 prior to establishing R&M in Southampton in 1986. The Group now enjoys a turnover in excess of 80 Million GBP and Brian continues to enjoy a hands-on role in overseeing the groups continued growth both in the UK and overseas.



### **William Crook** - Managing Director

William joined R&M in 1992. He was appointed to the board as Finance Director in 1997 and has successfully overseen continued group expansion including acquisitions and the launch of several UK and overseas branches and incorporation of new operating and financial reporting systems. Appointed Managing Director in 2012, William is tasked with managing the groups commercial interests both at home and internationally.



### **Andrew Chandler**

*Group Sales Director*

Andrew joined R&M in 1996 to launch the Export and Project divisions for the group. R&M's Global success resulted in Andrew being appointed to the board as Group Sales Director in 1998. Andrew is now responsible for the groups Sales & Marketing and Joint Venture activity and continues to enhance the prosperity of the R&M group globally.



### **Richard Sherin** - Commercial Director

Richard joined R&M in 1996 and along with Andrew Chandler launched the Export and Project Divisions. Richard was appointed to the board as Director in 1998. Richard is now responsible for developing and maintaining relationships with our valued manufacturing partners and for many aspects of the Project Division including heading up the bid team.



To see more information on R&M Staff please visit our website  
[www.rm-electrical.com](http://www.rm-electrical.com)

# Group Directory

## Head Office and Accounts

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## R&M Aberdeen Branch

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## R&M Neyland Branch

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## Siraj Naybur (Iraq)

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## R&M Projects Division

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## R&M Fixings & Supports Ltd

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## R&M Lighting Division

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## Build A Bracket

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## R&M SN Electrical FZCO

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## Wholesale Electrica Asia Pte Ltd

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